



COMMUNITY DEVELOPMENT

CITY OF DURHAM

Beamon Street Assemblage Request for Proposals (RFP) Pre-Submittal Meeting

September 12, 2023

10:00 am

Reginald J. Johnson, Director

Agenda

- Welcome and Introductions
- Overview of Request for Proposal
- Request for Proposal Schedule
- Summary
- Questions and Answers



RFP Scope

- Through this RFP, the City intends to select a development partner for the Beamon Street assemblage site for affordable homeownership opportunities
- 3.91-acre site provided “As Is” (105 East Piedmont Avenue) Appraised at 5.1m
- No defined concept
- For profit, not for profit or a combination
- Development partner responsible for all activities associated with the parcel to provide final product (includes site prep and infrastructure improvements)
- Current zoning is RU-M (Residential Multifamily) and RU-5(2). Confirm with City/County Planning Department
- Developers may contact the City/County Planning Department for details on the City’s development review process



RFP Requirements

- Minimum of 51% of units affordable to households earning 80% or below AMI
- Sales must maintain the ratio of at least 51% throughout the buildout period... first two homes sold to income qualified households
- 15-year period of affordability
- Energy Star and SystemVision standards. Two-year heating and cooling guarantee for the affordable units
- Compatible in size style and architecture to the Bungalows at Southside



RFP Requirements

- Minority and Women Owned participation goals of 11% minority and 7% women
- Davis Bacon wages are required per the attached wage decision
- Section 3 plan and participation will be required. Research new regulations
- If market rate units are proposed, market rate lots are required to be sold at appraised value
- If anticipating City participation, clearly define in response



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 & Contractor Diversity Questionnaire



RFP Timeline and Evaluation Criteria



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RFP Timeline

Date	Action
August 25, 2023	RFP Issued
September 12, 2023 at 10:00 am	Pre-Proposal Application Workshop
September 29, 2023 at 4:30	Written Questions Due
October 13, 2023	Written Questions and Responses Posted
November 15, 2023 at 3:00 pm	Last Day to Receive Proposals
November/December 2023	Review of Candidates Proposal by Evaluation Team
February, 2024	Recommendation to City Council

Evaluation Criteria

Understanding of the Project (30%)

- Total number of units and number of market rate and affordable units
- Type of product: single family/duplex/etc.
- Size of units, number of bedrooms/bathrooms
- Target AMI for each unit
- Conceptual design of the exterior of proposed units; proposers may also include photographs of similar units that the proposer has completed on other sites.



Evaluation Criteria Cont'd

Understanding of the Project (30%)

- Description of site preparation and infrastructure improvements to include conceptual site plan
- Length of proposed affordability period for each unit and mechanism that will be used to enforce affordability.
- Description of exterior materials and interior finishes
- Proposed green or energy efficient features, including which criteria (System Vision or higher) that the proposer commits to meeting on affordable units.
- Neighborhood engagement



Evaluation Criteria Cont'd

Methods and Procedures, Management Plan for the Project (10%)

- Provide a narrative statement of how the project will be managed
- Describe the development team (Org chart, Resumes)
- Construction Schedule with Milestones
- MWBE and Section 3 Plan

Market and Sales Methods (10%)

- Marketing and sales plan for development
- Database of diverse buyers (race, gender, age, disability status, income)
- NCHFA preferred lender list
- Market Study within 60 days of recommendation



Evaluation Criteria Cont'd

Experience and Qualifications (20%)

- Experience in last 3 years, comparable units, site prep and infrastructure
- Candidate and Team experience in comparable neighborhoods (org chart, resumes)
- Three references with contact info, one financial reference
- Financial Audit
- Any required licenses
- Outstanding litigation



Evaluation Criteria Cont'd

Project Cost/Compensation (20%)

- Detailed cost analysis, budget, sources/uses, proforma, price per lot
- Financing strategy
- Is there a request from the City, define per unit cost
- Letters of support, commitment from permanent lenders
- Updated appraisal

Capacity (10%)

- Overall ability to complete the development
- Describe team member responsibility other than proposed project



Evaluation Criteria Cont'

Scoring Summary

- Understanding of Project (30%)
 - Management Plan (10%)
 - Marketing and Sales Methods (10%)
 - Experience and Qualifications (20%)
 - Project Cost (20%)
 - Capacity (10%)
 - **Total (100%)**
-
- EBOP Participation Documentation & Contractor Diversity Questionnaire Discussion



Submittal of RFP

Cover Letter

- Signed by principal of the Candidate
- See Section 250 in RFP for requirements
- Statement that addendums have been read

Format

- Sealed envelope
- Addressed to the Project Manager (Section 270 in RFP)
- One original, five copies, one in electronic format
- Original signed by officer who can bind the company contractually



How Can Proposals be Submitted?

- Applicants must complete and submit proposals to:

**City of Durham
Community Development Department
Attn: Richard Valzonis
Senior Community Development Analyst
101 City Hall Plaza
Durham North Carolina 27701
RE: RFP Beamon Street Assemblage**

- Link to the RFP is located on the following City websites:
 - [Bid Postings • Durham, NC • CivicEngage \(durhamnc.gov\)](#)

[News Flash • Durham, NC • CivicEngage \(durhamnc.gov\)](#)



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When are Applications Due?

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

November 15, 2023 at 3:00 pm

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

If proposals are delivered by mail, it is the candidate's responsibility to
see that they arrive by the due date

Pre-Proposal conference is not all-inclusive. Refer to the published RFP



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Got Questions?

Questions must be submitted via link:

<https://forms.office.com/g/TkkMyLBWcT>

August 25, 2023 - September 29, 2023



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