

**Questions and Comments for Mercy Drive RFP**  
**May 4, 2018**  
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- A. **Question:** How is mixed-income defined? Would a mix of 40% AMI (extremely low income), 60% AMI (low income), and 80% AMI (moderate income) meet the RFP goals? Note that FHFC defines moderate as 120% of AMI and HUD defines moderate as 80% of AMI.

**Answer:** In order to not limit responses, the City is not defining an AMI goal.

- B. **Question:** Is there a minimum percentage of unrestricted income units required? For the foreseeable future, the micro market in that area will not likely support rents much higher than 60% of AMI.

**Answer:** In order to not limit responses, a minimum percentage of unrestricted income units is not being required.

- C. **Question:** The Project Scope and the Goals mention inclusion of permanent supportive housing. The minimum qualifications state "...No offers will be considered unless the following qualifications are met:

4. *Commitment to meeting the affordable housing needs of the community, including the provision of permanent supportive housing.*

5. *For proposals including permanent supportive housing component:*

- *Nonprofit organization with mission of providing housing for homeless/special needs households.*
- *History of implementing a Housing First approach.*
- *History of implementing resident screening criteria that facilitates access to housing for persons with criminal background and/or credit issues that typically hinder housing access.*
- *History of implementing property management policies and procedures which fulfill goal of housing retention for high-need households.*
- *History of providing or partnering with service providers to ensure access to individualized support services.*
- *Willingness to work with coordinated intake to identify residents.*
- *Experience securing state and/or federal resources for the development of supportive housing.*
- *Obtaining and managing social service funding contract(s) with service models that are evidence-based and outcome-oriented.*

**The mixed-income preference seems to conflict with the project scope requirement. Is there a minimum and/or maximum of PSH desired/required?**

**Answer:** The City would prefer to see the inclusion of permanent supportive housing; however, in order to not limit responses, a minimum and maximum percentage of permanent supportive units is not being required.

**Question:** Also, the language in item 5 of the minimum qualifications seems to contradict the goals and scope by implying that PSH is optional (“For proposals including permanent supportive...”)

**Answer:** The City is inviting all proposals.

**D. Question:** Item 5 of the Minimum Qualifications seems to rule out any developer that does not have extensive experience in developing and managing PSH. Would, for example, a nonprofit developer with extensive experience with affordable housing development and management, including mixed-income housing be considered if it had a team member that manages communities with PSH and is a for-profit company, and that partners with PSH case management providers?

**Answer:** Yes

**E. Question:** Regarding “green” requirements, is there a specific green standard required, such as Florida Green Building Council, or could it be a catalog of green practices acceptable to the City? Note that utility company financial incentives often conflict with green standards if there is not some flexibility.

**Answer:** The City is not defining the energy efficiency standards that need to be achieved.

**F. Question:** Will the City allow the chosen developer 12-15 months of site control to navigate FHFC tax credit timeline?

**Answer:** The terms are negotiable and proposers are encouraged to include a complete financing plan, with associated timelines, in their proposal.

**G. Question:** What should be included in the proposal beyond a Letter of Intent to Purchase and developer qualifications? For example, do you want the whole team; do you want an illustrative site plan and unit mix, and so on. Note that new procurement regulations promulgated in 2018 by federal OMB at 2 CFR 200.317 – 326 may prohibit selection of team members prior to actual completion of construction documents for bidding.

**Answer:** Proposers are encouraged to submit a complete proposal that includes the developer's qualifications, a conceptual site plan, conceptual design, programming, and a financial plan that adequately informs the City of the project and proposers ability to complete the proposed project within their specified timeline.