

REQUEST FOR PROPOSALS for Sale and Development of 2701 N. O'Henry Boulevard

Digital proposals are due

Thursday, December 19, 2024 by 4:00 p.m.

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

Request for Proposals for the Sale and Development of Multifamily Housing at 2701 N. O’Henry Boulevard

The Opportunity

The City of Greensboro has long been the region’s largest supporter of affordable housing development, routinely facilitating the creation of hundreds of units of affordable housing each year. In so doing, Greensboro helps create quality homes, quality jobs and tremendous economic opportunity within our community.

The City of Greensboro fully recognizes that affordable housing is central to enhancing the economic vitality of our community and preserving our City’s exceptional quality of life. [Housing GSO](#) serves as the City’s missional Housing roadmap, and this Request for Proposals seeks to solicit project proposals to further the City’s Housing priorities. Housing GSO establishes the key Housing related goals, metrics and strategies by which Greensboro’s endless economic opportunities and exceptional quality of life can be realized by all residents.

The City of Greensboro through the Housing and Neighborhood Development Department requests proposals from real estate developers for the acquisition of property and development of multifamily units located at 2701 N. O’Henry Blvd in Greensboro, North Carolina. The City of Greensboro seeks a developer to purchase and improve the property as a catalytic project for the site and neighborhood to include affordable and, if possible, permanent supportive housing. 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 2024 including a Phase 1 ESA Report which will be made available to interested applicants. The City has also posted a current appraisal to the project website at: www.greensboro-nc.gov/HNDRFPs

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.

Through this RFP process, 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. The respondents to this RFP are also required to present an overview of the development team structure, including clear identification of the lead developer, a proposed site program, 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

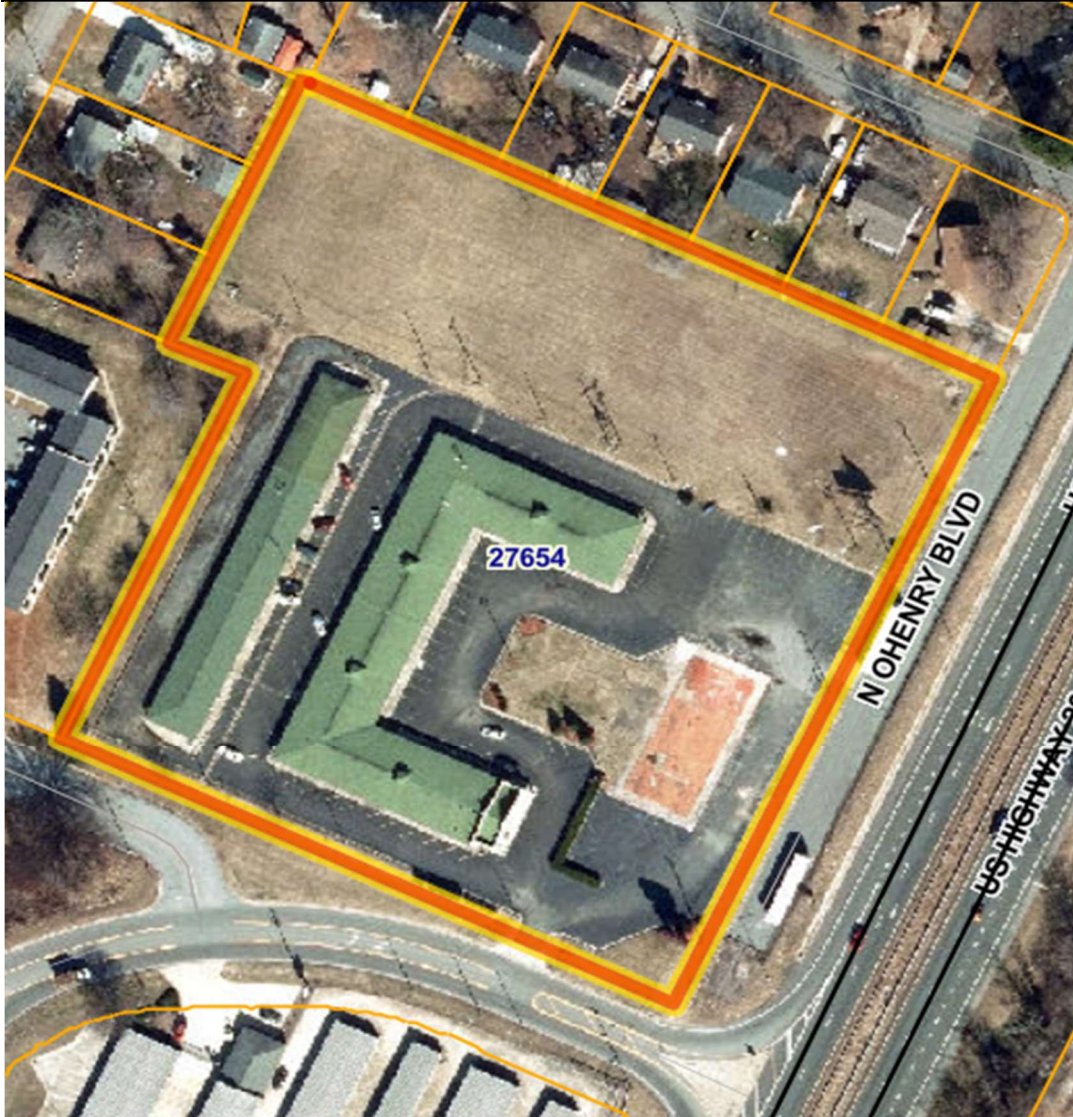


Photo Credit: Guilford County

Built circa 1957, the Regency Inn property served as a 58 unit hotel/motel facility until 2021. More recently, the property was used to provide winter emergency housing for many of Greensboro’s unhoused citizens. The property has undergone a complete vertical structural demolition activity, resulting in all above ground features being removed entirely. Paved surfaces, foundational slabs and sub-grade features (if any) remain. The property will be delivered to the next owner in an “as-is” state.

Location: 2701 N. O’Henry Blvd, Parcel # 7875592330

Owner: City of Greensboro

Deed: Deed Book 8544, Deed Page 351.

Size: 5.46 acres (Sources: Guilford County Tax Records and Appraisal)

Zoning: CM-Commercial Medium District.

Opportunity Zone: Property is located in Census Tract 37081010200, within an Opportunity Zone.

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

Access: Frontage along North O'Henry Blvd., 16th Court and the US-29 off-ramp. Access is provided by one curb cut from North O'Henry Blvd. and one curb cut from the US- 29 off-ramp. The property has good access to/from US 29 southbound, but requires a more circuitous route to access northbound US 29.

Assessed Value: According to the Guilford County Tax Department, the current total assessed tax value of the property is \$2,622,600 (comprised of building value, \$1,055,100 and land value, \$1,434,900, and misc improvements value, 132,600).

Taxes: Property is currently tax exempt. This status is subject to change upon transfer of ownership.

Preferred Development Characteristics

The City seeks a Developer to purchase and improve the property as a catalytic project for the site and neighborhood for affordable/low-income rental housing (serving households at or below 80% of Area Median Income). Proposals that include Permanent Support Housing components may be evaluated more favorably. All development must comply with the state building code and the City of Greensboro Land Development Ordinances.

PREFERRED DEVELOPMENT CHARACTERISTICS.

The following are development characteristics that the City is interested in seeing incorporated into the development project. The City recognizes that elements of these characteristics may be difficult to attain in the context of this project effort. However, to the greatest extent practicable, the following represent components that the City would like to see included project, where possible. Projects that demonstrate adoption of these preferences may be evaluated more favorably. Please note, these represent preferences, not mandates.

1. A design which creates a quality sense of place and fits the neighborhood context. Characteristics that the Developer may wish to consider include a variety of housing types and building heights. A diversity of tenant income levels may be desirable.
2. A limited number of units reserved for individuals/families at or below 30% of Area Median Income. (If serving individuals/families at or below 30% AMI, supportive services partners appropriate to the targeted population should be engaged.)

DEVELOPMENT TEAM

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
- Provide opportunities to build capacity of local sub-developers, contractors and vendors
- Community engagement
- Supportive services for tenants.

Timeline and Schedule of Events

The following are key dates for this Request for Proposals (RFP). 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 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 RFP	November 1, 2024
Written Question and Answer Period Begins	November 1, 2024
Pre-Submittal Conference 1 (virtual)*	November 19, 2024: 2pm – 3pm
Pre-Submittal Conference 2 (on-site)*	November 20, 2024: 2pm – 3pm
Written Question and Answer Period Ends	December 9th, 2024 at 4:00pm
Receive Digital Responses to RFP	December 19th, 2024 at 4:00pm

Answers to written questions will be posted to the RFP site at: www.greensboro-nc.gov/HNDRFPs

* Pre-Submittal Conferences

The City will host a virtual pre-submittal conference on Wednesday, November 19th, 2024 open to all potential respondents to this RFP. The pre-submittal conference will be held from 2:00pm – 3:00pm EST on Zoom. Zoom information to join the pre-submittal conference will be posted to the RFP site at: www.greensboro-nc.gov/HNDRFPs. A second pre-submittal conference will be held on November 20th, 2024 from 2:00pm – 3:00pm EST at 2701 N. O’Henry Boulevard, Greensboro, NC and is open to all potential respondents to this RFP. Attendance at the pre-submittal conferences is optional but highly encouraged. During the pre-submittal conferences, the City will answer any questions regarding stated priorities and the overall disposition process.

Following the pre-submittal conferences, a record of questions asked and answered will also be made available on the project website. Written questions and answers will be posted to the project website during the applicable period.

Additional Considerations

All proposals, inquiries, or correspondence relating to this RFP, and all reports, displays, schedules, attachments, exhibits, and other documentation submitted by any Contractor will become the property of the City upon receipt. All proposals received are subject to North Carolina Public Records laws found in Chapter 132 of the North Carolina General Statutes and the Public Records Confidentiality Clause in this RFP regarding public access to such documents, and any statements or endorsements inconsistent with therewith will be disregarded. All proprietary information disclosed to the City shall be held to Chapter 132 of the North Carolina General Statute and the Public Records Confidentiality Clause.

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. The cost of this reporting will be borne by the Developer.

Affordability: No units developed under this RFP may serve individuals and families earning more than 80% of the Area Median Income (AMI). This affordability ceiling is required to remain in place for a period of not less than 15 years following completion of development of the project (full C.O.).

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 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: Developer 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. Developer 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. Developer 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.

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, multi-family affordable housing developments to submit proposals in response to this RFP. Respondents must submit an electronic copy of their response in PDF format, no later than **4 p.m. EST, Thursday, December 19, 2024** to **Grant Duffield at Grant.Duffield@greensboro-nc.gov**

Complete RFP responses will be evaluated according to the objective criteria described below.

Formatting / Evaluation Criteria

To be favorably considered under this Request for Proposals, respondents must clearly, completely, and concisely address each of the requested submittals in their responses to this RFP. A checklist for required submittals and a transmittal page is attached to this document and must be included in the response package. **Proposals must be organized and presented in the format and structure defined on the submittal checklist.**

The City will review all RFP submissions for completeness and compliance with the submission requirements. 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 in the attached RFP Scoring Sheet. Respondents may wish to utilize this scoring sheet to self-evaluate their proposal prior to submission.

The City retains the right to accept or reject any or all proposals.

Proposal Recommendation / Adoption

Based upon the point score tabulated for each proposal, a staff project recommendation will be made to the Greensboro City Council. At its sole discretion, the Greensboro City Council may elect to adopt the staff project recommendation; or may choose to select another of the proposals submitted; or may choose to reject all proposals. The Greensboro City Council reserves the right to make the final selection decision.

Submission Requirements

Submittal Instructions: Submit proposals in digital form by 4:00 pm EST on Thursday, December 19, 2024 (date/time of submittal verified by City’s server for electronic submissions). The City will not consider responses received after this time. Direct responses to Grant.Duffield@greensboro-nc.gov . Hard-copy submittals are discouraged.

Post-RFP Selection Process

Once the RFP process is complete and the proposed Developer/Buyer is determined, the sale process will be determined by the for-profit or non-profit status of the respondent in accordance with state law.

1. Present proposal to City Council for approval.
2. Conduct the environmental review, as applicable.
3. If approved, City staff will follow up with a development agreement that outlines the terms and conditions of the sale.
4. Issue development agreement and collect balance of purchase price and hold until deed recorded.
5. Hold settlement and record the deed.

2701 N. O’HENRY BLVD REQUEST FOR PROPOSALS SUBMITTAL CHECKLIST

Check all items contained in the submittal package and submit this checklist with the package. Please refer to “Proposal Format Instructions” for exhibit organization and presentation of proposal. Please clearly indicate your exhibits in your submittal package with separation of exhibits.

Exhibit 1:

- 2701 N. O’Henry Blvd RFP Transmittal Form filled out and signed
- Submittal Checklist

Exhibit 2:

- Project Abstract (2 pages – max)

Exhibit 3:

- Project Development Plan and Timeline (5 pages – max)

Exhibit 4:

- Supportive Services Plan for PSH Units (if any) (5 pages – max)

Exhibit 5:

- Market Analysis & Affordability Thresholds (2 pages – max)

Exhibit 6:

- Project Team (10 pages – max) – Clear description of roles, relevant experience, and key staff resumes

Exhibit 7 :

- Project Budget, Proforma & Financing (5 pages – max)

Exhibit 8:

- Property Management Plan, to include the tenant selection plan (5 pages – max)

Exhibit 9:

- M/WBE and Section 3 Plan and Reporting (3 pages – max)

Exhibit 10:

- Public, Community & Neighborhood Engagement Plan (3 pages – max)

Exhibit 11:

- Purchase of Property Proffer (1 page – max)

Appendix 1: *This is required information. Proposals submitted without this information will be deemed non-responsive and will be dis-qualified from consideration.*

- Site Plans; Elevations; Floorplans (10 pages – max). Include number of accessible units.

Appendix 2: *This is required information. . Proposals submitted without this information will be deemed non-responsive and will be dis-qualified from consideration.*

- Project Proforma (10 pages – max). Project proforma must clearly state all project financing assumptions and conditions including financing sources and terms, revenue sources,

expenditures, vacancy rates, cash-flow analysis, debt service considerations, etc. Any non-City financing sources must include at least a letter of interest.

Appendix 3:

- Market Study/Analysis. (5 pages – max). Respondents may include information within this appendix to support their presentation under Exhibit 5 of this proposal.

Appendix 4:

- Supplemental Information (10 pages – max). This appendix is provided for the Respondent to submit any additional information in support of this proposal. Letters of commitment, support and/or recommendation from project partners or community organizations can be included here.

Appendix 5: *This is threshold information that must be included. Proposals submitted without this information will be deemed non-responsive and will be dis-qualified from consideration.*

- Articles of Incorporation
- Bylaws
- IRS 501(c)(3) determination letter (Non-profits Only)
- IRS Form 990 (Non-profits Only)
- Current listing of all members of Board of Directors, including name, address, and beginning and ending dates of term
- Corporate Resolution Authorizing Purchase, if applicable
- Draft Purchase Contract with federal URA guideform notice (available on City website)

Appendix 6: *This is threshold information that must be included. Proposals submitted without this information will be deemed non-responsive and will be dis-qualified from consideration.*

- Copy of organization’s two most recent years of **audited financial statements** with management letters. These are public record.
- CPA Statement. In lieu of submission of audited financial statements, Respondents may submit a letter from a Certified Public Accountant stating that the Respondent’s audited financial statements are available for inspection prior to execution of a property sale and development agreement. City’s review and satisfactory approval of audited financial statements and the findings/statements therein will be a condition precedent to City’s execution of a property sale and development agreement.

Proposal Format Instructions and Scoring Criteria

PROPOSALS MUST BE DRAFTED AND PRESENTED IN THE FOLLOWING FORMAT. Proposals that do not adhere to the following structure will not be considered. Proposals are to be drafted using Times New Roman 12 point font. All pages included in Exhibits 2 through 11 are to be consecutively numbered. Page numbering should be placed in the lower right-hand corner of each page. Exhibit numbers for exhibits 2 through 11 should be placed in the upper right hand corner of each page. Page breaks should be used when transitioning from one exhibit to the next.

Exhibit 1: Respondent Information – Required Threshold

Complete the Submittal Checklist (above) and Transmittal Sheet (below) and include both within Exhibit 1 of the Proposal. Proposals that do not include a completed Checklist and Transmittal Sheet will be deemed incomplete and will not receive scoring consideration.

Exhibit 2: Project Abstract (up to 2pgs) - Required Threshold

The Project Abstract serves as the introduction to the proposed project and provides an “at-a-glance” summary of the development proposal. Proposals that do not include a Project Abstract will be deemed incomplete and will not receive scoring consideration.

The Project Abstract must include an affirmation by the Respondent/Proposer that, if selected, they will conduct the project in conformance with all Federal, State, and local statutes, ordinances and regulatory requirements.

The Project Abstract must include an explicit representation of all funding sources and amounts anticipated to support the project. All key assumptions concerning the funding sources must be identified.

The following table must be included in the Project Abstract.

Number of Units	Multi / Single Fam	Bed/Bath	For Sale / Rent?	Avg Price/ Rent	AMI Served	New Const or Rehab?	Total Project Cost	Afford Period

Exhibit 3: Project Development Plan (up to 5pgs) (65 points maximum)

The Project Development Plan narrative describes the process of development and final product for the proposed project. This section should include a discussion of construction assumptions/characteristics; project timeline; identification and role of project manager. The population to be served through the project as well as the types and manner of supportive services rendered should be referenced here (a full discussion of the plan for services should follow under Exhibit 4). Key features to be included in the project may be highlighted here. This section should speak to the number of units to be developed, common area features, parking considerations, utilities and internet access, accessible units, and any additional amenities to be provided. This section should also include a commitment to incorporate at least 2 of the following water conservation measures: dual flush toilets; low-flow showerheads and faucets; no irrigation system for

landscaping; water-wise plantings. This section should identify the project owner during the property acquisition phase, the project construction phase, and the post construction ongoing operational phase. (A site plan, building elevations, and unit floorplans are to be included in Appendix 1 to the proposal. The site plan must illustrate parking/driveways, utility locations, solid waste facilities, recreational amenities and landscaping. The provided plans and illustrations should be sufficient to support the scoring criteria listed below. Proposals that do not include a site plan, building elevations, and unit floorplans [as described above] will not receive points under the Development Plan criteria).

Scoring Criteria:

- a. Appendix 1 includes Site Plan; Elevations; Floorplans (as described above). (10pts)
- b. Project ownership structure defined. (5pts)
- c. Design of overall project and site plan which creates a quality sense of place and fits the neighborhood context. (5pts)
- d. All units to include energy efficiency measures meeting E-Star program standards. (5pts)
- e. All systems, fixtures and finishes constructed to as-new standards. Low maintenance interior and exterior finishes. (5pts)
- f. Maximization of accessibility and accessible units (dependent on terrain conditions) (5pts)
- g. Outdoor landing, and/or patio space for each unit. (5pts).
- h. The building design is compatible with the surrounding environment and existing neighborhood, including attractive entryways, connected streets, consistent building setbacks, sidewalks and accessible open space. (5 pts)
- i. The overall building design is attractive and includes features to add architectural appeal, including use of porches, railings, and other exterior features. (5 pts)
- j. Interior considerations include effective use of living spaces with adequate bathroom, living room, and kitchen space. In unit appliances to include refrigerator/freezer, dishwasher, microwave oven, stove/oven unit, washer and dryer, etc. In-unit central air conditioning and heating systems and/or mini-split units. (10 pts)
- k. Material selections are of good quality and designed for normal maintenances. (5 pts)

Exhibit 4: Supportive Services Plan (5pgs) (10 pts)

Services plan for targeted populations, **if applicable**, and letters of intent from service provider(s). The Supportive Services Plan should identify the key challenges faced by and needs of the targeted populations, and illustrate how the services provided will help to address these challenges and needs. The Supportive Services Plan should include reasonable success metrics and desired outcomes, and should identify the resources and partnerships to be engaged in the execution of the plan.

Exhibit 5: Market Analysis & Affordability Thresholds. (2pgs) (30pts)

This section includes a discussion of the feasibility of the project to meet the housing needs of the target market. Respondents should present data that clearly states and supports the market need for the housing to be provided and identify the key assumptions used to support these findings. (a brief market study of up to 5 pages may be included as Appendix 3).

Within this section Respondents must include a statement affirming that all units will be affordable to and occupied by households with incomes at or below eighty percent (80%) of area median income.

Exhibit 6: Project Team (up to 10pgs) (20pts)

This section provides a general overview of the project team and reporting relationships. Please provide a one-half page professional summary for each principal team member (limit of 6 total). Professional summary should identify the team member by name and organizational affiliation, primary office location, denote years of experience in the field, educational background, relevant licenses and certifications, list projects similar to the one described in the RFP, and include a stated commitment that, if selected, the team member commits to investing the time needed to support the project. With the remaining 7 pages, please provide information concerning the experience of the development team members involving projects similar in nature to the one described in the RFP. When describing each project, please indicate if the team members presented herein worked together on any of the previous projects. If so, please identify each team member's role in the previous project. Please note: A "Local Preference" of up to 5 points may be awarded if the members of the Project Team are based in Greensboro. Please clearly indicate the headquarters of each Project Team member.

Scoring Criteria:

Developer: The proposal must document developer's experience with housing projects similar to the proposed project in Greensboro or in North Carolina completed within the last 6 years. An applicant with less experience may link with partners with more substantial experience with adequate documentation describing the roles, responsibilities and contractual agreements between the partners. (2 points per project, up to 10 points)

General Contractor: The proposal must identify the general contractor and submit documentation to show experience with projects similar in size, scale, type, and complexity that were delivered on time and on budget within the last 6 years. (1 point per project, up to 5 points).

Architect and/or Construction Manager: Selected team member must demonstrate a successful track record with design of completed projects of similar size, scale, type, and complexity within the last 6 years. (1 point per project, up to 5 points)

Exhibit 7: Project Budget, Proforma and Financing (up to 5pgs) (20 pts)

This section speaks to the fiscal elements of the proposed project and discusses the project financing including confirmed funding sources, financing structure and terms, and project projections and key assumptions. A project budget and project proforma must be included. Financing letters of commitment for all identified sources must be provided within Appendix 1 to this proposal.

Please note: the City has very limited resources with which to assist in the development of this project. Respondents are strongly encouraged to present proposals that include no or minimal City funding support. Proposals that seek no City funding support may receive more favorable evaluation. Any financial support requested of the City will only be considered in support of units serving households at or below 60% AMI, with greatest funding preference given to the development of units serving households at or below 30% AMI.

Exhibit 8: Property Management and Tenant Selection Plan (up to 5pgs) (10pts)

Respondents must include a Property Management Plan that outlines the property management strategy for the site during and after construction. The plan should illustrate site security, property upkeep and steps to be taken to address the needs of the residents and surrounding community. The Tenant Selection

components of the plan should describe the process by which prospective tenants are identified, vetted and supportively transitioned in the project housing.

Exhibit 9: MWBE and Section 3 Plan and Reporting (up to 3pgs) (10 pts)

Proposals must include a discussion of Respondents goals and intent to employ and engage MWBE and Section 3 businesses and workers in the development and the ongoing operation of the property. This section should demonstrate Respondents understanding of the City’s MWBE requirements and Section 3 goals. Respondent must discuss efforts to be undertaken to achieve these metrics within the project.

Exhibit 10: Public Outreach and Engagement (up to 3 pages) (10 pts)

Respondents must include their plan for developing and operating the proposed project in a manner that keeps the surrounding neighborhood engaged and informed while also insuring the privacy of those served by the project. The P.O.E. plan should discuss communication strategies and set forth routine meeting opportunities with neighborhood stakeholders, as appropriate.

Exhibit 11: Payment for Property (1 page) (20pts)

Respondents are to present their proposal for payment to the city for the subject property. Given the City’s carrying cost to date, the City will not accept payment of less than \$300,000. Proposals which include payment for property in excess of \$300,000 may receive more favorable evaluation. Payment amount and strategy must be identified within the project budget and proforma.

2701 N. O’HENRY BLVD REQUEST FOR PROPOSALS TRANSMITTAL SHEET

APPLICANT/OWNER INFORMATION

A. Project Name and Address Project Name _____
Address _____
City _____ Zip Code _____

B. Owner/Applicant Information Organization Name _____
Mail Address _____
City _____ State _____ Zip Code _____
Federal Taxpayer ID Number _____
Contact Person _____
Title _____
Telephone _____ FAX _____
E-mail _____

What entity will own project? _____
(Note: Applicant must be the Owner of the development or Owner’s representative)

Person authorized to negotiate and sign legal contracts for the organization
Name _____
Title _____
Address _____
Telephone _____ FAX _____
E-mail _____

C. Type of Organization
 For Profit organization
 Nonprofit organization

D. Administrative Restrictions Yes No Has the Applicant organization or partner/member received an unsatisfactory rating on a publicly funded project or been debarred for any period of time?
 Yes No Has the Applicant organization or partner/member been involved in any lawsuits?

Yes No Are there any outstanding judgments against the Applicant organization or partner/member?

Yes No Has the Applicant organization or partner/member been involved in mortgage default within the last 5 years on any federally or state funded project?

Yes No Has or is the Applicant organization or partner/member been involved in mortgage default within the last 5 years on a City of Greensboro funded project?

If any of the above responses was "Yes," provide a short explanation (attach additional sheets if necessary): _____

PROJECT BASED VOUCHERS FOR PSH

If available, will you consider utilizing Project Based Vouchers to support Permanent Supportive Housing units within the project? YES / NO

PROPOSED PURCHASE PRICE

What is the proposed purchase price for the site? (minimum acceptable offer: \$300,000)

INCOME TARGETS AND AFFORDABILITY

What is the proposed affordability period?

How many units will be available for persons at:

___ 30% or below area median income

___ 31-60% area median income

___ 61-80% area median income

CERTIFICATION AND SIGNATURE OF AUTHORIZED OFFICIAL

By signing below, the Applicant certifies that the information provided in this application is true and complete.

By: _____

Signature of Authorized Official

Typed or Printed Name: _____

Title: _____

Date: _____