



ADDENDUM #1
ISSUE DATE: Tuesday, June 09, 2023

This Addendum shall become and form a part of:

Request for Proposals # RFQL-2023-0076
Redevelopment of Vacant Land

TO ALL VENDORS

This Addendum, including all articles and corrections listed below, shall become a part of the original Request for Proposals ("RFP") package and shall be taken into account in preparing your proposal response.

The above-numbered solicitation is amended as set forth below. Vendors must acknowledge receipt of this addendum by signing and completing *Addenda Acknowledgement Form*. *The Addenda Acknowledgement Form must be submitted with the Firm's response to this RFP. Failure to include the Form in the proposal response may subject your firm to disqualification.*

In order to ensure that all firms are given an equal opportunity to submit a competitive response, the following are responses to questions and/or requests for clarification concerning **RFQL #2023-0076**.

Addenda to this RFP will only be posted to the sourcing event. Addenda **will not** be mailed to potential Respondents. It is the responsibility of the Respondent to access the sourcing event for any addenda issued. Each Respondent must acknowledge all addenda issued by completing and signing *Addenda Acknowledge Form*. *The Form must be included in the Firm's response to the RFP.*

DocuSigned by:

Albert Murillo

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Albert Murillo

Senior Vice President, Contracts & Procurement Department

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- Given the differences between Development Categories 1 and 2, are respondents able to include a different organizational structure (and associated experience track record etc.) for each Development Category? Such as forming a joint venture with another developer for Category 1 and acting as a stand-alone developer for Category 2?

Answer: Yes, a developer can submit its qualifications as a stand-alone firm for Category 1 and/or 2, and also provide another qualifications submission as part of a joint venture development team under Category 1 and/or 2. This is specified on page 9 of the Atlanta Housing Request for Qualifications.

- Please provide more clarity on the expectations and requirements for the RFP submittals. Will it be unique per each available site? Or the same requirements and expectations for the RFP responses for all 5 sites? Can you be more specific on requirements and expectations on timing, deadlines, financing structures, budgets and level of design detail for each of the sites at the RFP stage.

Answer: The purpose of the current Atlanta Housing (AH) Request for Qualification Stage 1 is to obtain qualifications from interested respondents and select developers for prequalified pools for Category 1, Category 2, and Category 3.

The stage 2 process to seek development proposals will be circulated for specific AH sites after AH has completed all procurement activities related to the selection of the prequalified pools. In some cases, there will be common requirements such as unit size and a percentage of affordability as well as expectations of the development and percentage of affordability. Subsequent RFP's will contain requirements and guidelines for redevelopment of several properties, but they are all unique and as such will incorporate site specific requirements.

- Once shortlisted at the RFQ stage, will each developer be individually invited to respond to specific sites? Or eligible to apply for all (or select some of the sites)? Should we be indicating interest on specific sites?

Answer: Atlanta Housing (AH) intends to award Respondents to participate in prequalified development pools for Category 1, Category 2, and Category 3. Once AH has completed all procurement activities related to the selection of the prequalified pools, AH plans to share information on which firms and/or teams are prequalified for specific categories.

Please note that development teams submitting qualifications under Category 1 must demonstrate experience with complex mixed-use, mixed-income residential developments. Development teams submitting a response specific to Category 2 must have demonstrated experience with mixed-income residential developments with limited non-residential use. Several AH vacant sites may require Category 1 development teams

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while others may require Category 2 and Category 3 development firms. Ultimately, AH plans to invite all the developers in a specific category to submit a development proposal depending on the complexity of the AH vacant site.

Respondents should not indicate interest in a specific AH site at this stage of the process.

- Can future partnerships (for a responded development team & their proposed consultants and partners) be defined after the RFQ stage but before the RFP stage?

Answer: No, respondent must identify the key development partners responsible for the development activities and submit the qualifications in response to this solicitation. Respondents cannot add key partners after the submission deadline or post selection unless it is a likewise pre-qualified small firm that has undergone a evaluation as part of its inclusion within Category 3.

- What is the expected timing to submit a Capital Plan (with proposed Financing structure) for a specific site when a developer is shortlisted from the RFQ?

Answer: This information will be shared as part of the second stage when AH releases a Request for Proposal for a specific site.