

REQUEST FOR PROPOSALS
For
DEVELOPMENT CONSULTING SERVICES
ADDENDUM #1

EMAILED QUESTIONS

There were four (4) questions emailed by the 9:00 a.m., September 20, 2019 deadline stated in item **3. Site Visit** of the above-referenced Request for Proposals (RFP). The questions were as follows:

1. Where it states collaborate with architects, planners, engineers, marketing or environmental services: are we to provide those services on our team or be prepared to work with those service providers who may be contracting with the LHA or any potential LHA developer partners?

Response: Successful respondents to this RFP will ***not*** be expected to provide architectural, planning, engineering, marketing, or environmental services as a part of their team. Instead, successful respondents should be prepared to work with those service providers that are contracting with the LHA or its developer partners.

2. For the HOPE VI Close Out is that a continuation of the HOPE VI with an unfinished phase or the HOPE VI Grant Close Out?

Response: It is the HOPE VI Grant Close Out.

3. Are the HOPE VI funds all obligated or expended?

Response: All funds associated with the HOPE VI grant has been obligated and expended?

4. Is the Development Consultant also expected to have a Development Partner/Co-developer role? Below is some language I extracted from the RFQ.

The development consultant's role, page 4.

"The selected firm will be an integral partner with the LHA in the effort to develop mixed-income community"

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"The Respondent should indicate its approach to the division of work and responsibility between it and the LHA, as well as, its requirements with regards to advance funding and similar issues. The LHA is interested in a financial structure that allows it to participate in a stream of income from the development including: a portion of the full developer fee, property management fee, any incentive

management fee, and deferred developer fee. The respondent must provide a demonstration of the respondent's financial stability and ability to provide adequate assurance for completion of the development."

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"the selected Development Consultant may have additional responsibilities under a Master Development Agreement related to..."

Response: No, the successful respondents will not be expected to have a Development Partner/Co-developer role. Information referenced above was inadvertently left within the RFP.