



COMMUNITY DEVELOPMENT

CITY OF DURHAM

Affordable Multifamily Rental Development RFP Workshop

May 27, 2020

Agenda

- Welcome & Introductions
- Logistics
- Overview of City of Durham Affordable Housing Goals
- Overview of Request for Proposals
- Request for Proposal Schedule
- Summary
- Questions and Answers



City of Durham Affordable Housing Goals



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City of Durham Affordable Housing Goals

1. Preserve and expand supply of affordable rental units and rental assistance, with a focus on households <50% Area Median Income (AMI)
2. Maintain affordability and protect very low-income households in neighborhoods experiencing significant housing cost increases
3. Engage the larger Durham community to make affordable housing a citywide priority



Overview of RFP



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Overview of RFP

- *Purpose:* To support projects that produce new or preserve existing multifamily rental housing for households <60% AMI
- *Funding available:* \$15,000,000, combination of City funds, CDBG and HOME



Threshold Requirements

- Applicants must be nonprofit or for profit organizations
- Must have affordable housing development experience
- Projects consist of multifamily housing as defined in RFP
- Projects must create or preserve at least 5 units affordable to households at or below 60% AMI
- Applicants must provide proof of site control at time of application



Threshold Requirements - *continued*

- Project must set aside at least 20% of units for households at or below 30% AMI - includes units with project-based rental assistance
- Projects may not propose the use of 9% LIHTCs; use of 4% LIHTCs is encouraged.
- Projects utilizing City or County-owned sites are not eligible for funding
- Must submit EBOP Participation Documentation and Employee Breakdown forms



Proposed Contract Type

WE ARE FLEXIBLE

- City funds may be provided in the form of a grant, repayable loan or a forgivable loan, based on City assessment of project needs.
- City reserves the right to award funding to developments using the mix of funding sources it deems most appropriate for the development and to meet the overall goals of the City's affordable housing program.



MWBE Requirements

- Equal Business Opportunity Program (EBOP): City ordinance providing contracting opportunities for economically disadvantaged businesses (*Sec 18-51*)
- City's of Durham Equity and Inclusion Department sets goals for the City, including all City RFPs
 - **City of Durham has established goals of 11% minority and 7% women underutilized business enterprise utilization on City-funded affordable housing projects**
- Applicants **must** address how they will meet these goals in their response and submit EBOP Participation Documentation & Employee Breakdown forms



RFP Timeline and Process



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RFP Timeline

Date	Action
May 13, 2020	RFP Issued
May 27, 2020 at 10:00 am	Pre-Proposal Application Workshop
May 13, 2020 - June 12, 2020	Written Questions and Response Period
June 22, 2020	Written Questions and Responses Posted
July 10, 2020 at 3:00 pm	Proposal Applications Due
July 11, 2020 – July 31, 2020	Evaluation of Proposals Period
Week of August 2, 2020	Notification of Ineligible Proposals
Week of August 9, 2020	Notification Issued of Selected and Non-Selected Firms
December 1, 2020	Anticipated Execution of Contract

Proposal Process

- RFP describes information to be included in the Proposal Application
- Proposal Applications should be submitted via ZoomGrants software application.



Evaluation Criteria

Organizational Capacity

- Board composition and engagement
- Financial capacity of organization

Development Team

- Developer track record
- Experience and capacity of key development team members
- Property manager experience with similar developments
- Experience of key development team members



Evaluation Criteria

Project

- Proposed area median income being served
- Length of proposed affordability period
- Location of project (see Priority Geographic Areas below)
- Site quality, including access to amenities and/or proximity to incompatible uses
- Reasonableness of scope of work, including green and energy efficiency improvements
- Commitment to low-barrier tenant selection policies
- Readiness to proceed
- Commitment to participation of minority and women-owned business enterprises



Evaluation Criteria

Financial Strength

- City investment per affordable unit (with consideration of the AMI level being served)
- Total development cost per unit
- Demonstrated capacity to manage public dollars and comply with funding requirements

Bonus Points

- Commitment to serving homeless households, as identified by the Durham Homelessness Continuum of Care



How Can Proposals be Submitted?

- Applicants must complete and submit proposals via Zoomgrants

[\(https://www.zoomgrants.com/\)](https://www.zoomgrants.com/)

<https://zoomgrants.com/gprop.asp?donorid=2251&limited=2635>

- The RFP is located on the following City Websites:

<https://durhamnc.gov/bids.aspx?bidID=976>

- Proposals must be
 1. Complete
 2. Responsive
 3. On Time



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To access the ZoomGrants Application, Go the Community Development Webpage

Community Development Department

Posted on: May 15, 2020

Community Development Department Opens Funding Application Process

The Community Development Department (CDD) has issued a Requests for Proposals (RFPs) in support of the priorities outline in the City's [Affordable Housing Goals](#):

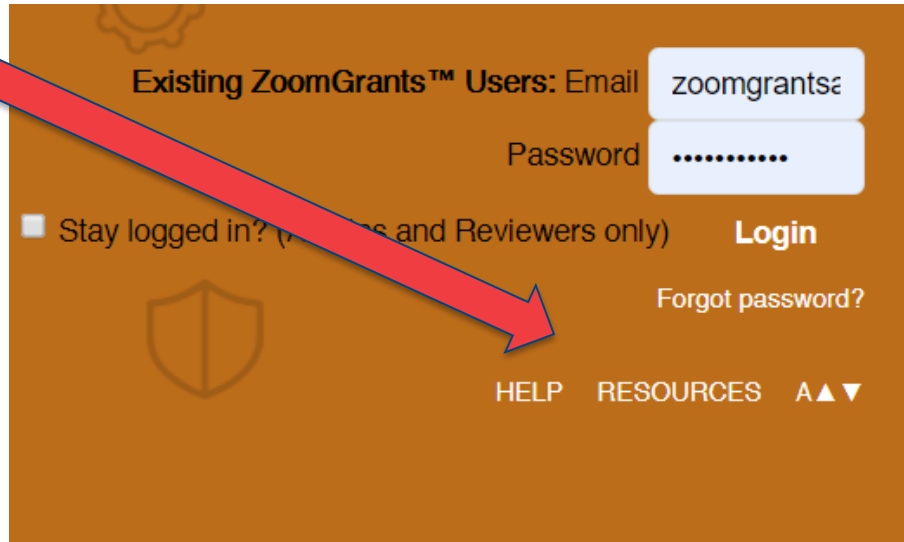
Multifamily production and preservation – CDD is soliciting proposals for projects that produce new multifamily rental housing or preserve existing multifamily rental housing for households with incomes at or below 60% AMI. Preservation projects may include projects that will extend the affordability period of existing income-restricted multifamily affordable rental housing and/or projects that propose to create affordable housing units by converting existing market-rate multifamily units to income-restricted affordable rental housing. The City anticipates that \$15,000,000 will be available for multifamily projects. The source of funding is the Community Development Block Grant, HOME funds and/or a combination of these funds.

Applications must be completed on-line through the [ZoomGrants application portal](#) and will be due on **Friday July 10, 2020 at 3:00 p.m. EST.**



Create a New ZoomGrants Account

Click the "Help" and "Resources" menu items for support



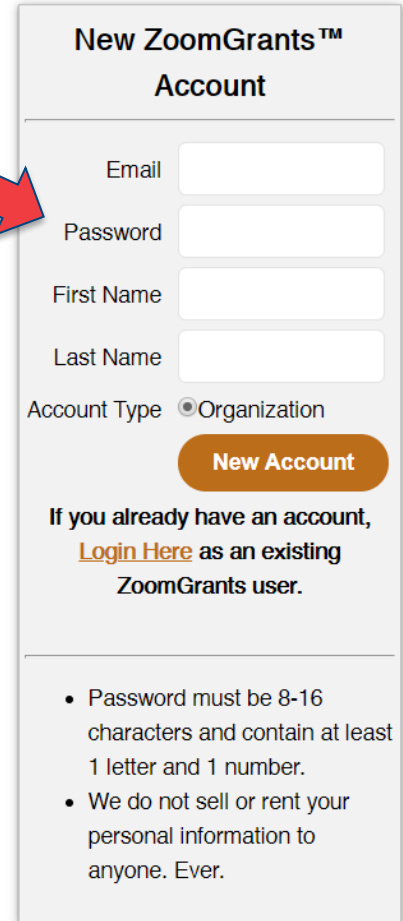
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Email

Password

First Name

Last Name

Account Type Organization

[New Account](#)

If you already have an account, [Login Here](#) as an existing ZoomGrants user.

- Password must be 8-16 characters and contain at least 1 letter and 1 number.
- We do not sell or rent your personal information to anyone. Ever.



When are Applications Due?

All Proposal Applications are **DUE** no later than

July 10, 2020 at 3:00 pm

Late Proposals Applications will **not** be considered **and** deemed ineligible.



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Got Questions?

Questions must be submitted:

May 13, 2020 - June 12, 2020

All Questions must be emailed to:

Matt Schnars

at

CommunityDevelopment@Durhamnc.gov



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