REDEVELOPMENT OF VACANT LAND

Request for Qualifications
For Real Estate Developers

Event Number: RFQL-2023-0076

5.5.2023
TABLE OF CONTENTS

I. Solicitation Overview
   1.1 About Atlanta Housing (AH) .......................... 6
   1.2 Need for Affordable Housing ........................... 8
   1.3 Purpose of the Solicitation ............................. 9
   1.4 RFQL Schedule ...................................... 10
   1.5 Contact Information .................................. 11
   1.6 Roles and Responsibilities ............................ 12
   1.7 Atlanta Housing History ............................... 14
   1.8 Why Atlanta Housing? ................................ 16
   1.9 Why Atlanta? ......................................... 18

II. The Sites
   2.1 Hollywood Courts .................................... 22
      2.1.1 About Hollywood Courts ......................... 22
      2.1.2 Hollywood Courts Market Overview .............. 24
   2.2 Quarry Park (Johnson Road) ......................... 26
      2.2.1 About Quarry Park ................................ 26
      2.2.2 Quarry Park Market Overview ................. 28
   2.3 North Avenue ....................................... 30
      2.3.1 About North Avenue .............................. 30
      2.3.2 North Avenue Market Overview .............. 32
   2.4 Palmer .............................................. 34
      2.4.1 About Palmer ..................................... 34
      2.4.2 Palmer Market Overview ....................... 36

III. RFQL Submission Instructions
   3.1 Submission Format .................................... 44
   3.2 Section 1: Cover Letter & Contact Information ....... 45
   3.3 Section 2: Developer Qualification & Experience ....... 45
   3.4 Section 3: Financial & Legal .......................... 46
   3.5 Section 4: Respondent Information .................... 47
   3.6 Section 5: M/WBE Inclusion Goals ................... 47
   3.7 Section 6: Mandatory Submittals ..................... 48
      3.7.1 Principal Personnel Disclosure Statement of Certification 48
      3.7.2 Disclosure Statement ........................... 49
      3.7.3 Certification Regarding Debarment .............. 49
      3.7.4 Compliance With E-Verify ...................... 49
      3.7.5 Clean Hands Policy ............................ 49

IV. RFQL Evaluation & Award
   4.1 Proposal Evaluation Process .......................... 53
   4.2 Evaluation Factors & Scoring Rubrik .................. 53
      4.2.1 Evaluation Questions/Factors, Development Category I 53
      4.2.2 Evaluation Questions/Factors, Development Category II .... 54
   4.3 Responsibility Determination .......................... 55
   4.4 Second Stage RFP Submissions ....................... 56

Cover Image: Palmer House, 1966

Palmer House was built between 1964 and 1966 as one of the first dedicated apartment buildings for seniors in Atlanta Housing’s inventory. It was designed by Finch, Alexander, Barnes, Rothschild & Paschal (FABRAP), and considered innovative as well as architecturally significant for its time. With 250 one-bedroom units organized in a pinwheel around three halls per floor, it provided both comfortable interior space and smaller common areas to create a feeling of community on each floor.
I. Solicitation Overview
ABOUT AH

Atlanta Housing Authority

Serving over 50,000 residents through its federally assisted housing resources, The Housing Authority of the City of Atlanta, Georgia (“Atlanta Housing” or “AH”) is the largest housing authority in Georgia and one of the nation’s largest. Atlanta Housing is organized under Georgia law to develop, acquire, operate, and lease affordable housing for low-income families. AH’s ability to adapt to change by cultivating strategic partnerships and developing innovative solutions has made AH a national leader in developing affordable housing, mixed-income developments, and community transformation. In recognition of Atlanta Housing’s ranking as a High Performing public housing agency, the US Department of Housing and Urban Development (“HUD”) selected AH to participate in the innovative Multifamily (MTW) Demonstration Program. The MTW Demonstration Program gives AH the flexibility to design and test creative approaches to providing quality, affordable housing, facilitating self-sufficiency, and achieving greater efficiency and effectiveness. AH’s MTW Plans and Reports are available on the AH website at www.atlantahousing.org/reports. Search for “MTW Annual Plans and Reports” to learn more about AH’s guiding principles, strategies, and accomplishments.

AH’s Five Year Strategic Plan, adopted by the AH Board in 2023, envisions a city where all Atlantans have a place they are proud to call home and can thrive, regardless of their income or address. AH’s mission is to open doors to safe, quality affordable homes, build inclusive communities of choice and create opportunities for economic mobility. The leading goal of the Five Year Strategic Plan is to create or preserve 10,000 affordable housing units from 2023–2027, with much of the new housing production on AH-owned vacant land. Please refer to https://www.atlantahousing.org/click-here-to-view-the-strategic-plan-fiscal-year-2023-2027/ for more information.

Some of Atlanta Housing’s strategic goals and agency mission are to expand its vision to look beyond site-based development to incorporate place-based community development strategies that will yield neighborhood transformation, create healthy and thriving neighborhoods and advance community-based education, health, and economic opportunities. AH also seeks to provide opportunities for our residents to live in locations where great schools and affordable housing are not mutually exclusive.

Over the past two decades, AH and its private sector partners have successfully created healthy and sustainable mixed-use, mixed-income communities with an economic impact on the City of Atlanta of more than $2 billion, allowing formerly neglected areas of Atlanta to grow and prosper. With over twenty-five years of experience and a track record of partnering with the private sector, AH has proven to be a leader in using the public-private partnership model to successfully develop and operate real estate with an affordable housing component. With the goal of providing quality affordable housing seamlessly in healthy mixed-income communities, AH works with its private sector partners and leverages all of its assets – land, MTW flexibility, expertise, access to funds, partnerships, and goodwill – to create amenity-rich, quality housing opportunities for low-income families.
Atlanta’s Affordable Housing Crisis

Notwithstanding the foregoing, the City of Atlanta is in the midst of an affordable housing crisis. As market-rate developments continue to dominate the real estate market, the need for new, quality, affordable units with market rate amenities has been hampered by the limited availability of land and public resources such as Low Income Housing Tax Credits (“LIHTC”).

Atlanta is one of the areas of the state significantly impacted by the COVID-19 pandemic. Along with the greater public health and economic impacts of the virus, COVID-19 has exacerbated underlying inequities that are pervasive in communities of color that have experienced historical disinvestment. These underlying issues include but are not limited to entrepreneurship and business development opportunities, unequal access to safe open space, and secure, affordable, and healthy housing.

NEED FOR HOUSING SOLICITATION PURPOSE

Presently, AH owns over 300 acres of potential redevelopment land, with 179 acres vacant to be repositioned. AH seeks private sector and non-profit development partners with the experience and financial capacity to access a combination of private financing sources layered with AH and other public financing to commence construction on new mixed income developments. Due to competition for limited resources and timing impacts of the availability of Low Income Housing Tax Credits (“LIHTC”), AH is interested in options for a faster project delivery than would be allowed when utilizing LIHTCs.

AH is utilizing a two-staged solicitation process that includes a Request-for-Qualification (RFQL) solicitation and shall thereafter have Respondents submit site specific proposals in response to a Request-for-Proposals (RFP) issued by AH. This process will allow AH to first vet and preselect developers and development teams to form a bench of prequalified developers who will be available to respond quickly as RFP solicitations for various sites are issued. The redevelopment opportunities will be unique and require varying degrees of human and financial resources. Interested Respondents will be asked to consider several options for pre-qualification and may pre-qualify in some or all categories depending on their firm profiles, experience, and capability.

Respondents may submit credentials for prequalification in three categories (“the AH Development Categories”) under this RFQL:

1) Complex mixed-use, mixed-income residential developments (examples include multiphase residential construction with a mix of uses including retail, structured parking, high-rise and mid-rise construction, and other high-density commercial-type development);

2) Mixed-income residential developments with limited non-residential uses (examples include traditional low-rise and mid-rise residential construction, non-structured parking or single elevated decks, retail as an accessory use, and other low- to mid-density development); and

3) Small, Women-owned and Minority-owned development firms who have been disadvantaged from responding to mixed-income development owing to well-documented institutionalized, historical and financial barriers to participation.

AH is interested in identifying opportunities for these firms to grow their businesses through partnership opportunities with larger firms. Category 3 respondents must provide certification of their business status provided by a recognized industry association or governmental agency.

Within each category and dependent on the desired outcome of the development, AH may offer the opportunity to respond to the RFP only to those Selected Respondents with experience in specific building types such as modular, timber and/or high rise construction. It...
is incumbent upon each developer or developer team to demonstrate their capabilities in diverse construction methods. Please note AH may consider proposals to create senior developments which may be 100% affordable.

In the RFQL, Respondents may submit in all categories and may submit as either a single developer and/or team of developers or as both. Respondents will be evaluated based on the application of weighted criteria applied to their proposal in light of a selected category or categories. To be considered under the Stage II RFP solicitation, Respondents must submit as the pre-approved entity and may not add new partners with one exception. Developers who pre-qualify in Categories 1 or 2 might consider but are not required to incorporate their capabilities in diverse construction methods. Please note AH may issue additional RFPs to the qualified pool of applicants for three other potential sites for redevelopment and preservation including Jonesboro South and Bankhead.

For the Request for Qualifications (RFQL) stage Respondents will be evaluated based on their financial and technical qualifications. AH will make all submitted questions and answers available to all participating parties no later than 5pm E.D.T., Tuesday June 6, 2023. RFQL responses in the form of Submissions of Qualifications are due no later than 5:00 p.m. EDT on Thursday June 29, 2023 and must be submitted via AH’s Jaggaer platform:


STAGE II RFP

AH anticipates issuing five (5) separate RFPS, one for each AH vacant redevelopment site referenced in this solicitation, over an eighteen-month period. In some instances, AH may choose to have more than one AH vacant site included as the target redevelopment parcel under a single RFP. At its sole discretion, AH reserves the right to issue additional RFPS to the qualified pool of applicants for three other potential sites for redevelopment and preservation including Jonesboro South and Bankhead.

The second stage RFP will contain additional detail about the specific development opportunities at the AH vacant site(s), including AH’s affordable housing requirements, and technical information about the site. Stage II RFP Respondents will be asked to provide a project vision, program summary and conceptual design scenarios, a preliminary budget, financial transaction proposal, accompanying pro forms, and response to a preliminary term sheet to be prepared by AH. Following each of the RFP deadlines, AH will hold interviews with each qualified team that submits a response. After interviews with the shortlisted teams, AH will narrow the field to a small number of qualified finalists to then clarify and negotiate any and all aspects of their proposals, including preliminary budgets, pro forms and M/WBE commitments. AH will then make a recommendation to advance the selected proposal for approval by the Atlanta Housing Board of Commissioners.
Development Model supports neighborhood transformation in addition to market-rate units. This Mixed Income Real Estate for households earning up to 80% of AMI ("Affordable Units") a portion of the units in a proposed development to be set aside 50% of HUD Area Median Income (AMI). To that end, AH requires AH is focused on serving families with incomes between 30% and 50% of HUD Area Median Income (AMI). To that end, AH requires a portion of the units in a proposed development to be set aside for households earning up to 30% of AMI ("Affordable Units") in addition to market-rate units. This Mixed Income Real Estate Development Model supports neighborhood transformation through the inclusion of diverse incomes and attraction of new investments and amenities. AH typically anticipates that a minimum of 40% of the rental units will be Affordable Units. Senior development may include rental and for sale products, along with a variety of commercial opportunities. AH may provide rental subsidy for some or all of the affordable units in the form of project-based vouchers under HUD's Faircloth-to-RAD program.

In accordance with its Faircloth authority (Section 9(g)(3) of the United States Housing Act of 1937), Atlanta Housing has the ability to build new public housing units to replace units that were previously demolished. Typically, public housing units are required to operate on a break-even basis, and the subsidy cannot be awarded in a manner that supports debt. This is part of the HUD Rental Assistance Demonstration ("RAD") Program that allows for the conversion of public housing units to the Section 8 platform (project-based rental assistance).

The Faircloth limit is a cap that Congress established in 1998 on the number of public housing units the Federal government supports. Currently, many PHAs operate fewer subsidized units than they are authorized under their "Faircloth" limit. A Faircloth-to-RAD strategy allows PHAs to establish a long-term, reliable rental subsidy for new housing units. It helps PHAs and their partners more readily finance the development of affordable rental homes. This path allows housing authorities to leverage their existing Faircloth funding authority to create new public housing units that will convert to the Section 8 platform under the Faircloth-to-RAD program after construction completion. More information is available on the HUD website: www.hud.gov/RAD.

AH's role will focus on providing rental subsidy and capital funds to help support the funding for affordable housing as well as working with the developer(s) to identify other public sources of funding. For mixed-use development, AH is open to exploring multiple dispositions and/or partnerships structures that suit the best development outcome, including but not limited to fee-simple, single developer or a team of developers. AH may also provide a portion of the units in a proposed development to be set aside for mixed-income tenants. AH may provide rental subsidy for some or all of the mixed-income units.

AH is focused on serving families with incomes between 30% and 50% of HUD Area Median Income (AMI). To that end, AH requires a portion of the units in a proposed development to be set aside for households earning up to 30% of AMI ("Affordable Units") in addition to market-rate units. This Mixed Income Real Estate Development Model supports neighborhood transformation through the inclusion of diverse incomes and attraction of new investments and amenities. AH typically anticipates that a minimum of 40% of the rental units will be Affordable Units. Senior developments may include rental and for sale products, along with a variety of commercial opportunities. AH may provide rental subsidy for some or all of the affordable units in the form of project-based vouchers under HUD's Faircloth-to-RAD program.

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AH's role will focus on providing rental subsidy and capital funds to help support the funding for affordable housing as well as working with the developer(s) to identify other public sources of funding. For mixed-use development, AH is open to exploring multiple dispositions and/or partnership structures that suit the best development outcome, including but not limited to fee-simple, single developer or a team of developers, or long-term ground leases. However, it is AH's preference to enter into a long-term ground lease to ensure the longest term of affordability. Any form of disposition of AH-owned land for non-residential use will be at fair-market value unless the use can demonstrate a commensurate public benefit as required by HUD. Disposition costs of AH-owned land for affordable, mixed-income housing may be negotiated.

Depending on the nature of the transaction, AH's typical roles include contract administrator, ground lessor, ownership entity member, lender, rental subsidy provider, investor, provider of down payment assistance and asset manager. AH may act as the land developer in specific instances.

AH typically uses funds from the U.S. Department of Housing and Urban Development ("HUD") to advance development projects. While AH does have MTW flexibility noted earlier, it must adhere to certain HUD requirements such as not limited to HUD Part 50 or 58 Environmental Review approval, Davis Bacon Wage Rates and

Fair Housing and Accessibility. The developer or development team will be responsible to understand these requirements and comply with them. In order to dispose of land, expand funds and enter into real estate development projects utilizing HUD funds, approval from the AH Board of Commissioner and HUD is required.
**ATLANTA HOUSING HISTORY**

- **1933** President Roosevelt’s Public Works Administration offers 3 billion dollars on construction projects, including low-cost housing and slum clearance.
- **1934** Charles Forrest Palmer Begins drafting plans for Techwood Flats slum clearance and redevelopment.
- **October 1934** Construction of Techwood Homes begins.
- **November 29, 1935** Franklin D. Roosevelt dedicates the Techwood Homes project.
- **1935** Construction of University Homes begins.
- **1939** Construction starts on new public housing projects.
- **May 18, 1938** Housing Authority of the City of Atlanta is formed.
- **November 1965** Antoine Graves, first high-rise for elderly, built in Atlanta.
- **1968** Neighborhood Development Program starts.
- **June 20, 1964** Jesse Daymon, first black AHA commissioner.
- **1969** Neighborhood Development Program ends.
- **1970** AHA operates temporary housing for war veterans.
- **1975** East Lake Village redevelopment.
- **January 31, 1981** Urban redevelopment powers were transferred from AHA to the City of Atlanta.
- **1980** AHA builds 17 highrises for elderly.
- **1981** Move to Work (MTW) is a demonstration program begins.
- **1985** Housing Authority of the City of Atlanta is renamed Atlanta Housing Authority.
- **1986** Redevelopment of Techwood Homes, first HOPE VI project.
- **1990** Homeownership and Opportunity for People Everywhere (HOPE) program begins.
- **1995** Moving to Work (MTW) is a demonstration program begins.
- **1996** AHA submits first HUD business plan.
- **1998** AHA receives MTW designation.
- **2001** AHA receives MTW designation.
- **2004** HUD Choice Neighborhoods Implementation Grant for AUCC neighborhoods.
- **2005** AHA receives MTW designation.
- **2009** AHA receives MTW designation.
- **2015** AHA receives MTW designation.
- **2023** Adoption of FY 2023-2027 Strategic Plan.

**Major Events and Key Figures:**

- **1933** Dr. John Hope, first black president of Morehouse College, O. I. Freeman, civil engineer and W. J. Sayward, architect, draft a plan for clearance and redevelopment of the community.
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- **2023** Adoption of FY 2023-2027 Strategic Plan.
WHY ATLANTA HOUSING?

The Housing Authority of the City of Atlanta, Georgia (AH), is the largest housing authority in Georgia and one of the largest in the nation. AH provides and facilitates affordable housing resources for nearly 25,000 low-income households comprised of approximately 50,000 people. These affordable housing resources include AH-Owned residential communities, AH-Sponsored mixed-income, mixed-finance residential communities, Housing Choice Tenant-Based Vouchers, Project-Based Vouchers (HomeFlex), Supportive Housing arrangements and homeownership opportunities. AH’s programs are funded and regulated by the U.S. Department of Housing and Urban Development (HUD).

RENTAL ASSISTANCE

AH’s Housing Choice Voucher Program offers customers choices to live in quality mixed-use, mixed-income apartment communities and traditional single-family home neighborhoods.

REAL ESTATE DEVELOPMENT

Revitalizing deteriorating properties and building new high-quality, affordable units to meet the needs of Atlanta’s families.

ACCESSIBILITY

Fully accessible units are designed for residents with mobility-related disabilities or who may use a wheelchair or scooter.

PROPERTY OWNERS

Provides property owners with tenants, online self-service tools, and personalized account management.

DEVELOPERS

Atlanta Housing often partners with private sector developers to redevelop its former public housing sites and other parcels. These public-private partnerships maximize the strengths of both parties, such as the private sector developer’s access to private capital and market discipline, as well as AH’s access to public resources and established relationships with key stakeholders.

MOVING TO WORK (MTW)

Obtaining MTW status has allowed Atlanta Housing to continue implementing its long-term strategy of mainstreaming families, mainstreaming real estate, and mainstreaming AH as a viable and sustainable organization. Using its MTW flexibility, AH employs local strategies and solutions to advance human development initiatives and use public/private partnerships to revitalize communities.

CHOICE NEIGHBORHOODS

The Choice Neighborhoods program leverages significant public and private dollars to support locally driven strategies that address struggling neighborhoods with distressed public or HUD-assisted housing through a comprehensive approach to neighborhood transformation. The program helps communities transform neighborhoods by revitalizing severely distressed public and/or assisted housing and catalyzing critical improvements in the neighborhood, including vacant property, housing, businesses, services and schools.

RENTAL RATES GAP EXPANSION

The rental housing gap for households earning < $30k is projected to grow by 1,300 units annually.

AFFORDABLE HOUSING LOSS

AH aims to help offset the affordable housing unit loss, which is about 900 affordable units lost annually.

The City of Atlanta is in a housing crisis and Atlanta Housing is helping to preserve and create affordable housing.

1: Source: City of Atlanta Equitable Housing Assessment (updated 2018)
WHY ATLANTA?

Atlanta is an exciting destination with world-class restaurants, a festive nightlife, several major league sports teams and an abundance of cultural attractions. Atlanta’s arts and culture scene is complemented by in-town neighborhoods that give the city even more depth. The Tier 2 sites are located in or near several of these unique neighborhoods.

According to a 2021 study by Freddie Mac, Atlanta is at the heart of the fourth-fastest growing metropolitan area in the country. Furthermore, the Atlanta Regional Commission projects that the region will remain a national leader in both population and employment growth for the next 30 years.

INTERNATIONAL AIRPORT

Encompassing $304 billion, the Atlanta metropolitan area is the eighth-largest economy in the country and seventeenth-largest in the world. Corporate operations comprise a large portion of the Atlanta’s economy, with the city serving as the regional, national, or global headquarters for many corporations. Atlanta contains the country’s third largest concentration of Fortune 500 companies, and the city is the global headquarters of corporations such as The Coca-Cola Company, The Home Depot, Delta Air Lines, AT&T Mobility, UPS, and Newell-Rubbermaid.

CORPORATE HUB

Atlanta is committed to nurturing and growth minority and female entrepreneurs and small business owners. The City has a number of programs and initiatives to foster this growth. According to a recent study American Express and Nielsen in 2017, 522,200 women-owned businesses were started in Georgia, second only to Florida.

COMMITMENT TO DIVERSITY

COST OF HOUSING

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#1 COST OF DOING BUSINESS

4th POPULATION GROWTH

4.3% ANNUAL GDP GROWTH

477,000 JOBS ADDED SINCE 2010

+25 YEAR OLDS HAVE A BACHELORS OR HIGHER

48% PROJECTED GROWTH 2015-2040

#1 COST OF LIVING BUSINESS


3: Source: C2ER Cost of Living Index 2016, Annual Averages.
II. The Sites
ABOUT HOLLYWOOD COURTS

2.1 Former Hollywood Courts Site
1580 Hollywood Road NW

The 20.16-acre Hollywood Courts site is located .35 miles north of the junction of Hollywood Road and Hightower Road and is directly north of Proctor Creek. It is roughly square in shape and has approximately 1,500 feet of Hollywood Road frontage. The northern portion of the site contains a heavily forested hillside that provides an attractive natural feature, while the balance of the site slopes from the northwest to the southeast over a 40’ grade drop with views to the Proctor Creek corridor. It is in the Scott’s Crossing neighborhood and .65 miles south of the emerging neighborhood node at a new Fulton County branch library.

Bowen Choice
Atlanta Housing and partners McCormack Baron Salazar and The Benoit Group are moving forward with the mixed-use, mixed-income redevelopment of the 74-acre former Bowen Homes site. Bowen is the core of a much larger revitalization, which includes investments in adjacent Carey Park (in red).

Proctor Creek
One of six major watersheds in Atlanta, Proctor Creek retains much of its wild natural character despite years of neglect. The corridor under improvement with creek restoration efforts and the construction of a greenway linking the Beltline with the Chattahoochee River.

Chattahoochee River
Georgia’s signature river and the spine of a 48-mile National Recreation Area featuring hiking, biking, fishing, wildlife viewing, historic sites and other attractions.
For the purpose of this overview, Hollywood Courts is considered to be in the Buckhead submarket.

Buckhead continues to attract significant developer interest despite a decline in absorption heading into 2023. Buckhead’s strong base of office-using employers, transportation access, and impressive demographics make it a top choice for investors and developers looking to tap into the growth of in-town Atlanta. It has consistently ranked as one of the most active submarkets for construction in Atlanta over the past few years.

With about 980 units under construction, new supply will continue to impact the submarket over the next few quarters. Average asking rents in Buckhead are second highest in the metro, behind only Midtown. Rents have risen substantially in the long term, but the recent slowdown in absorption, combined with a new wave of supply, has led to essentially flat year-over-year rent growth. Incomes in Buckhead are some of the highest in Atlanta, as neighborhoods with median household incomes well north of $100,000 are common in the submarket. Furthermore, many of those households are renters by choice, providing a boost for apartment demand within walking distance of the many office skyscrapers in the submarket and proximity to MARTA rail transit. With the Central Perimeter office core to the north, Downtown and Midtown to the south, and a host of companies in larger neighboring office hubs, residents have a multitude of employment options nearby.

The submarket continues to add neighborhood amenities in order to enhance the walkability and livability of the area. Partnerships like the Buckhead Community Improvement District and Livable Buckhead continue to spearhead projects like the Path 400 Greenway and the proposed Park Over GA 400.
2.2 Johnson Road Vacant Land
1430 Rockdale Street NW

Johnson Road consists of four parcels of AH-owned land, totaling approximately 13.46 acres roughly 500 feet west of the intersection of West Marietta Street and Johnson Road. The combined parcels are located along the northern edge of Westside Reservoir Park, Atlanta’s newest signature open space. There is limited retail and services in the immediate area; however, the site is less than a mile from the growing Chattahoochee Avenue Warehouse Shopping District and under two miles from the Howell Mill corridor / West Midtown. Because of its proximity to the West Highlands development, AH seeks to improve this site in a way that is consistent with existing neighborhood character and with a high level of community engagement and support.

Westside Park
Atlanta’s newest and largest public park, built along the Beltline and around a former aggregate quarry repurposed as a water supply reservoir. The 280-acre Westside Park has 2.5 miles of trails, rock cliffs and meadows, playground and pavilions, public art, and spectacular views of the city’s skyline.

West Midtown
A dynamic urban neighborhood and retail destination in a former industrial area, West Midtown boasts superlative restaurants, music venues, galleries, lofts, and institutions like the King Plow Arts Center. Its proximity to Georgia Tech and Buckhead makes for an eclectic mix of residents and visitors.

MARTA Rail Transit
The site is located within a short drive or bike ride to the Bankhead MARTA rail station, only four stops away from Five Points in Downtown.
For the purpose of this overview, Quarry Park is considered to be in the Westside Atlanta submarket.

The vacancy rate in Westside Atlanta is structurally high due to the submarket's high proportion of low-quality 1 & 2 Star stock. However, demand for workforce housing near Atlanta's urban core remains strong, despite a recent downturn in household formation. While rent growth slowed heading into 2023, annual increases in the Westside are outpacing the market-wide average.

Investors continue to eye potential value-add plays near some of the city's fastest-growing neighborhoods, and sales volume has surged over the past half decade. However, rising interest rates and economic uncertainty led to a slowdown in activity in the second half of 2022. Investor interest will likely intensify when macroeconomic conditions improve, as major projects spearheaded by Microsoft and Lincoln Property Company should add to the area's appeal over the next few years. Westside assets come at a significant discount compared to the Atlanta average, and cap rates are among the highest in the metro.

QUARRY PARK MARKET OVERVIEW

- **Employment Rate (One-Mile Radius)**: 95.7%
- **Employment Rate (Five-Mile Radius)**: 96.0%
- **Submarket Jobs**: 2,586
- **Population Growth 2020-2022 (Annual %)**: 1.04%
- **2022 Avg. Household Income**: $100,076
- **2022 Median Household Income**: $69,778
- **2022 Avg. Home Value**: $405,420
- **2022 Median Home Value**: $405,450
- **Rental Rates - Market Rent/Unit**: $1,789

**2022 AVG. HOME VALUE**

**2022 MEDIAN HOME VALUE**

**2022 MEDIAN HOME VALUE**

**RENTAL RATES - MARKET RENT/UNIT**

For the overview, Quarry Park is considered to be in the Westside Atlanta submarket.
ABOUT NORTH AVENUE

2.3 North Avenue Vacant Land

647 Central Park Place NE

North Avenue consists of three AH-owned parcels, located on approximately 3.05 acres of vacant land in the Old Fourth Ward neighborhood just .75 miles east of Peachtree Street. An approximately one-acre portion of the adjacent Cosby Spear Tower property may also be available for development (to be confirmed). The combined North Avenue parcels represent the long-awaited redevelopment of the former Sophie Mae Candy Factory site and is a historic opportunity to build and operate a mixed-use, mixed-income development consistent with zoning and land use requirements on underdeveloped agency-owned land in the heart of Atlanta. This prime location is a perfect opportunity to further the goals of equitable housing in a very desirable intown community.

Ponce City Market

The historic Sears, Roebuck & Co. building has been reinvented as a vibrant community hub housing the Central Food Hall, various shops, flats and offices. This audacious adaptive reuse project has catalyzed this part of the city and has become a regional destination for the Metro Area.

Fox Theater

A former movie palace from the Roaring ’20s, this historic performing arts venue attracts numerous big productions to Atlanta and is 15 minutes away from the site. This is Atlanta’s destination for first class Broadway plays, concerts, comedy, ballet and more.

Civic Center

Atlanta Housing and partners are in the early stages of redeveloping the site into an affordable and amenity-rich urban neighborhood centered on the performing arts.
For the purpose of this overview, North Avenue is considered to be in the Midtown Atlanta submarket.

Increased residential density, an influx of restaurants and entertainment options, and move-ins by large office tenants have helped establish Midtown as a true live / work / play environment. Major corporations continue to flock to Midtown, as Microsoft, Google, Norfolk Southern, Visa, Cisco, Micron Technology, and others have built out major hubs in this district. New high-paying jobs from these firms, as well as continued enrollment growth at nearby Georgia Tech, will boost multifamily demand over the next few years.

A robust supply pipeline, however, has already impacted submarket fundamentals, lifting vacancy rates and reducing rent growth in recent quarters. Market conditions will likely soften over the next few quarters, as Midtown will have to contend with a sizable supply wave. The robust construction pipeline in Midtown should cause the submarket’s vacancy rate to trend higher and rent growth to moderate in the near term.

### NORTH AVENUE MARKET OVERVIEW

For the purpose of this overview, North Avenue is considered to be in the Midtown Atlanta submarket.

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<tr>
<td>97.6%</td>
<td>96.5%</td>
<td>31,231</td>
<td>0.76%</td>
<td>$142,552</td>
<td>$103,326</td>
<td>$895,416</td>
<td>$650,000</td>
<td>$2,117</td>
</tr>
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### MAJOR AREA RESIDENTIAL PROJECTS

- 242 Ponce de Leon
- 542 Boulevard
- 555 Boulevard
- Station 464
- Novel Day
- The Leon on Ponce
- Sondel Midtown South
- 505 Courtyard
- Civic Center
- Lilli Midtown
- Juniper Street High-Rise
- 619 Ponce
- Signal House
- New City Fourth Ward
2.4 Former Palmer House Site
430 Centennial Olympic Park Drive NW

The one-acre Palmer site was once the location of Palmer House, a 250-unit senior apartment building constructed in 1964-66 and demolished in 2010. It is surrounded by amenities and regional destinations including the Centennial Park Museum District (.25 miles south), Georgia Tech (.56 miles north), and Peachtree Street / Downtown Atlanta (.6 miles southeast). The site is opposite the recent 17-story Generation apartment project, the first major development in Atlanta using the Prescient prefabricated construction system. The original Palmer House building was also innovative for its time, and AH is seeking a development partner that can offer a highly innovative housing solution for the relatively small urban site.

Museum Campus
The site is a five-minute walk from Atlanta’s Downtown cultural hub featuring destinations like Centennial Olympic Park, the Georgia Aquarium, the World of Coca-Cola, the College Football Hall of Fame, and the Center for Civil and Human Rights.

Downtown / Midtown
Palmer is adjacent to Atlanta’s dynamic urban core, just steps from the future Stitch project. The Stitch will transform I-75/85 into the city’s equivalent to Boston’s Rose Kennedy Greenway or Philadelphia’s Park at Penn’s Landing.

Georgia Tech
Five minutes to the north lies one of the nation’s leading public research universities and the Southeast’s preeminent institution for engineering and advanced computing. The campus holds six colleges as well as the Tech Square innovation hub.
Downtown Atlanta is replete with office-using and government employers and has the strongest public transit access in metro Atlanta. Downtown is also home to Georgia State University and is adjacent to Atlanta University Center and Georgia Tech, providing companies with a steady stream of graduates annually and providing some spillover apartment demand for local multifamily properties. Furthermore, the Centennial Yards development, as well as various other projects, will help increase the desirability of Downtown Atlanta for employers and residents alike in the coming years.

Despite considerable momentum, the submarket is still in the early stages of transforming into a true live / work / play environment. The chase to grab spillover demand from other in-town submarkets like Midtown and the Eastside is on, with both a burgeoning neighborhood and a cheaper rent payment among the selling points. Rent growth has moderated over the past few months, but the year-over-year increase of 0.9% is still outpacing the metro average (0.6%).

Downtown Atlanta’s substantial base of office-using employment helps provide steady demand for housing in the urban core, but recent employment trends have been mixed. Coca-Cola cut roughly 500 jobs in its post-pandemic corporate restructuring, and the American Cancer Society and SunTrust / Truist both recently vacated large blocks of office space Downtown. However, Downtown has also scored a few sizable wins since the onset of the pandemic. Bank of America signed a 180,000-SF renewal in 2021 and Square and Flexport both added significant offices to the submarket in 2022. In mid-2020, amid the coronavirus pandemic, technology services firm Milletech Systems announced it was bringing more than 450 new jobs downtown over the next few years.

### PALMER SITE MARKET OVERVIEW

**Job Population**

**SUBMARKET JOBS**

- **17,217**

**EMPLOYMENT RATE**

- **95.7%** *(ONE-MILE RADIUS)*
- **96.2%** *(FIVE-MILE RADIUS)*

**POPULATION GROWTH 2020-2022 ANNUAL %**

- **0.85%**

**2022 MEDIAN HOUSEHOLD INCOME**

- **$125,579**

**2022 AVG. HOUSEHOLD INCOME**

- **$89,149**

**2022 MEDIAN HOME VALUE**

- **$614,838**

**2022 AVG. HOME VALUE**

- **$450,000**

**2023 MEDIAN HOME VALUE**

- **$2,048**

**RENTAL RATES - MARKET RENT/UNIT**

- **$2,048**
2.5 Former Thomasville Apartments Site

1136 Henry Thomas Drive SE

This 36-acre vacant site in Atlanta’s Thomasville Heights neighborhood was formerly a 350-unit AH public housing development built in 1967 and demolished in 2010. It is adjacent to the revitalizing Moreland Avenue corridor and a short drive away from regional destinations such as the Atlanta Beltline, South River Forest / Lake Charlotte Nature Preserve, and Hartsfield-Jackson International Airport. Thomasville Heights offers residents a mixed urban-suburban setting close to desirable parks and trails, and within easy reach of neighborhood retail and services. The historical significance of Thomasville Heights and the land it sits on stretches far beyond recent memory.

Thomasville Heights

Thomasville Heights is a model community built in the 1950s as replacement housing for urban renewal. Currently undergoing a major revitalization effort led by The Community Foundation of Greater Atlanta, the neighborhood is a short drive from major job centers such as Hartsfield-Jackson Airport.

Atlanta BeltLine

A combination of multi-use trail and linear greenspace, the Eastside Trail runs from the tip of Piedmont Park to Glenwood Park. With a total length of 22 miles, once complete, the Atlanta BeltLine will connect 45 intown neighborhoods via a multiuse trails and open space.

Englewood South

Atlanta Housing and partners will break ground in early 2023 on a 907-unit mixed-use, mixed income new neighborhood on 30 acres of vacant public housing land.
For the purpose of this overview, Thomasville Heights is considered to be in the South Atlanta submarket.

South Atlanta’s apartment landscape has and continues to change rapidly, particularly in the areas closest to downtown and along the BeltLine’s Southside Trail. Georgia State University, Carter, and a handful of other developers are reshaping the Summerhill neighborhood. The university opened a new convocation center in the area, and developers are in the process of adding a mix of townhomes, market-rate multifamily, offices, and retail. Development is ramping up along the BeltLine, as well, and investors continue to eye BeltLine-adjacent sites throughout the submarket. While these new projects are big for South Atlanta, development is concentrated in a few areas of the submarket. South Atlanta is a mostly lower-income area, and multifamily inventory here mainly consists of lower-quality 1 & 2 Star properties. One of the submarket’s largest demand drivers is Hartsfield-Jackson Airport. South Atlanta offers easy access and affordable rents for the legions of service workers that are employed at the airport. The new Gateway Center Arena and the 311-acre Six West mixed-use development will help breathe life into the area adjacent to the airport.

Transaction activity declined since the second half of 2022, after a surge in investment in late 2021 and early 2022. Average pricing is well below the metro average, but properties can trade for significantly higher values after value-add renovations are completed. While rising interest rates and economic uncertainty are likely to keep investment subdued heading in 2023, South Atlanta will remain on multifamily investors’ radar when macroeconomic conditions improve.

<table>
<thead>
<tr>
<th>THOMASVILLE HEIGHTS MARKET OVERVIEW</th>
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<td><strong>EMPLOYMENT RATE (ONE-MILE RADUS)</strong></td>
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<td><strong>EMPLOYMENT RATE (FIVE-MILE RADIUS)</strong></td>
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<td><strong>SUBMARKET JOBS</strong></td>
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<td><strong>POPULATION GROWTH 2020-2022 ANNUAL %</strong></td>
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<td><strong>2022 AVG. HOUSING INCOME</strong></td>
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<td><strong>2022 MEDIAN HOUSEHOLD INCOME</strong></td>
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<td><strong>RENTAL RATES - MARKET RENT/UNIT</strong></td>
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RFQL Submission

III. Instructions
Submission Process

Respondents interested in serving as AH's development partner for subsequent RFQs must submit the following information in the order prescribed below by the submission date and time. Each section should be separated and clearly marked. Failure to comply with submission instructions may lead to determination of Non-Responsiveness and your Submission of Qualifications may not be considered. Determinations of Non-Responsiveness are within the sole discretion of the Atlanta Housing Contracting Officer with a recommendation from the Senior Vice-President of Contracts and Procurement. Submissions of Qualifications are encouraged to give a thorough demonstration of a developer's background but not include repetitive or extraneous information that does not contribute to further understanding of the Developer or Developer Team, its relevant past experience or its current capabilities. Excessively long Submissions of Qualifications that are not clearly organized using the structure below will be evaluated less favorably. (Note that the audited financial statements in Section 2 and mandatory submittals in Section 6 do not count against admonition of brevity.) Please submit Submission of Qualifications to the following portal: https://bids.sciquest.com/apps/Router/PublicEvent?CustomerOrg=AHA

Section 1: Cover Letter & Contact Information

- Cover Letter: Include a cover letter that identifies the development team, outlines your team's interest in the two-staged RFQL/RFP development opportunity, why your team is best qualified to serve as AH's development partner, and how you envision the development process for the AH vacant redevelopment site(s). Please specify which of the three AH Development Categories the Respondent is applying under:
  1) Complex mixed-use, mixed-income residential developments (examples include multiphase residential construction with a mix of uses including retail, structured parking, high-rise and mid-rise construction, and other high-density commercial-type development);
  2) Mixed-income residential developments with limited non-residential uses (examples include traditional low-rise and mid-rise residential construction, non-structured parking or single elevated decks, retail as an accessory use, and other low- to mid-density development); and
  3) Small, Women-owned and Minority-owned development firms who have been disadvantaged from responding to mixed-income development owing to well documented institutionalized, historical and financial barriers to participation. This category will require proof of certification by a widely accepted certifying organization.

If amendable to including development firms in Category 3 for future Joint Venture opportunities when responding to future RFQs, please indicate accordingly. Respondents must indicate the Development Categories they wish to be considered under.

- Point of Contact: Identify the single point of contact with authority to make decisions (preferably executive level) for your organization and/or team with whom to communicate during the solicitation process, along with his/her/their contact information.

Section 2: Developer Qualifications & Experience

- Organizational Structure: Indicate if the Respondent to this RFQL will be a single firm, joint venture, or partnership. If a joint venture or partnership, describe the organizational structure legal framework by which the work would be carried out. If amendable to considering inclusion of Development firms in Category 3 for future joint venture opportunities when responding to future RFQs, please indicate that also.

- Firm's Expertise: Provide an overview of the Respondent's expertise and development services with an overall description of its portfolio of projects. Discuss your team's experience developing mixed-use and mixed-income projects, including those done through public-private partnerships if applicable. Highlight any development experience in the Atlanta region if applicable. Indicate which AH Development Category the experience will apply to.

- Relevant Experience: Provide three to five detailed examples of your experience developing and/or operating mixed-use, mixed-income projects of similar size, scope, and character,
The following must be included for each project example:

- Project name and location.
- Date of award of contract.
- Construction starts and end dates (include phasing plan if applicable).
- Key design elements for the project.
- Program description and uses, including residential, commercial, retail, cultural, community, etc.
- Description of horizontal (infrastructure) and vertical infrastructure components include parking and open space, if applicable.
- Key ownership of borrowing entities. True ownership of borrowing entities.
- Construction starts and end dates (include phasing plan if applicable).
- Financial capacity to attract and bring private lenders on for other financing.
- Project budget vs. final cost.
- Property management involvement.
- Experience with working with community groups.
- Project development challenges.
- Project reference.
  - Include details of performance and completion guarantees, including parties at-risk.
  - Include contact name, position, organization, phone number, e-mail.

Section 3: Financial and Legal

- Financial Capacity Statement: Provide evidence of your firm’s financial capacity to take on this project, including:
  - Information about recent closings.
  - Liquid capital or letter of credit, and letters of support from debt and/or equity providers, etc.
  - Audited financial statements for the previous two years.

- Property management involvement.
- Experience with working with community groups.
- Project development challenges.
- Project reference.
  - Include details of performance and completion guarantees, including parties at-risk.
  - Include contact name, position, organization, phone number, e-mail.

Section 4: Respondent Information

- Organizational Chart: Identify the development team and provide an organization chart that includes all anticipated team members and their roles (architect, engineer, specialty consultants, etc.). While development partners may not change during responses to the Stage II RFP solicitation, team members may be substituted based on specific expertise required and capacity.
- Staff Bios: Provide the biographies for key development staff that would work directly with AH.
- Partner Qualifications: Include the qualifications of your anticipated partners outside your immediate company, including firm/organization overview, relevant experience, and biographies for key staff.
- Prior Collaboration: Describe projects where members of the Respondent team worked together.

Section 5: M/WBE Inclusion Goal

- Mandatory Affidavit: AH seeks to work with a developer(s) that is committed to significant minority and women-owned business (M/WBE) participation as well as participation from local and/or disadvantaged businesses. Respondents must submit a signed affidavit acknowledging they are aware of and intend to abide by AH’s 35% M/WBE inclusion goal for all project construction hard and soft costs. See Section 6: AH Mandatory Submittals for more information.

- Financial Capacity Statement: Provide evidence of your firm’s financial capacity to take on this project, including:
  - Information about recent closings.
  - Liquid capital or letter of credit, and letters of support from debt and/or equity providers, etc.
  - Audited financial statements for the previous two years.
Section 6: Mandatory Submittals

The following Mandatory Submittals that must be included as a part of the proposal and received by the due date and time are in the table that follows. (Forms may be found in Mandatory Submittals under Event Attachments within the Jagger e-procurement system).

- **Mandatory Submittals:** Please make copies of forms, as necessary.
  - Attachment 1 – Certification
  - Attachment 2 – General Disclosure
  - Attachment 3 – Respondent Disclosure Certification
  - Attachment 4 – Principal Personnel Disclosure Statement Certification Form and Instructions
  - Attachment 5 – Required Representations and Certifications
  - Attachment 6 – Request for Taxpayer Identification Number and Certification
  - Attachment 7 – M/WBE Inclusion Affidavit
  - Attachment 8 – AH Section 3 Policy Self-Certification Form, Affidavit, and Utilization Plan
  - Attachment 9 – Clean Hands Certification
  - Attachment 10 – E-Verify Affidavit

**Principal Personnel Disclosure Statement of Certification Form**

AH requires that a notarized Principal Personnel Disclosure Statement Certification form (Attachment 4) be submitted by each Respondent. Prior to award, and while Respondent is conducting business with AH, Respondent is required to disclose any direct or indirect conflicts of interest and any organizational conflicts of interest as soon as such conflict becomes known or should have become known. Respondents with a conflict of interest must provide a full and complete disclosure, in writing, to AH’s contracting division. The Disclosure Statement must be presented on Respondent’s letterhead, notarized, and signed by the individual making the disclosure. The details to be included in the Disclosure Statement may be found on the bottom of the Principal Personnel Disclosure Statement Certification Form (Attachment 4).

**Certification Regarading Debarment**

Respondent certifies by submission of its proposal, that neither it nor any of its contractors or subcontractors, has been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by a federal department or agency. All Respondents are required to submit a Disclosure Statement if this is not the case.

**Compliance With E-Verify**

In compliance with O.C.G.A. §§ 13-10-9.1 and 13-10-91, effective July 1, 2013, before AH can consider any Respondent’s proposal for the services requested under Stage II, Respondent must register and participate in the federal work authorization program operated by the United States Department of Homeland Security, commonly known as E-Verify, to verify employment eligibility information of newly hired employees and must continue to participate in E-Verify during the term of the contract. The E-Verify affidavit (“E-Verify Affidavit”) is Respondent’s certification that it has registered with, is authorized to use, and uses the federal work authorization program.

Respondent further certifies that all tiers of contractors and subcontractors hired by Respondent to perform the services under the agreement are compliant with E-Verify, that Respondent will continue to use E-Verify throughout the term of the contract; that Respondent and all tiers of its contractors and subcontractors will only contract with other contractors and subcontractors who present an E-Verify Affidavit, or the appropriate documentation in lieu thereof, that the E-Verify Affidavit is true, and that Respondent will submit the appropriate affidavits and other documents to AH from it and all tiers of contractors and subcontractors, as required.

**Clean Hands Policy**

Procurement actions shall be conducted only with responsible Respondents who have the technical and financial competence to perform, who have the fiscal responsibility in business dealings, and who have a satisfactory record of integrity. Before awarding a contract, AH shall review the proposed Contractor’s ability to perform the contract successfully, considering factors such as the Contractor’s integrity, compliance with public policy, record of past performance on AH and other jobs (including contacting previous clients of the contractor), and financial and technical resources.

(i) has past due financial obligations or indebtedness to AH pursuant to a contract or other transaction and has not fulfilled the obligation prior to submission of a bid, proposal, or application for contract;

(ii) has an existing claim, demand, litigation action, investigation, hearing, or other legal, administrative, arbitral, or similar proceeding or dispute against AH, whether civil or criminal (including any appeal or review of any of the foregoing) or

(iii) in AH’s reasonable discretion, has taken action that may give rise to or threatened to assert a claim, demand, litigation action, investigation, hearing, or other legal, administrative, arbitral, or similar proceeding or dispute against AH, whether civil or criminal (including any appeal or review of any of the foregoing) or other dispute against AH. The President and Chief Executive Officer may waive the requirements of this paragraph for good cause shown, as determined by the President and Chief Executive Officer and if it is otherwise in AHA’s best interests. See Clean Hands Certification (Attachment 9).
RFQL Evaluation
IV. and Award
The two-staged RFQL/RFP evaluation process is designed to establish a pre-qualified bench of developers and/or development teams and then to issue site specific RFPs and thereafter award a contract. Selection as a pre-qualified Developer in one or several categories will not necessarily be to the Selected Respondent(s) of least cost, but rather to the Selected Respondent(s) with the best combination of attributes, qualifications, experience, and cost, based upon the evaluation factors specifically established for the RFQL.

Atlanta Housing intends to pre-qualify several Developers in each of its three categories so that it is reflective of the entire marketplace. In the event Atlanta Housing has fewer than five (5) pre-qualified contractors in any pre-qualified category, Atlanta Housing reserves the right to expand the request for proposal to include the public at large as well as those that are pre-qualified. Atlanta Housing reserves the to issue RFPs to the public at large, if fewer than three (3) proposals in answer to subsequent RFPs are received. Unless participation by prequalified developers or development teams in answer to this RFQL or subsequent RFPs is low, RFPs for specific sites shall be by invitation to the pre-qualified Developers and their partners only. Respondents submitting their Submission of Qualifications must specify which single or combination of categories they seek pre-qualifications for.

Respondent(s) must provide all information outlined in the Evaluation Factors (as defined below) for the Respondent’s Submission of Qualifications to be considered responsive for the RFQL and the subsequent Stage II RFP. Submission of Qualifications will be evaluated based on the Responsiveness of the Respondent’s information to the Evaluation Factors which will demonstrate the Respondent’s understanding of the Evaluation Factors and capacity to perform the required services that will be detailed in a subsequent Request for Proposals. The maximum points that shall be awarded for each of the Evaluation Factors are detailed and described below.

Atlanta Housing’s basis of selection for final determination of pre-qualified developers or development teams shall be from those Submissions of Qualifications that offer the greatest opportunity to demonstrate the relevant expertise and resources to submit a comprehensive Proposal to subsequently issued Request for Proposals (Stage II). Additionally, AHA’s selection will be based on the weighted evaluation by AHA staff, documented past performance on AH and non-AH previous engagements, the AH Contracting Officer, and the approval of the Atlanta Housing Board of Commissioners, within their sole discretion.

Proposal Evaluation Process

AH intends to select a bench of qualified developers and development team through this two-step RFQL/RFP process. Following the receipt of the submission of qualifications, AH will prepare a shortlist of developers and development teams eligible for each Development Category to receive RFPs that will be issued in the future.

Respondent(s) must provide all information outlined in the Evaluation Factors (as defined below) for the Respondent’s Submission of Qualifications to be considered responsive for the RFQL and the subsequent Stage II RFP. Respondent(s) must provide all information outlined in the Evaluation Factors for the Respondent’s Submission of Qualifications which will demonstrate the Respondent’s understanding of the Evaluation Factors and the qualifications, experience, and cost, as determined by the evaluation factors specifically established for the RFQL.

Evaluation Factors and Scoring Rubrik

A. Has the Respondent provided a detailed inventory of the development team’s relevant projects, roles, and outcomes while highlighting comparable factors between the team’s experience?

B. Has the Respondent provided evidence of successful outcomes in the AH Development Categories?

C. Has the Respondent demonstrated technical and financial ability to carry out similar development project(s)?

D. Has the Respondent provided evidence of on-time, on-budget completion of similar past projects?
### EVALUATION QUESTIONS / FACTORS

#### DEVELOPMENT CATEGORY I

**MAXIMUM POINTS: 100**

| Experience developing complex mixed-use, mixed-income residential developments (examples include multi-phase residential construction with a mix of uses including retail, structured parking, high-rise and mid-rise construction, and other high-density commercial/retail development) | 20 |
| Experience operating mixed-income, mixed-use developments | 2 |
| Demonstration of developer and/or development team capacity and experience | 15 |
| Experience delivering affordable housing | 15 |
| Demonstration of financial capacity and proven ability to secure financing for similar projects | 15 |
| Proven ability to deliver projects on time | 5 |
| Proven ability to deliver projects on budget | 5 |
| Evidence of design excellence for site and buildings | 5 |
| Evidence of commitment to sustainability measures for site and buildings | 5 |
| Experience working with government agencies and/or building | 5 |
| Experience working with government agencies and/or building | 5 |

#### DEVELOPMENT CATEGORY II

**MAXIMUM POINTS: 100**

| Experience developing mixed-income residential developments with limited non-residential uses (examples include traditional low-rise and mid-rise residential construction, non-structured parking or single elevated decks, retail as an accessory use, and other low- to mid-density development) | 20 |
| Experience delivering affordable housing | 5 |
| Demonstration of developer and/or development team capacity and experience | 15 |
| Experience partnering with non-profit organizations | 5 |
| Experience incorporating MBE/WBE firms | 5 |
| Experience community building and working with local neighborhoods in the development process | 5 |
| Experience working with government agencies and/or building | 5 |

### Responsibility Determination

The Responsibility determination includes consideration of a Respondent’s record of integrity and business ethics, compliance with public policy, past performance with AH (if any) and other entities, financial capacity, and eligibility to perform government work (e.g., debarment/suspension from any Federal, State, or local government). AH reserves the right to perform whatever research it deems appropriate in order to assess the merits of any Respondent’s proposal and utilize the information gathered in the final evaluation of those firms in competitive range.

#### A. Financial Capacity Determination

AH shall make an assessment of the Respondent’s financial capacity, that is, whether in the sole opinion of AH, the Respondent is capable of undertaking and completing the scope of work delineated within this RFQI in a satisfactory manner. As part of the Stage II, RFP solicitation, AH will further evaluate financial capacity at the time. AH will award a contract only to the responsible Respondent who, in AH’s sole opinion, has the financial ability to successfully perform under the terms of this RFQL and subsequently the RFP. AH’s determination will include an assessment of the Respondent’s financial resources/ability to perform the scope of work in accordance with the RFQI and RFP requirements.

Respondents who make the competitive range may be asked to submit additional financial information. Failure by the Respondent to provide such information within the allotted time will render the Respondent ineligible for award.
B. Technical Capacity Determination

AH will conduct a survey relating to the Respondent's record of performance on past and present projects that are similar to the scope of work identified in this RFQL, which may include services/projects not identified by the Respondent. AH reserves the right to perform whatever research it deems appropriate in order to assess the merits of any Respondent's proposal. Such research may include, but not necessarily be limited to, discussions with outside Respondents, interviews and site visits with the Respondent's existing clients and analysis of industry reports. AH will make a finding of the Respondent's Technical Resources/Ability to perform the RFQL scope of work based upon the results of the survey.

A Respondent will be determined responsible if AH determines that the results of the Technical Resources/Ability survey reflect that the Respondent is capable of undertaking and completing the RFQL scope of work in a satisfactory manner. AH's Financial and Technical Capacity determination process will also be applicable to the RFP evaluation.

Second Stage RFP Submissions

Prior to issuance of the AH second-stage RFP announcement specific to the individual AH redevelopment sites, AH may request the Selected Respondent(s) to prepare responses to the following sample questions:

• What would be your team’s preferred development strategy for the site? What would be your firm’s role and what types of partners might you bring on? Does your team have a preferred disposition strategy (buy, ground lease, etc.)?

• Provide your team’s feedback on AH’s overall vision for the AH vacant redevelopment site. What elements of the site are you most interested in and what do you see as generating the highest value? What opportunities and challenges does the site present?

• How would you approach the site’s overall infrastructure needs (including green infrastructure and sustainability) in order to support mixed-use development? How would you coordinate with the needs of the parking? What other resources might be necessary to develop mixed-use in this location?

• How would you ensure diversity and inclusion in the development and construction process? How would your team approach public outreach and engaging the community?

• How do you think about this site relative to other investments occurring in the area?