



REQUEST FOR QUALIFICATIONS for Sale and Development of 1004-1028 JOHN DIMREY DRIVE

Digital proposals are due

Friday, April 19, 2024 by 4:00 p.m.

Housing & Neighborhood Development
City of Greensboro
Post Office Box 3136
Greensboro, N.C. 27402

Request for Qualifications for the Sale and Development Apartments at 1004-1028 John Dimrey Drive

The Opportunity

The City of Greensboro through the Housing and Neighborhood Development Department requests statements of qualifications from for-profit and non-profit developers for the acquisition and development of multifamily units located at 1004-1028 John Dimrey Drive in Greensboro, North Carolina. The City of Greensboro seeks a developer to purchase and improve the property as a transformative and catalytic project for the site and neighborhood to include affordable homes for low income homeownership. Although rehabilitation of the property is preferred, the City will consider other affordable housing development options, if feasible for the site and neighborhood. All development must comply with the state building code and the City of Greensboro Land Development Ordinances.

The City proposes to sell the property “as is” and will not be responsible for any costs incurred in responding to this request. The City has performed inspections and testing in 2023 including a Phase 1 ESA Report, Lead Inspection and Risk Assessment, Asbestos Report, and Physical Needs Assessment, which will be made available to interested applicants. The City has requested a current appraisal and will post it as an addendum to the project website at: www.greensboro-nc.gov/HNDRFPs

Interested developers are encouraged to become familiar with the supporting materials referenced herein to successfully respond to this request. Developers are also encouraged to inspect the property before submitting a response.

Selection of a recommended development team will occur in two phases. In this first phase, the Request for Qualifications (RFQ), interested parties are required to present information on their qualifications, past project experience, and capacity for securing financing to support this development. Written statements of qualifications are intended to demonstrate to the City the respondent’s current capabilities, as well as past successes in delivering similar projects.

In the second phase, Request for Proposals (RFP), the City intends to invite selected respondents from the RFQ phase to respond to an RFP, which will ask for an overview of the development team structure, including clear identification of the lead developer, a proposed site program, more detailed documentation of the development team’s financial position, and a financial offer to the City for acquisition of the site. The City will evaluate all complete responses to the RFP and intends to select a recommended development team to enter into negotiations with the City to reach a development agreement.

Contacts for Information and Site Access

For more information, contact Grant Duffield at (336) 373-2530 or Grant.Duffield@greensboro-nc.gov . For property access, contact Guy Land at (336) 373-2144 or Guy.Land@greensboro-nc.gov .

Para hacer negocios con la ciudad de Greensboro, existen disponibles servicios gratuitos de idiomas e interpretacion.

Property Information



Photo Credit: Guilford County

Built circa 1959, 1004 John Dimrey Drive apartments served as a multifamily income-producing property. The property consists of four buildings with 24 garden-style apartments with two-bedrooms and one bath. The property also includes paved parking surfaces. The property is currently boarded and vacant.

Location: 1004-1028 John Dimrey Drive, Parcel #0005060

Owner: City of Greensboro

Deed: Deed Book 007912, Deed Page 00001

Size: 2.39 acres (Sources: Guilford County Tax Records and Appraisal)

Zoning: RM-18 (Residential).

Opportunity Zone: Property is located in Census Tract 0112.00, within an Opportunity Zone.

Available Utilities: Electricity, Telephone, Public Water and Sewer, Natural Gas

Access: The site has existing curb cuts along John Dimrey Drive.

Assessed Value: According to the Guilford County Tax Department, the current total assessed tax value of the property is \$1,108,600 (comprised of building value, \$692,200, and land value, \$416,400).

Taxes: The property is currently tax exempt. Outstanding tax liens remain on the property. Balance owed on the liens shall be paid at or prior to closing.

Preferred Development Characteristics

The City seeks a developer to purchase and improve the property as a transformative and catalytic project for the site and neighborhood to include affordable homes for low income homeownership. Although rehabilitation of the property is preferred, the City will consider other affordable housing development options, if feasible for the site and neighborhood. All development must comply with the state building code and the City of Greensboro Land Development Ordinances.

Preferred development characteristics include:

1. Transformative design which creates a quality sense of place and fits the neighborhood context
2. Development of a Home Owners Association for common area management and upkeep
3. Units affordable to low income households (below 60% of AMI) inclusive of HOA fees
4. Supportive services development partners appropriate to the targeted population
5. Homeownership support services to include homebuyer education, counseling and down payment assistance
6. Rehabilitation of units to include energy efficiency measures meeting the Advanced Energy System Vision program standards
7. New construction of additional allowable homeownership units on vacant land to include efficiency measures meeting the Advanced Energy System Vision program standards
8. All systems, fixtures and finishes improved to new or like-new standards. Low maintenance interior and exterior finishes.
9. Maximization of accessibility and accessible units (dependent on terrain conditions)
10. Outdoor landing and/or patio space for each homeowner unit

Development team capacity should include:

The development team should be able to demonstrate the capacity to handle a broad scope of development activities. Responsibilities will include, but are not limited to:

- Market analysis to support the proposed development
- Site plans and building plans
- Preparation of development and operating pro-formas and financing plans
- Securing financial commitments for all necessary construction and permanent financing
- Coordination of construction activities
- Negotiation of sales/development agreements
- Completion of working drawings and building permit approvals
- Development of an HOA and transference of management responsibilities
- Provide opportunities to build capacity of local sub-developers, contractors and vendors
- Community engagement
- Supportive services for homebuyers

Timeline and Schedule of Events

The following are key dates for this Request for Qualifications (RFQ). The City is committed to adhering to this schedule, but reserves the right to make modifications as it deems necessary. The City also reserves the right to discontinue the solicitation process. Please note that the City Council reserves the right to reject any and all proposals and to make minor modifications. The City reserves the right to clarify requests for information contained herein or accept any minor irregularities or informalities in determining whether a proposal is responsive.

Event	Date
Release and Advertise RFQ	March 22, 2024
Zoom meeting and Open House to View Units	April 9, 2024
Receive Digital Responses to RFQ	April 19, 2024 at 4:00 PM
Invite Selected Respondents to Phase 2 RFP Process	May 3, 2024

City Funding Requirements

Full purchase price offers will be developed in full conformance with all applicable City regulations and restrictions. Federal requirements will not be applied. Below are some key requirements to consider during project planning and implementation.

City Audit Requirements: After funding, the City will require annual audited financials and the Developer will be subject to the City Audit Policy, which includes periodic physical, financial, and programmatic review for the length of any City development agreement.

City Insurance Requirements: Borrower shall, at its or its General Contractor's expense, maintain in force and effect on the Project at all times the following insurance:

A. During any period of construction, Borrower or its General Contractor shall maintain insurance policies at all times with minimum limits as follows:

- | | |
|---|--|
| i. "Builder's All-Risk Completed Value" | In an amount not less than 100% of the full replacement cost of the Improvements |
| ii. Workers Compensation | Statutory Limits |
| iii. Employers' Liability | \$500,000 per occurrence |
| iv. Commercial General Liability | \$1,000,000 per occurrence/\$2,000,000 aggregate |
| v. Professional Liability (if applicable) | \$1,000,000 per occurrence/\$2,000,000 aggregate |
| vi. Automobile Liability | \$1,000,000 |
| vii. Property Damage | \$1,000,000 per occurrence/\$2,000,000 aggregate |

B. After completion of the construction, "all-risk" coverage insurance against loss or damage to the Project from fire, windstorm, tornado, and hail and damage by such other further and additional risks as may now or hereafter be embraced by the standard "all-risk" form of insurance policy.

C. All such insurance shall be from an "A" rated insurance company acceptable to the City of Greensboro and the City of Greensboro shall be named as an additional insured on the Contractor's

general liability insurance policy, which shall be primary and not contributory to any other insurance that may be available to the City of Greensboro.

D. Borrower or its General Contractor shall provide the City of Greensboro with a Certificate of Liability Insurance and an Additional Insured Endorsement naming the City of Greensboro as an additional insured on its General Liability Policy for review prior to the issuance of any Contract or Purchase Order. (This should be an ACORD form 25 (2010/05) or similar).

Borrower or its General Contractor or its agent shall provide the City of Greensboro with thirty (30) days written notice of cancellation, reduction, or other modification of coverage of insurance, and in the event the insured fails to maintain and keep in force for the duration of this Contract the insurance required herein, the City of Greensboro may cancel and terminate this contract without notice, and the Borrower will be responsible for all losses incurred by the City of Greensboro for which insurance would have provided coverage.

Original insurance policies may be required by the City of Greensboro at any time. Current, valid insurance policies meeting the above requirements shall be maintained for the duration of the project. Renewed policies shall be sent thirty (30) days prior to any expiration date.

All insurance documentation required under this contract shall be forwarded to:

City of Greensboro
c/o Housing and Neighborhood Development Dept.
Attn: Grant Duffield
P.O. Box 3136
Greensboro, NC 27402-3136

Borrower or its General Contractor shall not assign any part of this contract to other contractors or subcontractors without written pre-approval of the City of Greensboro; in which case it shall be the responsibility of Borrower or its General Contractor to insure that all subcontractors comply with the same insurance requirements that Borrower or its contractor is required to meet.

E. Coverage at closing must be written showing the names of the insured to be Borrower with the mortgagee clause in favor of City of Greensboro.

F. Borrower will provide the City of Greensboro with a copy of all policy renewals for the term of this loan.

Federal Funding Requirements

Due to the previous use of Community Development Block Grant funding at this site, all projects receiving a write down of property value must be carried out in full conformance with all applicable City and Federal regulations. For further information on the Federal CDBG Program regulations and eligibility requirements, consult the U.S. Department of Housing and Urban Development's CDBG Program for Entitlements website at https://www.hud.gov/program_offices/comm_planning/cdbg/entitlement-program. Project developers should familiarize themselves with the CDBG Program requirements prior to proposal submission. Projects receiving no federal funding must be carried out in full conformance with all applicable City regulations and restrictions referenced in the prior section.

Homeownership Affordability: Income levels and purchase prices are key to determining affordability. To receive a write down on the cost of acquisition, the project must provide at least 51% of the units for households at or below 80% of the area median income. See <https://www.huduser.gov/portal/datasets/il.html> for income limits. Note that this is a minimum requirement under CDBG. Note the preference under City requirements for additional affordability.

Environmental Review: The City will conduct an environmental review. The project must receive environmental clearance from the U. S. Department of Housing and Urban Development prior to issuing a development agreement.

City Minority and Women’s Business Enterprise (M/WBE) Policy: Projects must meet the City’s Minority and Women Business Enterprise (M/WBE) requirements for procurement and contracting and will be subject to the M/WBE guidelines. Per the guidelines, the developer must:

- (1) Apply M/WBE subcontract participation goals to the construction portion of the project prior to the start of construction,
- (2) Use the same policies and procedures as City-funded construction projects,
- (3) Apply liquidated damages to be paid by the developer in the amount equal to the monetary value of M/WBE subcontracting goals established by the City in the event of noncompliance with the requirements.

Developers and contractors should take pro-active steps to solicit M/WBE participation and documenting good faith efforts in compliance with the policy. Applicants who have questions regarding the M/WBE Program are encouraged to contact the M/WBE Office at mwbe@greensboro-nc.gov.

Equal Opportunity and Fair Housing: Borrower shall insure that no person shall be excluded from participation in, be denied benefits of or be subject to discrimination under City, State or Federal requirements for services, employment or fair housing, as may be required. Borrower shall not discriminate against any worker, employee or applicant for employment or any other member of the public on the basis of sex, race, gender, color ethnicity, national origin, age, familial status, marital status, military status, political affiliation, religion, physical or mental disability, genetic information, sexual orientation, gender expression, or gender identity nor otherwise commit any other unfair employment practice. Borrower shall not discriminate in housing or real estate financial practices on the basis of race, color, religion, sex, handicap, familial status, or national origin.

Section 504 and Accessibility Improvements: Section 504 of the Rehabilitation Act of 1973 is a federal law, codified at 29 U.S.C. § 794, that prohibits discrimination based on disability in federally assisted programs or activities. For more information, see, https://www.hud.gov/program_offices/fair_housing_equal_opp/disabilities/sect504faq.

The City of Greensboro is requiring that at least 10% of the units in the development be accessible to and usable by individuals with mobility disabilities. Additionally, necessary site alternations are required in common areas including ensuring accessible rental offices, providing accessible postal boxes, adding handicapped parking areas, and installing sidewalks along accessible routes.

Davis Bacon and Related Acts: The Davis-Bacon Act provides that construction project contracts using CDBG funds in excess of \$2,000 for the construction or rehabilitation of properties with eight (8) or more total residential units (construction includes but is not limited to rehabilitation, alteration and/or repair, painting and decorating), which involve the employment of laborers and/or mechanics shall contain provisions with respect to minimum wages, fringe benefits, payments without deductions or rebates, withholding funds from contractors to ensure compliance with the wage provisions, and termination of the contract or debarment for

failure to adhere to the required provisions. See <https://www.dol.gov/whd/govcontracts/dbra.htm> for more information.

The Fair Labor Standards Act: The Fair Labor Standards Act (FLSA) (29 U.S.C. 201-219) is applicable to HUD-assisted construction and implements minimum wages for construction workers, overtime pay (forty-hour work week), record keeping, and child labor standards.

Section 3: Section 3 of the Housing and Urban Development Act of 1968, as amended (12 U.S.C. 1701u) provides that, to the greatest extent feasible, opportunities for training, new employment, and contracting opportunities shall be given to qualified Residents or Business Concerns. For more information, see https://www.hud.gov/program_offices/fair_housing_equal_opp/section3/section3.

Build America, Buy America [BABA]: BABA requires any “infrastructure project” funded by any “Federal Financial Assistance” (FFA) apply a domestic content procurement preference, meaning that all iron, steel, manufactured products, and construction materials used in the infrastructure project have been produced in the United States, unless the awarding agency has issued a waiver of this requirement.

Process

The City invites developers with a proven track record of delivering transformative homeownership developments that include an affordable component, to submit statements of qualifications in response to this RFQ. Respondents must submit an electronic copy of their response in PDF format, no later than **4 p.m. EST, Friday, April 19, 2024** to **Grant Duffield** at Grant.Duffield@greensboro-nc.gov

Complete RFQ responses will be evaluated according to the objective criteria described below. Qualified respondents will then be invited to submit a more detailed proposal, including a financial offer for purchase of the site, in the second phase of the disposition process.

Evaluation Criteria

To be considered for participation in Phase II – Request for Proposals, respondents must clearly, completely, and concisely address each of the following areas in their responses to this RFQ:

1. **Cover Letter:** Respondents should prepare a letter, no more than 2 pages in length, summarizing their response to the RFQ and their interest in the development opportunity, **including a clear indication that they are submitting qualifications as a lead for the residential development.** The cover letter should provide an overview of the development team and include an e-mail address, mailing address, and phone number for the Respondent’s designated point of contact.
2. **Development firm qualifications:** Respondents should include the resumes of key principals and describe their intended role on the project team.
3. **Relevant project experience:** Respondents should demonstrate their ability to design, construct, operate and manage projects of comparable size, land-use mix, and complexity by sharing information on previous projects completed that illustrate the team’s ability to fulfill the preferred development characteristics. Please submit no more than six (6) projects total. Individual project descriptions should be a maximum of two to three paragraphs each, and highlight the respondent’s most relevant previous experience in delivering projects with the following characteristics:

- Residential developments that include an affordable housing component similar in scope to the preferred development characteristics
- Experience acting as a master developer and coordinating successful delivery of complex development projects
- Examples of successful public-private partnerships

For all projects submitted as examples of relevant previous experience, Respondents should provide: project location; project size and program description, including phasing; completion date or expected completion date; public sector involvement, if any; total project costs and financing structure; and a representative image (or images) of the project.

4. **Financial Capability:** Respondents should provide detailed information, in the form of a narrative description, about their ability to financially fulfill the obligations of the development project. Respondents should provide the following information:

- Information about the Respondent’s history of raising capital, and resources available to complete this project.
- Description of the sources of equity and/or debt Respondent believes will be attracted to investing in this project.
- A statement indicating that the Respondent does not currently and has not had any loans in default within the past 10 years, and has not filed for bankruptcy, had a project foreclosed on, or faced government fines. Alternatively, if any of these have occurred, include a description of the actions and the project-related circumstances in which the actions took place.
- Description of any litigation that has been filed against the development team or its members related to real estate projects during the past 10 years, as well as the outcome of that litigation. If no litigation has been filed, please include a statement to this effect.

5. **Development Approach:** Respondents should provide a narrative statement describing a high-level vision for the site, including initial conceptions of a potential development program for the site. The content of this statement will not be used during the evaluation process to qualify respondents, rather these statements will provide the City with a sense of the respondent’s perceptions about the site’s optimal use. The narrative statement should address the following topics:

- Approach to delivering affordable housing and/or mixed-income housing on site
- Approach to community engagement in undertaking the development (e.g. ways to keep the public involved in the project timeline, how the public will be kept informed).
- Describe your local and M/WBE outreach, participation, and capacity-building strategy. Explain how this development will maximize local, diverse participation in all aspects of the project.

Evaluation Scoring

The City will review all RFQ submissions for completeness and compliance with the submission requirements delineated above. Only complete submissions will be evaluated, and the City retains the right to disqualify any Respondent that does not submit all the required components. All Respondents with complete proposals will be evaluated based on the criteria and scoring described below.

Respondents with qualifications, relevant project experience, and financial capability that match the minimums outlined in the “Highly advantageous” category will receive a higher score than those that meet the “Advantageous” and “Not advantageous” categories.

Category	Qualifications	Relevant Project Experience	Financial Capability
Highly Advantageous	At least one employee in a leadership position with a minimum of 10 years’ experience in affordable housing and/or mixed-income residential development, who will be substantially engaged in delivery of this project	<ul style="list-style-type: none"> • Participated in at least three mixed-income or 100% affordable residential developments in a similar urban context • Participated in at least one public-private partnership • Experience in leading a project involving the rehabilitation of a structure to productive use • Demonstrated a strong commitment to gathering and respecting community input in at least two large, urban redevelopment projects 	<ul style="list-style-type: none"> • Past ability and capacity to secure appropriate project financing for at least three completed large residential projects in an urban setting • No litigation or loan defaults in the past 10 years • At least two letters of interest and/or support from certified lenders and/or equity partners
Advantageous	At least one employee in a leadership position with at least 5 years of experience in affordable housing and/or mixed-income residential development	<ul style="list-style-type: none"> • Participated in at least two mixed-income or 100% affordable residential developments in an urban context • Participated in one public-private partnership 	<ul style="list-style-type: none"> • Past ability and capacity to secure appropriate project financing for at least two completed large residential projects in

		<ul style="list-style-type: none"> • Experience in participating in a project involving the rehabilitation of a structure to productive use • Demonstrated a commitment to gathering and respecting community input in at least one redevelopment project 	<p>an urban setting</p> <ul style="list-style-type: none"> • No litigation or loan defaults in the past five years • At least one letter of interest and/or support from certified lenders and/or equity partners
Not Advantageous	No employees in a leadership position with experience in affordable housing and/or mixed-income residential development	<ul style="list-style-type: none"> • Participated in fewer than two mixed-income or 100% affordable residential developments in an urban context • No experience in public-private partnerships • No experience in rehabilitating structures • No demonstrated commitment to gathering and respecting community input in a redevelopment project 	<ul style="list-style-type: none"> • No evidence of past ability to secure project financing for a completed residential project in an urban setting. • Litigation and/or loan default in the past five years • No letter(s) of interest and/or support from certified lenders and/or equity partners

Submission Requirements

Submittal Instructions: Submit proposals in digital form by 4:00 pm on Friday, April 19, 2024. The City will not consider responses received after this time. Direct responses to Grant.Duffield@greensboro-nc.gov . Hard-copy submittals are discouraged.

Pre-Submittal Conference

The City will host a virtual pre-submittal conference on Tuesday April 9, 2024 open to all potential respondents. The pre-submittal conference will be held from 10:00 am – 11:00 am EST on Zoom. Zoom information to join the pre-submittal conference will be posted to the City’s project website: www.greensboro-nc.gov/HNDRFPs During the session, the City will deliver a presentation describing the development opportunity, and will answer any questions regarding stated priorities, desired qualifications, and the overall disposition process. The session will also provide potential respondents with a forum for asking City staff questions about the process and the content of this RFQ. Attendance at the pre-submittal conference is optional but highly encouraged. Following the pre-submittal conference, the City will open up the site from 12:00 pm – 2:00 pm EST for respondents who would like to tour the site, the existing building, and the surrounding area. The site’s full address is: 1004-1028 John Dimrey Drive, Greensboro, NC 27406. Following the conference, a record of questions asked and answered will also be made available on the project website.

Post-RFQ and RFP Selection Process

Once the RFQ and RFP process is complete and the proposed buyer is determined:

1. Sale of the property to a developer carrying out affordable housing may be a private sale under NCGS § 160D-1316.
2. Present proposal to City Council for approval.
3. Conduct the environmental review, as applicable.
4. If approved, City staff will follow up with a development agreement that outlines the terms and conditions of the sale.
5. Issue development agreement and collect balance of purchase price and hold until deed recorded.
6. Hold settlement and record the deed.