

Request for Proposals

FOR THE DEVELOPMENT OF TWO LOTS IN THE GROVE PARK AND OAKLAND CITY NEIGHBORHOODS OF ATLANTA DATE ISSUED: AUGUST 21, 2023 RESPONSES DUE: OCTOBER 16, 2023

> 404.257.6866 Atllandtrust.org

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Overview

The Atlanta Land Trust ("ALT") is seeking design-build proposals ("Proposals") from firms ("Firms") capable of developing multi-unit residential projects in Atlanta, GA. ALT has site control of two sites: **885 North Eugenia Place NW** and **1141 White Oak Avenue SW** in Atlanta, Georgia (the "Sites or individually a "Site"). ALT is soliciting competitive Proposals for either or both Sites from Firms with experience developing projects similar in scope. It is anticipated that units will be sold to homebuyers whose incomes do not exceed 80% of the Area Median Income ("AMI") as set forth under Exhibit A. Firms responding to this Request for Proposals ("RFP") must have a proven track record of affordable housing development and demonstrate the capability and resources to develop the project in a timely manner.

ALT will accept proposals from Firms not previously qualified through ALT's formal qualification process; those Firms' qualifications will be assessed as part of the evaluation.

The Atlanta Land Trust

The mission of ALT is to deliver and steward permanently affordable housing to support inclusive, equitable communities near the Atlanta BeltLine and other targeted areas in the city of Atlanta. ALT was created in 2009 under the leadership of The Atlanta BeltLine Partnership, the Atlanta Housing Association of Neighborhood-based Developers and the Annie E. Casey Foundation, and a group of more than 30 public, private, nonprofit and community organizations who sought to maintain affordability in neighborhoods at risk of gentrification and displacement due to the Atlanta BeltLine and throughout the city of Atlanta. ALT deploys the community land trust ("CLT") model 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 in the organization; 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.

Notice

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 Proposal shall bind ALT. Each Proposal 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 Proposal or all Proposals or to waive any technical defect in a Proposal before or after Proposal submission. ALT also reserves the right to cancel this RFP at any time for any reason. Additionally, ALT may in accordance with applicable law, by addendum, modify any provision or part of this RFP at any time prior to the Proposal due date and time.

Project Description

ALT is seeking Proposals for residential development on the two aforementioned ALT-controlled Sites. More information on each Site is included on the following pages, and Site surveys are included in Exhibit B. Proposals will be accepted for either or both Sites.

ALT is highly interested in creative proposals that achieve moderate density on each Site (6-10 units). Townhome construction, modular construction, cottage-style, and other quality, efficient innovations are encouraged.

ALT anticipates partnering with selected Firm(s) to develop the Sites. The structure of this partnership will be determined based on the experience and expertise of the selected Firm.

ALT has the following overarching programmatic design goals:

- Create homes that blend seamlessly into the neighborhood fabric while being of their own time.
- Incorporate sustainable design principles to reduce energy use, conserve resources, and consider the life cycle cost of design choices.
- Utilize building materials that are durable and minimize long-term maintenance issues.
- Respond and relate to surrounding context to seamlessly blend new and old.
- Promote an active, vibrant streetscape that enhances walkability and livability.
- Incorporate sustainable site design.

August 2023 – October 2023	RFP Period
October 2023	Refine Conceptual Design
October 2023 – April 2024	Rezoning & Community Engagement
April 2024 – June 2024	Finalize Architectural Design, Project Team and Financing
June 2024 – December 2024	Permitting
January 2025 – March 2026	Construction, Marketing, and Sales

Conceptual Timeline:

885 N Eugenia Pl NW

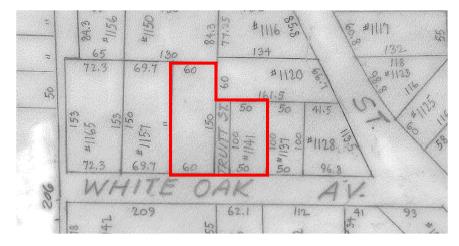


- Existing house and concrete structure to be demolished
- 115' x 190' = 0.50 acres
- Currently zoned R-4A, directly adjacent to MRC-1 parcel



1141 White Oak Ave SW

- Vacant lot
- 50' x 100' = 0.11 acres ALT has site control of the adjacent site (0 Truitt St SW) and will work with CoA to dispossess the Truitt St alley for a total of ~0.38 acres
- Currently zoned R-4A
- In Oakland City Historic District





Scope of Work

The anticipated responsibilities of the Firm, if selected to provide these services, will include (but not be limited to) the activities detailed below.

- 1. Site Planning and Design: The Firm will work with ALT to develop a site plan that provides the necessary information required for the successful rezoning approval by the city of Atlanta.
- 2. Entitlements and Development Approvals: ALT anticipates seeking rezoning and potentially amendments to the land use designation. 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 one Site within the Oakland City Historic District, a Type III certificate of appropriateness will be required from the Urban Design Commission.
- 3. Securing Project Financing: ALT will work with the selected Firm to secure financing the entire cost of the proposed projects. These costs include 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 and/or philanthropic funding to support the development of the Sites.
- 4. Horizontal and Vertical Development: The selected Firm will be responsible for the construction of all necessary off-site and select on-site improvements including, but not limited to, all required site infrastructure; building cores and shells; 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 regulations.
- 5. Facilitating Community Engagement: ALT will work with the selected Firm to build neighborhood support for the development of the Sites by assisting with community outreach initiatives as the project advances.
- 6. Sales and Marketing: ALT will create a marketing strategy for the projects and identify qualified homeowners to purchase the units.

Proposal Process Timeline

Request for Proposals Issued:	August 21, 2023
Pre-Proposal Conference:	September 11, 2023
A pre-proposal conference is scheduled for September 11, 2023, at 12:00 pm (local time) via Zoom. Attendance at the pre-proposal conference is not required but is strongly encouraged. Register at the following link: <u>https://www.eventbrite.com/e/atlanta-land-trust-n-eugeniawhite-oak-pre- proposal-conference-tickets-700373866087</u>	
Questions Due:	September 22, 2023
Any questions regarding this procurement must be submitted in writing to the Manager of Portfolio Development, Grace Roth, via electronic mail at groth@atllandtrust.org, on or before September 22, 2023 at 5:00 pm. All questions and answers will be posted to the ALT website at <u>www.atlantalandtrust.org</u> .	
Responses to Questions Posted:	September 29, 2023
Responses to Questions Posted: Submission Deadline:	September 29, 2023 October 16, 2023

Content of Submission

Firms must submit the following information to ALT for each property of interest:

- 1. **Narrative:** Provide an outline of the firm's approach and desired partnership. Provide a table with unit count and unit type. Highlight any relevant past work, especially in historic districts if submitting for 1141 White Oak.
- 2. **Plans/Concept:** Provide conceptual plans for the project.
- 3. **Schedule:** Provide a proposed project timeline including community engagement, rezoning, permitting, and construction. Additionally, please include in the schedule stage(s) in which pricing will be refined.
- 4. **Pricing:** Provide a rough order of magnitude cost proposal estimate, in total and per unit.
- 5. Fee: Provide the firm's proposed fee structure based on desired partnership.

Submission

Submission should be sent in an unlocked Portable Document Format electronically via email.

All submissions must be received by Atlanta Land Trust by 3:00 p.m. EST on Monday, October 16th by email submission to <u>ARhein@atllandtrust.org</u>, with <u>GRoth@atllandtrust.org</u> copied.

Evaluation

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

Proposals will be evaluated based on the evaluation criteria described below:

- 1. Experience and Qualifications: Proposal shall demonstrate the Firm's industry expertise and resources to successfully plan, develop and implement the Project, including experience with general community engagement and specific entitlement approvals (rezoning and/or Urban Design Commission).
- 2. Development Plan: Proposal shall seek to maximize the number and affordability of units while adhering ALT's overall programmatic design objectives.
- 3. Construction Management Plan and Schedule: Proposal shall provide evidence of a clear and prudent plan for completing the Project within a realistic timeframe.
- 4. Financial Proposal and Overall Business Plan: Proposal 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.
- 5. DBE Involvement: Minority and/or female owned firms will be given special consideration in the evaluation process. The selection of qualified Firms shall be based on the proposed use of minority and/or female owned firms in all aspects of the contract that will be awarded pursuant to this RFP process. Firms will be required to document their good faith efforts in this regard as an integral part of their Proposal.

Selection Process

The highest-ranked Firm will be recommended by the evaluation committee to the Board of Directors of the Atlanta Land Trust for the award of the development of the Project, contingent upon negotiation, execution and delivery of definitive agreements related to the proposed development of the property. Once Board of Directors approval has been received, ALT will proceed with negotiations of mutually acceptable definitive agreements. 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 reasonably determined by ALT.

Conflict of Interest Statement

No employee, officer, or agent will participate in the selection, award, or administration of a contract if they have a real or apparent conflict of interest. All persons affiliated with ALT are prohibited from soliciting or accepting gratuities, favors, or anything of monetary value from contractors or parties to subcontracts.

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 **80% 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). The Atlanta Land Trust will work with the selected Firm to determine the specific slaes prices for each home.

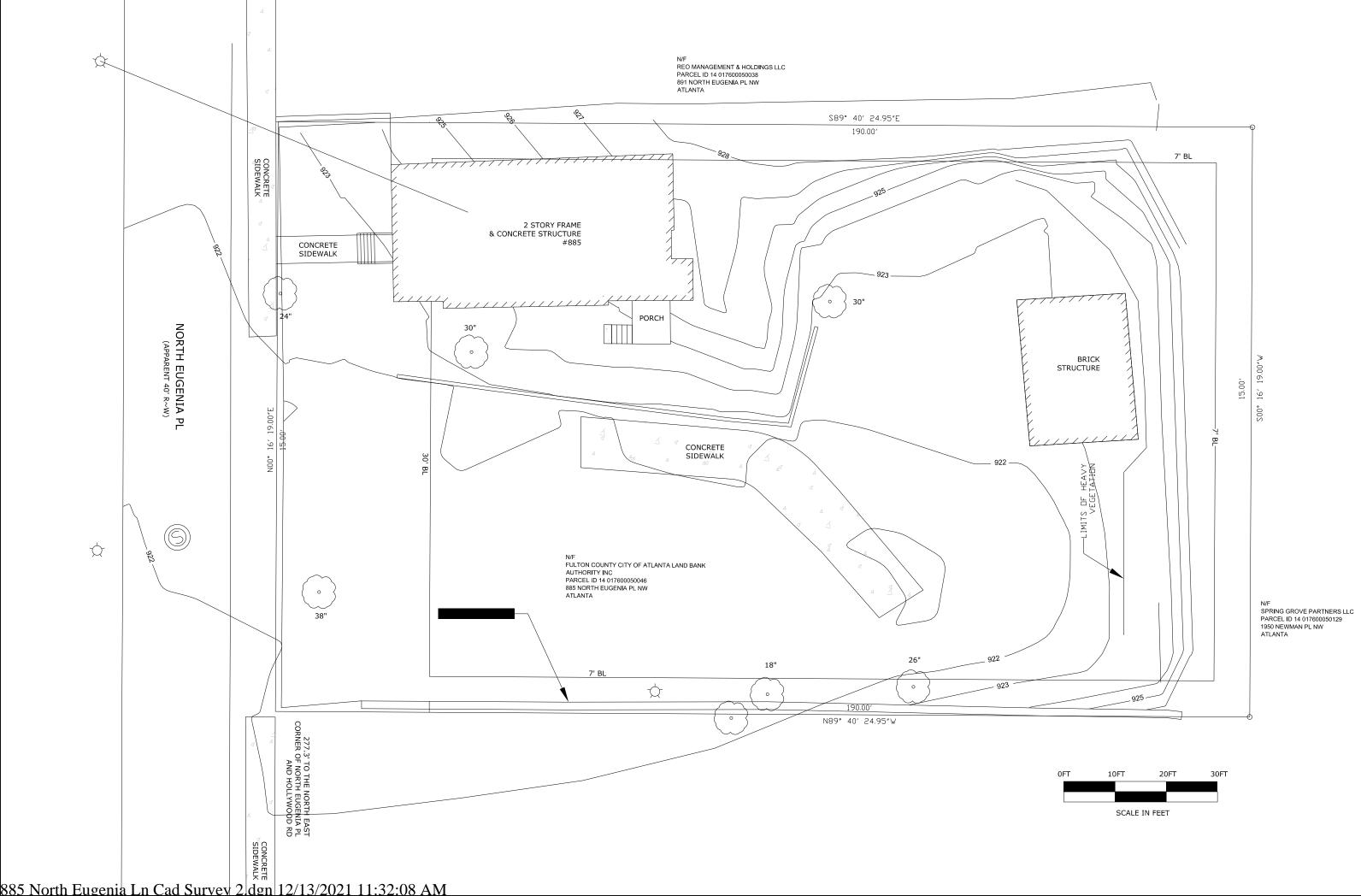
	Income Limits for 2023 (Based on 2023 MTSP Income Limits)						
1 Person 2 Person 3 Person 4 Person 5 Person 6 Person							7 Person
30%	\$21,450	\$24,510	\$27,570	\$30,630	\$33,090	\$35 <i>,</i> 550	\$38,010
50%	\$35,750	\$40,850	\$45,950	\$51,050	\$55,150	\$59,250	\$63,350
60%	\$42,900	\$49,020	\$55,140	\$61,260	\$66,180	\$71,100	\$76,020
80%	\$57,200	\$65,360	\$73 <i>,</i> 520	\$81,680	\$88,240	\$94,800	\$101,360
100%	\$71,500	\$81,700	\$91,900	\$102,100	\$110,300	\$118,500	\$126,700
115%	\$82,225	\$93 <i>,</i> 955	\$105,685	\$117,415	\$126,845	\$136,275	\$145,705
120%	\$85,800	\$98,040	\$110,280	\$122,520	\$132,360	\$142,200	\$152,040
140%	\$100,100	\$114,380	\$128,660	\$142,940	\$154,420	\$165,900	\$177,380

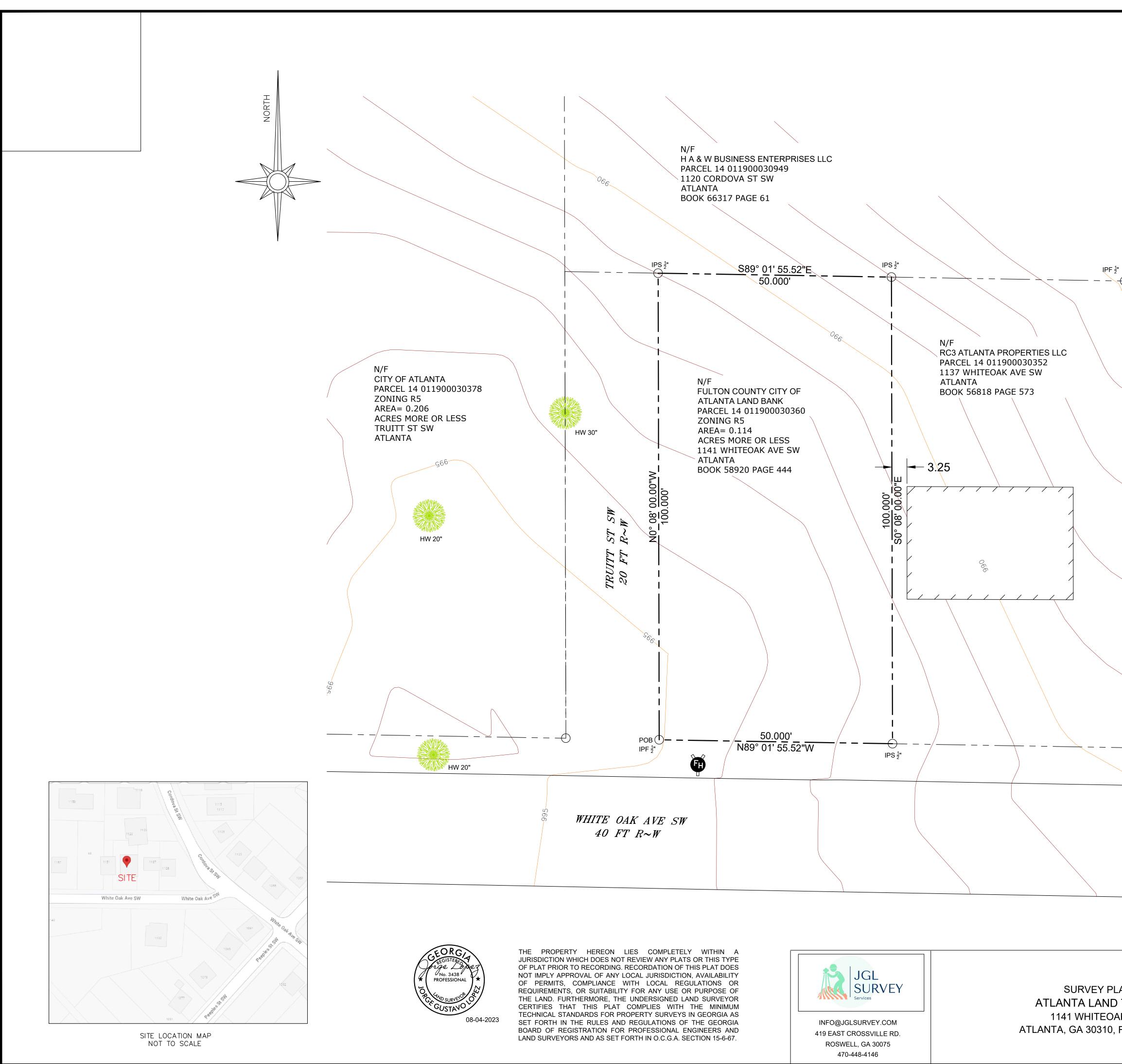
The maximum purchase price for each unit in the Project shall not exceed the values published from time to time by Invest Atlanta based on the income limits established by the U.S. Department of Housing and Urban Development. The 2023 limits are listed below by unit size. Final unit purchase prices will be calculated by Atlanta Land Trust based on the target income for homebuyers.

Income Limits for 2023 (Based on 2023 MTSP Income Limits)							
1 Person 2 Person 3 Person 4 Person 5 Person 6 Person 7 I							7 Person
30%	\$21,450	\$24,510	\$27,570	\$30,630	\$33,090	\$35 <i>,</i> 550	\$38,010
50%	\$35,750	\$40,850	\$45,950	\$51,050	\$55 <i>,</i> 150	\$59,250	\$63,350
60%	\$42 <i>,</i> 900	\$49,020	\$55,140	\$61,260	\$66,180	\$71,100	\$76,020
80%	\$57,200	\$65 <i>,</i> 360	\$73 <i>,</i> 520	\$81,680	\$88,240	\$94,800	\$101,360
100%	\$71,500	\$81,700	\$91,900	\$102,100	\$110,300	\$118,500	\$126,700
115%	\$82,225	\$93 <i>,</i> 955	\$105,685	\$117,415	\$126,845	\$136,275	\$145,705
120%	\$85,800	\$98,040	\$110,280	\$122,520	\$132,360	\$142,200	\$152,040
140%	\$100,100	\$114,380	\$128,660	\$142,940	\$154,420	\$165,900	\$177,380

Note: It is possible future HUD limits will apply.

Site surveys attached.





SURVEY PLAT FOR: ATLANTA LAND TRUST, INC. 1141 WHITEOAK AVE SW, ATLANTA, GA 30310, FULTON COUNTY

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SURVEYORS NOTE:

1. THE HORIZONTAL CONTROL USED ON THIS PLAT IS NAD 83 GEORGIA WEST AND ELEV. ARE REFERRED TO ORTHOMETRIC HEIGHT (NAVD '88 COMPUTED USING GEOID 12A).

2. ALL HORIZONTAL MEASUREMENTS ARE IN US SURVEY FEET UNLESS OTHERWISE SPECIFIED.

3. THE INFORMATION PROVIDED ON THIS PLAN SHOW ALL CURRENTLY EXISTING STRUCTURES, PROPERTIES AND UTILITIES ABOVE OR BELOW THE GROUND AS REVEALED BY OBSERVABLE EVIDENCE OVER GROUND INSPECTION.

4. EQUIPMENT USED TRIMBLE SPS610 TOTAL STATION AND TSC5 DATA COLLECTOR.

5. SURVEYOR HAS MADE NO INVESTIGATION OR INDEPENDENT SEARCH FOR EASEMENT OF RECORD, ENCUMBRANCES, RESTRICTIVE COVENANTS, OWNERSHIP TITLE EVIDENCE, OR ANY OTHER FACTS THAT AN ACCURATE AND CURRENT TITLE SEARCH MAY DISCLOSE.

6. THIS PLAN IS ONLY FOR THE BENEFIT OF THE PARTIES IN THE TITLE BLOCK. ANY USE BY THIRD PARTIES IS AT THEIR OWN RISK.

7. THE FIELD DATA UPON WHICH THIS PLAT IS BASED HAS A CLOSURE OF 1 FOOT IN 90,422 FEET, AN ANGULAR ERROR 03 SECONDS PER ANGLE POINT AND WAS ADJUSTED USING THE LEAST SQUARES METHOD.

8. THIS PLAT HAS BEEN CALCULATED FOR CLOSURE AND FOUND TO BE ACCURATE TO ONE (1) FOOT IN 101,320 FEET.

9. BY SCALING AND GRAPHICALLY PLOTTING ONLY, AS PER FEMA MAP SCALING, THE SUBJECT PROPERTY LIES WITHIN ZONE "X" OF THE FLOOD INSURANCE RATE MAP, COMMUNITY PANEL NO.13121C0356F - EFFECTIVE DATE OF 9/18/2013. THE FLOOD INFORMATION ON THIS PLAT HAS BEEN DETERMINED AFTER REVIEW OF MAPS WHICH ONLY APPROXIMATE THE LOCATION OF THE APPLICABLE FLOOD HAZARD AREA.

10. THIS PLAT IS SUBJECT TO ALL LEGAL EASEMENTS AND RIGHT-OF-WAYS PUBLIC OR PRIVATE.

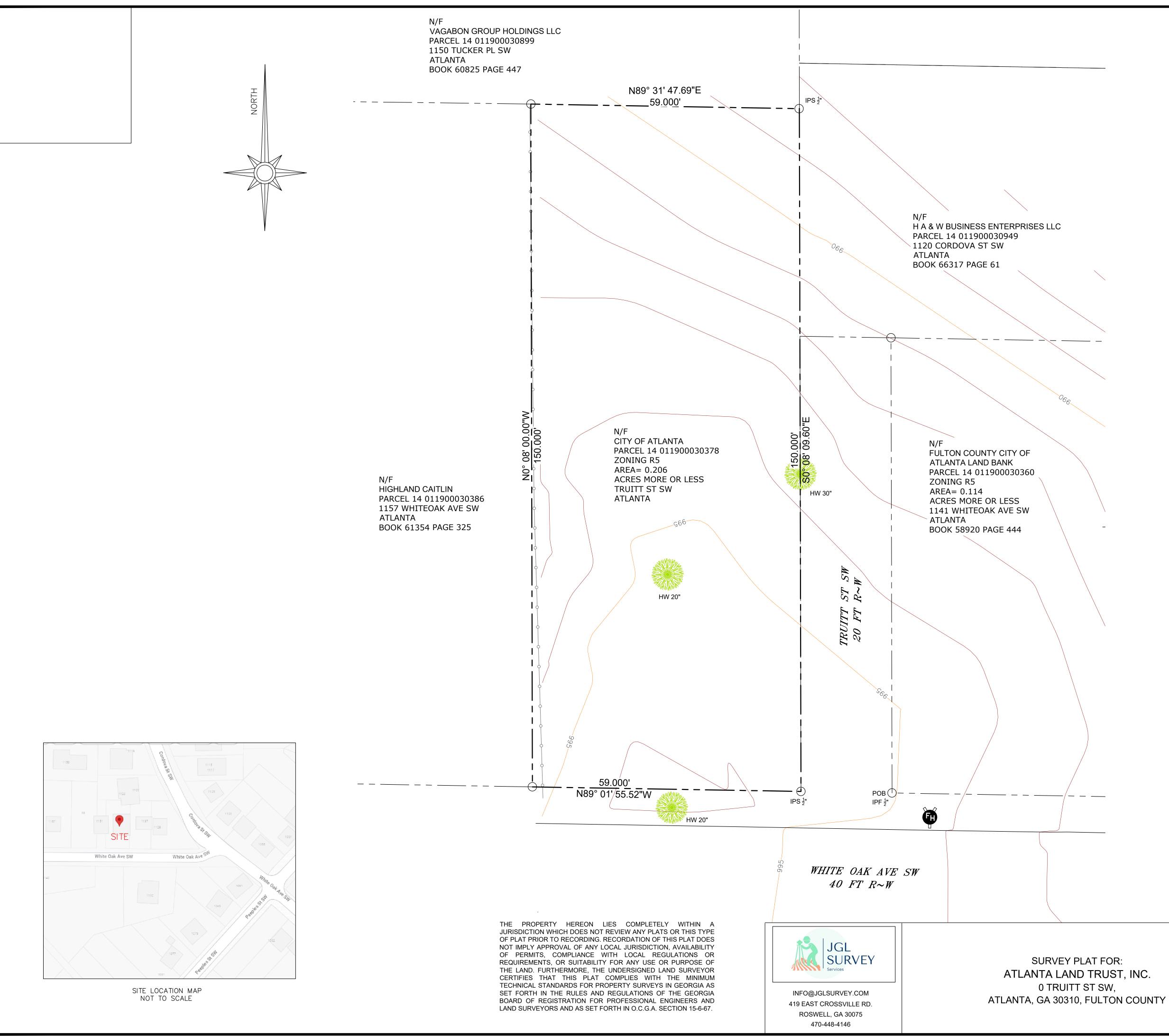
11. TRACK AREA = 4999.07 OR 0.114 ACRES MORE OR LESS.

12. CONTOUR LINES ARE AT (ONE) 1 FOOT INTERVAL.

LEGEND

— SS — SS —	SANITARY SEWER	
	SETBACK OR BUFFER LINES	
	PROPERTY LINE	
	CURB & GUTTER	
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S	SANITARY SEWER MANHOLE	
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E	ELECTRIC BOX	
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WM	WATER METER	
₩V ◯	WATER VALVE	
СОММ	CABLE / FIBER BOX	
\odot	PROPERTY CORNER	
	TREE	

		REVISIONS :
DATE OF FIELD WORK:	JUL-14-2023	
DATE OF PLAN PREPARATION	: JUL-28-2023	
DRAWING NUMBER:	E1	
JOB NUMBER:	J-T-191	
DRAWN BY:	J.LOPEZ	SHEET NO.
REVISED BY:	J.LOPEZ	1
LAND SURVEYING FIRM:	001337	
SCALE:	1"=10'-0"	
LOCATION: L.L.11	9-14TH_DISTRICT	TOTAL



SURVEYORS NOTE:

1. THE HORIZONTAL CONTROL USED ON THIS PLAT IS NAD 83 GEORGIA WEST AND ELEV. ARE REFERRED TO ORTHOMETRIC HEIGHT (NAVD '88 COMPUTED USING GEOID 12A).

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7. THE FIELD DATA UPON WHICH THIS PLAT IS BASED HAS A CLOSURE OF 1 FOOT IN 81,592 FEET, AN ANGULAR ERROR 03 SECONDS PER ANGLE POINT AND WAS ADJUSTED USING THE LEAST SQUARES METHOD.

8. THIS PLAT HAS BEEN CALCULATED FOR CLOSURE AND FOUND TO BE ACCURATE TO ONE (1) FOOT IN 102,012 FEET.

9. BY SCALING AND GRAPHICALLY PLOTTING ONLY, AS PER FEMA MAP SCALING, THE SUBJECT PROPERTY LIES WITHIN ZONE "X" OF THE FLOOD INSURANCE RATE MAP, COMMUNITY PANEL NO.13121C0356F - EFFECTIVE DATE OF 9/18/2013. THE FLOOD INFORMATION ON THIS PLAT HAS BEEN DETERMINED AFTER REVIEW OF MAPS WHICH ONLY APPROXIMATE THE LOCATION OF THE APPLICABLE FLOOD HAZARD AREA.

10. THIS PLAT IS SUBJECT TO ALL LEGAL EASEMENTS AND RIGHT-OF-WAYS PUBLIC OR PRIVATE.

11. TRACK AREA = 8848.43 OR 0.203 ACRES MORE OR LESS.

12. CONTOUR LINES ARE AT (ONE) 1 FOOT INTERVAL

LEGEND

— ss —— ss ——	SANITARY SEWER	
	SETBACK OR BUFFER LINES	
	PROPERTY LINE	
	CURB & GUTTER	
<u> </u>	FENCE	
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LOCATION:	L.L.119-14TH_DISTRICT	TOTAL

REVISIONS:
