Request for Qualifications

For the development of 1.8 acres at 1091 Tucker Avenue, SW Atlanta, Georgia

Issued November 1, 2018



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Overview

The Atlanta Land Trust ("ALT") is seeking expressions of interest and qualifications ("Qualification Statements") from firms ("Firms") capable of developing a (+/-) 1.8-acre site located at 1091 Tucker Avenue in Oakland City (the "Project"). ALT is soliciting Qualification Statements from qualified firms with experience developing projects similar in scope. It is expected that the Project will include a residential component as the primary use and that those units will be affordable to low- and moderate-income families, as defined in Exhibit A. Firms responding to this Request for Qualifications ("RFQ") must demonstrate the capability and resources to consummate the financial closing, have a proven track record of affordable housing development, and have the ability to timely develop the Project.

The mission of ALT is to deliver and steward permanently affordable housing proximate to the Atlanta BeltLine and other targeted areas in the city of Atlanta. The ALT will also create a favorable climate for community land trust ("CLT") development, strategically assemble land, and provide fee-for service stewardship to other entities.

Under the leadership of The Atlanta BeltLine Partnership, the Atlanta Housing Association of Neighborhood-based Developers and the Annie E. Casey Foundation, a group of more than 30 public, private, nonprofit and community organizations created the ALT to maintain affordability in neighborhoods at risk of gentrification and displacement due, in part, to the Atlanta BeltLine, throughout the portions of the city of Atlanta directly impacted by the Atlanta BeltLine. The ALT is spearheading the implementation of a city-wide CLT to:

- Provide low-and moderate-income residents access to land and housing;
- Increase long-term community control of neighborhood resources;
- Empower residents through involvement and participation; and
- Preserve the affordability of housing permanently.

A CLT is a nonprofit organization that utilizes public and private funds to provide affordable home ownership opportunities for low-income households. The CLT model helps low-and moderate-income families benefit from the equity built through homeownership, and at the same time preserves the affordability of these homes so that future residents will have the same affordable homeownership opportunities. A CLT generally structures ownership in several distinctive ways:

- Land is treated as a common heritage, not as an individual possession. Title to multiple parcels is
 held by a single nonprofit owner that manages these lands on behalf of a particular community,
 present and future.
- Land is removed permanently from the market, never resold by the nonprofit owner. Land is put to use, however, by leasing out individual parcels for the construction of housing, the production of food, the development of commercial enterprises, or the promotion of other activities that support individual livelihood or community life.
- All structural improvements are owned separately from the land, with title to these buildings held by individual homeowners, business owners, housing cooperatives, or the owners of any other buildings located on leased land.
- A ground lease lasting many years gives the owners of these structural improvements the exclusive
 use of the land beneath their buildings, securing their individual interests while protecting the
 interests of the larger community.

This procurement does not constitute an offer by the ALT to enter into an agreement and cannot be accepted by any Firm to form an agreement. This procurement is only an invitation for offers from interested Firms and no Qualification Statement shall bind ALT. Each Qualification Statement submitted to ALT will become the property of ALT for ALT's use, in ALT's sole discretion. ALT reserves the right to reject any Qualification Statement or all Qualification Statements or to waive any technical defect in a Qualification Statement before or after submission. ALT also reserves the right to cancel this RFQ at any time for any reason or no reason. Additionally, ALT may in accordance with applicable law, by addendum, modify any provision or part of this RFQ at any time prior to the Qualification Statement due date and time. Any Qualification Statement submitted pursuant to this RFQ will be effective for a period of not less than six (6) months.

Project Description

ALT acquired 1091 Tucker Avenue SW in 2016 with a grant from Enterprise Community Partners for the purpose of developing affordable residential units through the CLT model. The ±1.8-acre site is in the Oakland City neighborhood in southwest Atlanta, in close proximity to the Atlanta BeltLine Westside Trail and MARTA's Oakland City Station. It is located within the Oakland City Historic District and the Atlanta BeltLine Overlay District.

The property appears never to have been developed, having a high number of very mature trees, some over 100 years old, scattered around the site including three distinct groupings. There is also a stream bed which runs parallel and just off-site of the north side of the property, with a small northeast corner of the site being within the 75' stream buffer. The property had previously been owned by a nonprofit community development corporation and intended for development of affordable single-family homes in the late-1990's, which never came to fruition.

ALT recently led an extensive 5-month participatory design process with the Oakland City Community Organization and other Oakland City stakeholders. This process resulted in the creation of a vision for the development of the site which is now serving as the basis for a rezoning application with the city of Atlanta. ALT is seeking to amend the land use designation from Low Density Residential to Medium Density Residential, and to rezone the property from R-4A to RG-3-C to allow for the construction of 23 homes and the preservation of numerous mature trees on site. Located directly adjacent to the C2-zoned properties on Lee Street, it is currently zoned R-4A with a conditional land use density of 0.8 units/acre.

The conceptual plan, as set forth in Exhibit B, provided a framework for rezoning and amending the land use plan for the property. It demonstrates the type of project that would be acceptable and feasible on the site. The conceptual plan was developed with assistance from external consultants, Community Design/Build. It is anticipated that the Project will be implemented generally consistent with the conceptual plan which envisions the development of 23 new multi-family homes within four new three-story buildings. A mix of unit types and sizes is envisioned to provide a variety of new housing options in the Oakland City neighborhood, including, single-floor flats for smaller households and seniors, and two- and three-story homes for larger families. The site configuration and design of the buildings has used the former Masonic Lodge, a contributing historic structure, as the compatible example while adjusting for parcel size, residential purposes, and protection of mature trees and other environmental assets.

Per the CLT model of homeownership, the ALT will retain ownership of the land, and sell the homes while leasing the land to the homeowners. All homes will be sold to low- and moderate-income families whose incomes do not exceed the limits set forth in Exhibit A. ALT will enter into a Ground Lease and Development Agreement ("Agreement") with the selected Firm. This Agreement will convey from ALT to the selected developer the leasehold estate, provide for the development of the Project and specify terms and conditions for the use, subleasing and mortgaging of all or portions of the Project by the developer. The Project shall be developed exclusively to create and maintain a stock of permanently affordable homes to abate the displacement and growing lack of affordability experienced by the citizens of the city of Atlanta.

Scope of Work/Developer Responsibilities

The ALT is seeking Qualification Statements from experienced nonprofit or for-profit real estate development firms capable of developing a (+/-) 1.8-acre site located at 1091 Tucker Avenue in the Oakland City neighborhood in the city of Atlanta. ALT is soliciting Qualification Statements from interested qualified Firms with a documented track record of providing the required services. The anticipated responsibilities of the Firm, if selected to provide these services, will include (but not be limited to) the activities detailed below.

- 1. Land Lease: The selected Firm is expected to lease the subject property from ALT to implement the Project. Once the Project has reached completion and all units have been sold to qualified homebuyers, the land lease will terminate.
- 2. Market Research: The selected Firm will be responsible for securing the services of a qualified company to conduct detailed and neighborhood specific market research and analysis to determine the marketable property types and supportable sales and absorption rates. Any such proposed market research company must be pre-approved by ALT, with such approval being in ALT's sole discretion. The associated cost of all market research shall be borne by the selected Firm.
- 3. Site Planning: ALT has completed a preliminary site plan for the property based on a participatory design process with neighborhood stakeholders. The conceptual plan, as set forth in Exhibit B, demonstrates the type of project that would be acceptable and feasible on the site. It is expected that the Project and final site plan will be generally consistent with the conceptual plan, which envisions the development of 23 new multi-family homes within four new three-story buildings. The selected Firm may work with ALT to identify mutually agreeable modifications to the current conceptual plan. In addition, the selected Firm will be responsible for incorporating and validating such portions of the conceptual plan as proposed into a final site plan. The final site plan must meet the ALT's goals as summarized on page 2 of this RFQ, and be consistent with all applicable City of Atlanta, State of Georgia and Federal laws, regulations, guidance, and best construction practices. The final site plan shall be subject to the written approval of ALT, which approval shall be in the sole discretion of ALT.
- 4. Entitlements and Development Approvals: ALT is seeking to amend the land use designation from Low Density Residential to Medium Density Residential, and to rezone the property from R-4A to RG-3-C to allow for the construction of 23 homes and the preservation of numerous mature trees on site. The site is currently zoned R-4A with a conditional land use density of 0.8 units/acre. City of Atlanta approval is anticipated by the end of 2018. If the approval is not completed by the time of the award, the selected Firm will be responsible for completing the rezoning. The selected Firm will be responsible for obtaining permits or regulatory approvals for development of the site from the city of Atlanta. Due to the location of the site within the Oakland City Historic District, at a minimum, a Type III certificate of appropriateness will be required from the Urban Design Commission.
- 5. Securing Project Financing: The selected Firm will be responsible for obtaining financing the entire cost of the proposed Project. These costs include, but are not limited to, all pre-development and development costs such as infrastructure, public communications, entitlements, environmental, traffic, soil, or other studies, design and construction costs and off-and-on-site work, including all utilities. ALT will work with the selected Firm to seek any available public financing opportunities to support the Project. The following public financing tools *may* be available for this Project:
 - a. Atlanta BeltLine Affordable Housing Trust Fund: These grants are provided to nonprofit and for-profit multifamily developers offering affordable workforce housing rental units within

the Atlanta BeltLine Tax Allocation District ("TAD"). Grant funds may be used to finance acquisition, construction or renovation of multifamily housing for families at or below 100% of Area Median Income (as defined by the Department of Housing and Urban Development). These grants to developers are enforced by a Land Use Restriction Agreement. The total amount of the grant dollars may not exceed approximately \$30,000 - \$35,000 per affordable unit or 30% of the total development costs, whichever is less, with a cap of \$2 million per multifamily development. Funding is subject to availability. The developer is required to show a positive pro forma showing that the grant of the Affordable Housing Trust funds, coupled with additional financing from other sources are sufficient to complete the development.

- b. Housing Opportunity Fund Bond Financing: Moneys held in the program fund are used for low interest loans to developers to finance in part the acquisition, construction or renovation of housing. These funds may be used in conjunction with conventional financing, bond financing or other private/public financing to construct and/or rehabilitate residential housing and finance predevelopment and site development costs. The obligation to repay the loan shall be evidenced by a promissory note and shall be secured by a deed to secure debt. Each housing project financed with HOB funds shall be regulated by a land use restriction agreement for a minimum of 15 years. Funding is subject to availability.
- c. The Strong, Prosperous, And Resilient Communities Challenge ("SPARCC") Funds: SPARCC capital tools are designed to extend the lending capacity of the existing Low Income Investment Fund ("LIIF") and Enterprise Community Loan Fund ("ECLF") lending platforms. SPARCC offers access to short and intermediate-term debt for SPARCC-aligned projects that otherwise might not have access to existing capital products. SPARCC capital may be used for a variety of project types, including but not limited to affordable or mixed-income housing, community facilities, mixed-use developments with social benefit or green, climate-resilience infrastructure projects. Loan types include acquisition, predevelopment, construction and leveraged loans (e.g. for New Market Tax Credits). Both nonprofit and mission-aligned for-profit entities are eligible borrowers.
- d. Downpayment Assistance: Invest Atlanta and Atlanta Housing offer several downpayment assistance programs that provide income qualified homebuyers with funding for down payments and closing costs.
- 6. Horizontal and Vertical Development: The selected Firm will be responsible for the construction of all necessary off-site and on-site improvements including, but not limited to, all required site infrastructure; building cores and shells; building completion, amenities, and landscaping. The Firm shall be responsible for the management, direction, design, integration, scheduling, control, review and approval of all subcontract work and services, and will be required to comply with all applicable city of Atlanta, State of Georgia and federal laws, regulations, and guidance, and for obtaining Certificates of Occupancy for each of the units.
- 7. Facilitating Community Engagement: ALT has been consulting with residents of the Oakland City neighborhood to solicit input on the Project. ALT will work with the selected Firm to continue to build neighborhood support for the proposed Project by assisting with community outreach initiatives as the Project advances. ALT has initiated discussions with a local artist, Angela Davis Johnson, who will be exploring the use of arts and culture strategies to activate the site during predevelopment, further engage the community during construction, and create meaningful public art installation on site for residents to enjoy. The selected Firm will be expected to work cooperatively

- with this artist and allocate funding for the installation of this site-specific piece as part of the Project.
- 8. Sales and Marketing: The selected Firm will work with the ALT to create a marketing strategy for the Project and identify qualified potential applicants to purchase the units.

Qualification Statement Process Timeline

Request for Qualifications Issued:

November 1, 2018

Pre-Qualification Conference:

November 16, 2018

A pre-Qualification Conference is scheduled for November 16, 2018, at 10:00 a.m. (local time), at the Atlanta Land Trust offices located at 112 Krog Street, Suite 14. Attendance at the Pre-Qualification Conference is not required but is strongly encouraged.

Questions Due: November 30, 2018

Any questions regarding this procurement must be submitted in writing to the Executive Director, Amanda Rhein, via electronic mail at arhein@atllandtrust.org, on or before November 30, 2018 at 5:00 pm. All questions and answers will be posted to the TransFormation Alliance website at https://atltransformationalliance.org/.

Responses to Questions Posted:

December 7, 2018

Submission Deadline:

January 11, 2019

ALT anticipates the following additional timelines, although these dates may change, in the sole discretion of ALT.

Ranking/Evaluation of Qualification Statements:

January 25, 2019

Proponent Interviews:

February 4-8, 2019

Award Notification:

February 8, 2019

Submission Procedures and Requirements

Format and Content of Qualification Statement

Proponents must submit a Qualification Statement in response to this RFQ in the format specified herein. The Qualification Statement must consist of the following:

- 1. Title Page: Show the RFQ's subject, the Firm's name, address, website, email and telephone and fax numbers of the contact person(s) and the date of the Qualification Statement.
- 2. Table of Contents: Include a detailed table of contents listing sections and subsections that correspond to the requirements of the RFQ. The table of contents must also list all tables, appendices, figures, etc. contained in the Qualification Statement.
- 3. Executive Summary: Generally describe the Firm, provide an overview of the qualifications and a statement of why Firm is interested in this Project and best qualified to develop the proposed project. The Qualification Statement must include: (a) the domicile where Firm(s) is organized, (b) the name, brief history, contact name, address, email contact, phone number, and facsimile number of the Firm, (c) the legal structure of the entity, (d) proof of ability to do business in Georgia, and (e) a listing of major satellite offices, if any.
- 4. Organizational Structure and Key Personnel: Include an organizational chart of the Firm's management structure and corresponding resumes for each of the individuals identified. In the case where the Firm is a partnership, joint venture or affiliation of two or more firms, please provide information for all participants and the nature of the relationship. Also, indicate who will be the proposed lead person on the Project and his/her availability to commence work on the Project following an award.
- 5. Experience and Qualifications: Describe each residential, commercial and/or mixed-use project completed within the last ten (10) years. Highlight projects with affordable housing components or other elements comparable to the proposed Project. The description of each project must include, at a minimum, the following information:
 - a. Community engagement activity;
 - b. Size in total land area and building area;
 - c. Scope of the project;
 - d. Location of the project;
 - e. Approximate development value;
 - f. Whether the project was completed on-time and within budget;
 - g. Year completed;
 - h. Specific role of Firms;
 - i. Past role(s) of individuals expected to work on ALT project (if applicable); and
 - j. Client references, contact information and authorization to contact them.
- 6. Project Approach: Describe the Firm's proposed approach to this Project. This narrative response should include the Firm's vision for the Project, including the development objectives, architectural approach and community goals.
- 7. Fee: Proposed fee structure for the Firm for the services contemplated in the development of the Project.
- 8. Financial Qualification: Provide audited financial statements for the past -3 years that includes, at minimum, the following: balance sheet, income statement, statement of change in financial position.

If audited financial statements are not available, please explain and provided unaudited financial statements and tax returns.

Submission of Qualification Statement

Qualification Statements must be submitted according to the requirements of this RFQ. Qualification Statements shall be signed by hand by a principal of the Firm with the authority to bind the Firm and enter into an agreement with ALT. Joint ventures or partnerships must designate one joint venture member/partner to represent the joint venture or partnership, respectively, with the authority to submit and execute a Qualification Statement, bind the entity as well as enter into an agreement with ALT. Each Firm is responsible for the preparation of its Qualification Statement and for the cost associated therewith. Qualification Statements are to be submitted in an unlocked Portable Document Format and may be submitted electronically via email or delivered to the ALT offices on a USB drive at:

Atlanta Land Trust, Inc. 112 Krog Street, Suite 14 Atlanta, GA 30307 arhein@atllandtrust.org

All submissions must be received by Atlanta Land Trust by 3:00 p.m. EST either by delivery or email submission. It is the responsibility of each Firm to obtain a copy of any addendum issued for this RFQ by monitoring ALT's website.

Evaluation and Selection Process

Upon receipt and review of the Qualification Statements, ALT, at its sole discretion, shall evaluate and determine which Firm, if any, is responsive and responsible and in ALT's best interests to accept. Once all Qualification Statements are received, ALT will convene an evaluation committee which will evaluate each responsive Qualification Statement in accordance with the evaluation criteria described in this RFQ. Firms may be required to make an oral presentation to the evaluation committee at any stage of the selection and evaluation process. ALT will notify each Firm of ALT's determination.

Qualification Statements will be evaluated based on the evaluation criteria described below:

- 1. Project Experience: Qualification Statement shall demonstrate the Firm's industry expertise and experience in developing projects of a similar scope and scale.
- Organizational Structure and Key Personnel: Qualification Statement should provide a clear evidence that the Firm has the appropriate personnel in place to successfully partner with ALT to plan, develop and implement the Project.
- 3. Project Approach: Qualification Statement should demonstrate a commitment to advancing the community's vision for the property as articulated in the conceptual plan. Firms should demonstrate the ability to work collaboratively with ALT and the community to execute a project which aligns with community and ALT goals.
- 4. Financial Capability: Qualification Statement shall demonstrate the ability to develop the Project at a minimum cost to ALT and provide to give ALT a clear understanding of the Firm's financial standing and capability to amass financial resources necessary to complete the Project.

The highest-ranked Firm will be recommended by the selection committee to the Board of Directors of the Atlanta Land Trust for the award of the lease and development of the Project, contingent upon negotiation, execution and delivery of definitive agreements related to the lease and proposed development of the property. The ALT's Board of Directors reserves the right to accept, modify or reject the recommendation of award under this RFQ. Once Board of Directors approval has been received, ALT will proceed with negotiations of a mutually acceptable Access Agreement or Ground Lease and Development Agreement. Notwithstanding the foregoing, the final terms and conditions relating to the lease of the property may be subject to financing, development commencement, title or other conditions or contingencies, as determined by ALT, in its sole discretion.

Attachment A: Affordable Workforce Housing Information

To qualify to purchase a unit in the Project, homebuyers must, at the time of the execution of the applicable sale, have an income (adjusted for family size) that does not exceed 120% of the area median income ("AMI") for the Atlanta-Sandy Springs-Marietta, Georgia HUD Metro FMR Area (as published from time to time by the U.S. Department of Housing and Urban Development). Atlanta Land Trust will work with the selected Firm to determine the specific income targets for the Project. It is anticipated that the majority of the units in the Project will be priced to be affordable to homebuyers with incomes that do not exceed 80% of the AMI.

		2018	HUD	Income	Limi	its						
Atlanta Metropolitan Statistical Area (MSA)												
Area Median Income (AMI)	1	Person	2	Person	3	Person	4 Person		5 Person		6 Person	
120% AMI	\$	62,850	\$	71,800	\$	80,800	\$	89,750	\$	96,950	\$	104,150
115% AMI	\$	60,200	\$	68,800	\$	77,400	\$	86,000	\$	92,900	\$	99,800
100% AMI	\$	52,400	\$	59,850	\$	67,350	\$	74,800	\$	80,800	\$	86,800
80% AMI	\$	41,900	\$	47,900	\$	53,900	\$	59,850	\$	64,650	\$	69,450
60% AMI	\$	31,440	\$	35,940	\$	40,440	\$	44,880	\$	48,480	\$	52,080
50% AMI	\$	26,200	\$	29,950	\$	33,700	\$	37,400	\$	40,400	\$	43,400
30% AMI	\$	15,750	\$	18,000	\$	20,780	\$	25,100	\$	29,420	\$	33,740

The maximum purchase price for each unit in the Project shall not exceed the values published from time to time by the U.S. Department of Housing and Urban Development. The 2018 limits are listed below by unit size. Final unit purchase prices will be calculated by Atlanta Land Trust based on the income of the qualified homebuyer.

2018 Workforce Owner Housing Maximums								
	Efficiency	1 Bedroom	2 Bedroom	3 Bedroom	4 Bedroom			
Max Sale Price at 120% AMI	\$188,550	\$201,975	\$242,400	\$280,050	\$312,450			
Max Sale Price at 100% AMI	\$157,200	\$168,375	\$202,050	\$233,400	\$260,400			
Max Sale Price at 80% AMI	\$125,700	\$134,700	\$161,700	\$186,750	\$208,350			
Max Sale Price at 60% AMI	\$94,320	\$101,070	\$121,320	\$140,040	\$156,240			

Attachment B: Conceptual Site Plan

VICINITY MAP SITE DATA SITE PLAN SPECIFICATIONS N.JHR Projects 2017\17-663 Beatrice Culture Center\Shape Logo\SHAPE_NAMES Horz_Dutlined 1.808 acres/ 78,738 sf SITE AREA **EXISTING ZONING** R-4 (OAKLAND HISTORIC DISTRICT, BELTLINE OVERLAY) 364 Nelson St SW PROPOSED ZONING RG-3 Atlanta, GA 30313 Phone: (404) 487-6043 78,738 NET LOT AREA www.studioHshape.com 84,466 GROSS LOT AREA 58.788.33 MAXIMUM BUILDABLE AREA FAR= 0.696 35,211.60 FAR= 0.417 TOTAL BUILT AREA TOTAL UNITS 23 -Townhouse units (2200 sf/unit) -2 story units (1795 sf/unit) -Studio units (870 sf/unit) 12 BUILDING HEIGHT ALLOWED 35' 34'-6" **BUILDING HEIGHT** 15,330.6 BUILDING FOOTPRINT SURFACE PARKING AREA 12,700.66 2,288 TOTAL FRONT PORCH AREA TOTAL BALCONY AREA 1430 TOTAL OPEN SPACE REQUIRED 56,691.36 **TUCKER** 65,981.33 TOTAL OPEN SPACE PROVIDED **AVENUE** TOTAL USABLE OPEN SPACE REQUIRED 33,069.96 LAND TRUST TOTAL USABLE OPEN SPACE PROVIDED 54,424.67 FRONT YARD REQUIRED 40' 1091 Tucker Ave SW Atlanta, Atlanta GA- 30310 28'-11" FRONT YARD PROVIDED **PARKING** 1.2/UNIT PARKING REQUIRED 28 spaces PARKING PROVIDED 28 spaces -Surface parking 18 spaces 10 spaces -Garage spaces S 46°56′35″E 45.00′ UNITS 1,2 & 3 HAVE 2 PARKING _ SPACES PER UNIT S 49°31′46′′E 54.86′ 6 PARKING SPACES 17-663 Project Number: 08.30.2018 Date: Deepti Silwal Drawn By: ---53'-8"-N/F DAKLAND CITY MASONIC ASSOCIATES INC. NO DEED FOUND ZONED R4-A 2 Mark Hill Checked By: UNITS 12 & 13 HAVE 2 PARKING SPACES PER UNIT (13) 3 DUMPSTER FENCE N/F THE MAE LOUISE OLIVER TRUST DB 43691 PG 270 ZONED R4-A & C-2 12 BIKE RACK-R/W) 2 PARKING SPACES 10 PARKING SPACES LEE STREET (VARIABLE WIDTH PUBLIC LANDSCAPE 4 BUFFER TO PARKING 7 -PROPERTY LINE 8 40' SETBACK _ REQUIRED FOR 9 10 RG-3Sheet Title __HANDICAPPED ----R/W LINE PARKING 29',-6" SITE PLAN 28'-10" -LANDSCAPE 8' SIDEWALK BUFFER TO PARKING TUCKER AVENUE VARIANCE REQUIRED FOR THE (VARIABLE WIDTH PUBLIC R/W)

Sheet Number

1.1

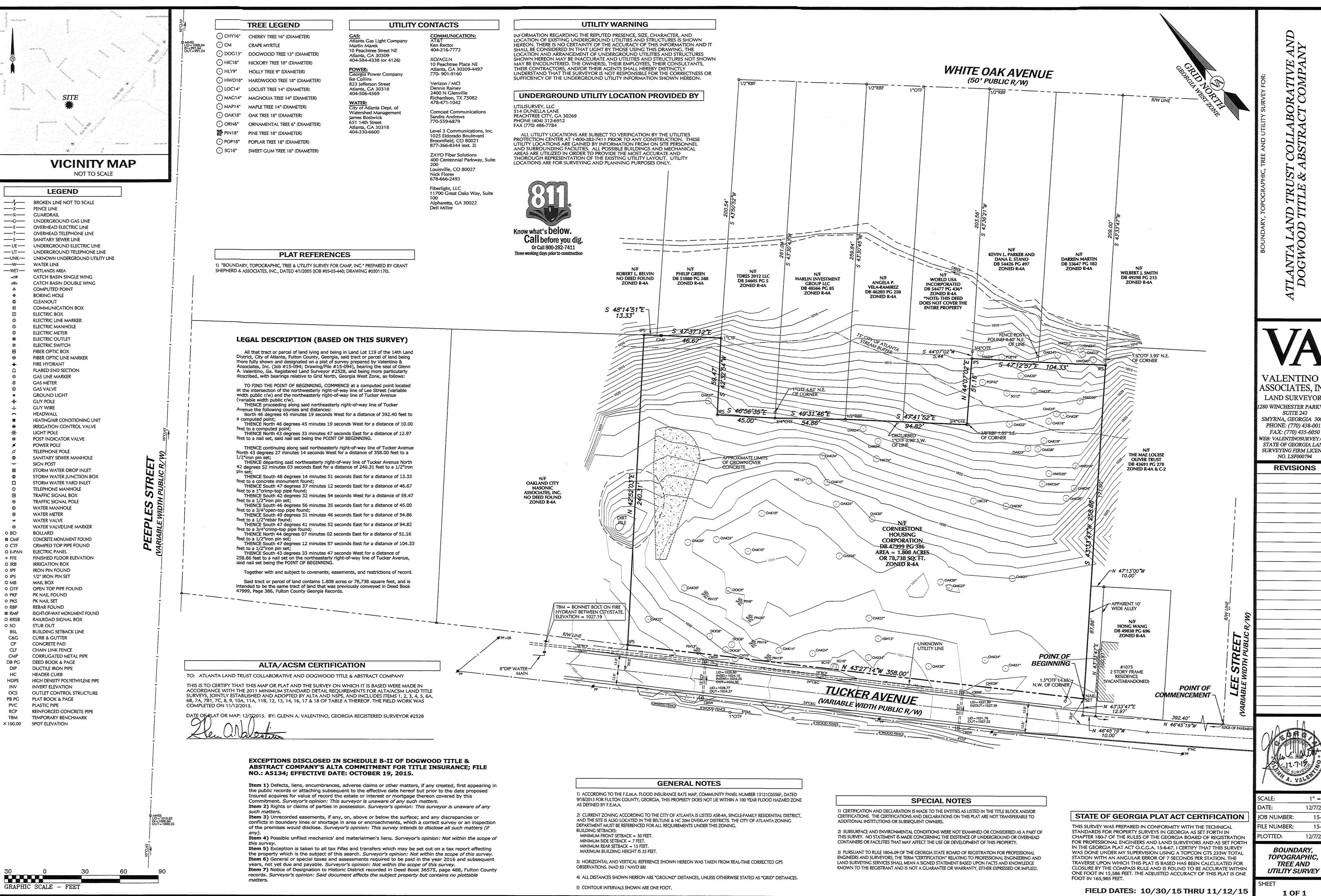
─N 43°33′47′′E 12.97′

N 46°45′19′′W 392.40′

UNITS THAT DO NO CONFORM TO —

SETBACK REQUIREMENT

Attachment C: Survey and Legal Description



VALENTINO & ASSOCIATES, INC LAND SURVEYORS 1280 WINCHESTER PARKWA SUITE 243 SMYRNA, GEORGIA 30080

PHONE: (770) 438-0015 FAX: (770) 435-6050 WEB: VALENTINOSURVEY.COM STATE OF GEORGIA LAND SURVEYING FIRM LICENSE NO. LSF000794

REVISIONS

1" = 30

12/7/201

15-094

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