



Alexandria Redevelopment and Housing Authority

Keith Pettigrew, Chief Executive Officer

**ADDENDUM No. 3
April 24, 2020**

**REQUEST FOR QUALIFICATIONS
DEVELOPMENT PARTNER FOR
ALEXANDRIA REDEVELOPMENT
AND HOUSING AUTHORITY**

SOLICITATION No. RFQ Q-20-01

This addendum is hereby included in and made part of the RFQ for Development Partner dated February 25, 2020. All requirements of the original RFQ for Development Partner (RFQ Q-20-01) shall remain in full force and effect except as amended by this Addendum. Please acknowledge receipt of this addendum by signing and returning with your RFQ (required).

Prepared By: _____ s/Mohammad Muhsen _____ Date: _____ April 24, 2020 _____
Procurement Assistant

Acknowledged By: _____ Date: _____

Note: All other requirements and provisions to the RFQ Documents shall remain in full force and effect. Each Proposer shall refer to all Addenda to the RFQ Documents in their response.

ADDENDUM # 3
RFQ Q-20-01
Questions & Answers

Q1: Has ARHA done an assessment of bedroom sizes? The RFQ mentions that ARHA will assess the appropriate unit sizes based on need.

A1: HUD will help us determine any change in bedroom sizes, as we get closer to redevelopment. One for one replacement is for the number of units.

Q2: Has RAD been considered for any of these 5 properties?

A2: Section 18 applications have been/are being submitted for Ladrey, Andrew Adkins, Samuel Madden and Yale Drive. RAD is being considered for the Mod Rehab contract at Hopkins Tancil.

Q3: Is there an ability for a capitalized ground lease? Which would eliminate the ability for fee simple?

A3: ARHA's preference is for a ground lease.

Q4: Have you done a Physical Needs Assessment (PNA) on these properties?

A4: Yes.

Q5: Can the PNAs be made available for viewing by interested developers?

A5: No. ARHA prepared the PNAs only to submit a disposition application. ARHA's redevelopment strategy calls for demolition of all the units (aside from Ladrey), therefore, PNAs are applicable in that context. Ladrey's PNA would be made available once a developer or multiple developers are selected for that property.

Q6: Can interested developers visit these properties?

A6: Not during this RFQ phase. ARHA will set up tours of the assigned properties once the ARHA Board has determined which properties are first in line for redevelopment.

Q7: Is ARHA looking to select more than one development partner through this RFQ? If so, how many?

A7: Yes. ARHA may select between 5-10 preferred development partners through this RFQ process.

Q8: Is there any EPC debt on any of the properties in ARHA's portfolio?

A8: No. All the properties listed in the solicitation documents are free of any lien.

Q9: Will developers have to re-compete for each parcel after the short list of developers is created from this RFQ?

A9: The RFQ outlines two possible scenarios for the assignment of a property for redevelopment: award a parcel to a partner with the goal of reaching a term sheet within a proscribed period; or assign a parcel to multiple preferred partners and select from among proposals submitted. It will be up to ARHA's Board to make that determination.

Q10: Is the 1/3 low income, 1/3 workforce, 1/3 market configuration mentioned in the RFQ per property or across all five of the properties combined?

A10: ARHA's goal is to have this configuration of units at each property. The final unit configuration will be determined by market conditions.

Q11: On page 9 of the RFQ there is a statement that the design, engineering and general contractor should be a part of the Development team, however another part of the RFQ states that ARHA wants a say in selecting the design and construction team. Which is it?

A11: The composition of the team to be presented in the RFQ response will be determined by the responding team. We want to leave open the possibility that the team does not have to be fully assembled at this time. We will not award additional points in the event that the team is assembled when the responses are submitted. The key is for the main developer entity to demonstrate through past performance the ability to manage internal staff and third-party consultants to successfully carry out a complex redevelopment program.

Q12: Should the equity partner be identified on the team when submitting the RFQ response? Equity on LIHTC or market?

A12: The response should include the name and the extent of the participation (financial or otherwise) of the Equity Partner for the project. It is not necessary to identify the LIHTC equity partner as that will be determined at the time that the deal is structured. In describing past performance identify any partners that provided financial support and/or guarantees for the project.

Q13: On the soft side, does ARHA's resident services program offer any homeownership program?

A13: ARHA is currently investigating the components for creating a homeownership program for public housing residents. With regard to resident services, the response should identify how resident services will be provided throughout the redevelopment process and once the units are constructed.

Q14: Will the attendees of today's meeting be posted on the website?

A14: Yes, and it has been posted on E-Procurement and eVA.

Q15: Clarification required on the one-third X 3 approach and whether ARHA is open to achieving this on the site without having to necessarily do so within each building?

A15: ARHA's preference is to achieve the one-third X 3 approach within each building. However, with a compelling strategy, we are open to achieving it within each component/phase of a project. It is up to the development partner to demonstrate to ARHA's satisfaction that there is NO other alternative.

Q16: ARHA wants Attachments A, B, C, D, & F signed and properly executed. Not all exhibits have a signature line. Do they still require those to be signed?

A16: Please Sign and Return Attachment B and C only.

Q17: In the pre-bid meeting, it was mentioned that the plan is to pre-qualify 5-10 development firms and then go to this list to select for each project. How will ARHA decide which of the shortlisted firms get each job?

A17: The ARHA Board of Commissioners will make the decision on how development partners are assigned to specific parcels. As outlined in the solicitation document, the Board may assign a parcel to a single development partner with a timetable for entering into an agreeable term sheet; issue to multiple development partners and select one development partner; or issue an RFP solely to the previously selected entities.

Q18: Will our proposal cover all 5 sites but take into consideration our ranking on preferred projects or are we submitting qualifications for each project separately?

A18: You are submitting qualifications for all of the sites. However, you can identify which sites you are specifically interested in, if not all of them. We are seeking development partners who have the experience, private equity and capacity to carry out any of the projects highlighted in Tier One and Tier Two. If there are properties that you would not like to be considered for, please include that in your response.

Q19: Can ARHA share a more detailed programmatic scope for each of the (5) sites?

A19: This is solely a Request for Qualifications. Please refer to our overall Development Principles highlighted on pages 7 and 8 of the RFQ. To reiterate, some of the key development principles: we prefer a land lease; we seek to redevelop each of our sites into mixed income communities; we seek income tiers for occupancy on the property that reflects one-third low-income (0-30% AMI), one-third workforce (60-80% AMI) and market (over 80% AMI).

Q20: I saw that the ARHA offices are closed – and I'm wondering, can you let me know if the RFQ deadline may change in light of coronavirus?

A20: See Addendum 2; submission deadline has been extended to May 15.

Q21: Should we assume that the rents for the Project Based Vouchers rents will be the Small Area FMRs for zip code 22314? If not, what rents should we assume?

A21: Yes, assume PBV rents for zip code 22314.

Q22: Definitions of “workforce housing” vary widely. May we assume that rents affordable between 80% AMI and 120% can be considered Workforce Housing for purposes of this RFQ?

A22: ARHA has defined workforce housing as units between 60-80% AMI.

Q23: Please confirm that there is not a page limit to the response.

A23: There is no page limit to the response.

Q24: Please confirm that the terms “Respondent” and “Development Partner” refer to the same entity.

A24: Yes, the solicitation refers to both interchangeably.

Q25: Can you provide Exhibit 1 – Debarment Certification?

A25: Exhibit 1 is attached and Titled “Proof of Authority to Transact Business in Virginia”.

Q26: Due to COVID-19, will ARHA accept digital copies of the submission? If acceptable, please provide a location for uploading of proposals.

A26: ARHA will accept digital submissions given COVID-19. Please continue to check our website and/or register with eVA and eProcurement to receive automatic notices for a future addendum that will include further instructions.

Q27: Due to COVID-19 and social distancing, are electronic signatures acceptable for Required Forms? Further, will ARHA consider removal of the notary requirement on Attachment B?

A27: We will accept electronic signatures on all original documents. Notarized documents are not required at this time. Upon selection we will require notarized original signatures on all documents.

Q28: In order for us to provide an explanation for **prior experience working with development partner** as requested in Section 3.3C, please clarify if this would a chosen partner for this deal or does this related to ARHA as a partner.

A28: The solicitation requires a description of the relationship and experience with chosen



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partners in prior deals.

Q29: Also please explain the difference between Page 22 e: “Provide an organizational chart of the development team. Identify the name of each individual, the organization they work for, and their role in the project” AND 3.4 :” Provide profiles of Key Staff of the Respondent and each key Team Member that would be providing services. Please provide an Organizational chart showing the interaction between the various team members and key Development Partner personnel assigned to this project”?

A29: Section 3.4 requires a more detailed explanation of each person in the organizational chart. The chart requested in Page 22 is a functional chart outlining departments or entities and their relationships. If you are including any architects, engineers, lawyers, or other identified partners as part of your team, you would identify them as part of the 3.2e Organization Chart. The Organization Chart in 3.4 is the relationship between key staff within your organization and a description of their primary responsibilities for the ARHA project.

Q30: Due to COVID-19, will ARHA accept digital copies of the submission? If acceptable, please provide a location for uploading the proposal.

A30: See response to question 26.

Q31: Due to COVID-19 and social distancing, are electronic signatures acceptable for Required Forms?

A31: See response to question 27.

Q32: Will ARHA consider removal of the notary requirement on Attachment B?

A32: See response to question 27.