



## DEVELOPMENT PARTNER AUGUST 28, 2020

### Questions & Answers

1. Can you clarify the composition of the development review committee that will evaluate RFQ responses?

**Answer #1**

**The review committee will be made up of DCHFA staff.**

2. Is there a specific form that you require for the “statement that the firm and responding teams are not in arrears in the payment of any obligation due and owing to the District of Columbia, including tax payments and employee benefits and that it shall not become so during the term of the agreement if selected.” Do you need certificates from the lead developer or all parties in the response?

**Answer #2**

**There is no specific form.**

3. Does DCHFA have a preference for a ground lease or fee ownership?

**Answer #3**

**DCHFA is open to both ground lease and fee ownership options. Please keep in mind that economics are not required in the response to this Request for Qualifications. Additional guidance may be provided in a forthcoming Request for Proposals.**

4. Will compliance with 10-801 standards be statutorily required or is DCHFA not subject to this clause? More specifically, is 30% affordable housing a minimum threshold? Michael to dig into and provide feedback.

**Answer #4**

**Direction related to affordable housing requirements will be provided in a forthcoming Request for Proposals.**

5. Does DCHFA have a preference on relocation areas for its future office?

**Answer #5**

**DCHFA has not yet determined a new office program or preferred relocation area.**

6. Is there a hard and fast date by which DCHFA would like to close and/or relocate? Would they prefer a sale-leaseback scenario or a later close that maximizes land value?

**Answer #6**

**Direction for transaction structure and any potential sale-leaseback will be provided in a forthcoming Request for Proposals.**

7. Please elaborate on the expectations for development vision as addressed on page 20 of the RFP. It is referenced in the evaluation criteria of the RFQ, but not detailed in the response contents on pages 17-19 of the RFQ. Where and how should this be addressed in the RFQ?

**Answer #7**

**DCHFA is expecting respondents to provide a high-level strategic vision for the redevelopment of the Headquarters site. Please include this information as #9 Development Vision under Section C. Response Content.**

8. What level of affordability is required? We understand the threshold of 20% of residential square footage but wanted to confirm AMI threshold.

**Answer #8**

**Direction related to AMI thresholds will be provided in a forthcoming Request for Proposals.**

9. What is DCHFA's office need on both an interim and permanent basis?

**Answer #9**

**Same answer as #5 above.**

10. Will DCHFA consider a percentage ownership structure for the affordable housing (i.e. community members own a percentage of the building or development)?

**Answer #10**

**The Agency would consider this arrangement.**

Q&A from Pre-Bid Meeting:

1. Please advise as how the project team is defined.

**Answer #1**

**Looking for the start of a project team, partnership, architect, engineering.**

2. Does DCHFA have drawings of the existing building.

**Answer #2**

**Will be issued as part of the RFP due diligence documents.**

3. Does the building have a historic registration?

**Answer #3**

**No.**

4. Will massing be required as part of the RFP submission.

**Answer #4**

**Not expecting plans, but a narrative around vision for the site.**

5. Can you clarify how a non-profit organization can qualify for inclusive development? Does a board of directors qualify?

**Answer #5**

**DCHFA will circle back and provide further clarification.**

6. Could you clarify DCHFA's future office needs?

**Answer #6**

**This is not part of the RFQ scoring criteria but will be clarified as it becomes clearer on the agency's needed. The option to provide respondent-controlled sites is for educational purposes.**

7. Please clarify that professional services providers should not respond to the RFQ but can be included in a development team's response.

**Answer #7**

**Yes, professional service firms should be part of a developer's team but should not respond to the RFQ directly.**

8. Clarify balance between purchase price and affordability component.

**Answer #8**

**DCHFA is leaving this up to the creativity of the responding teams and will determine a direction upon reviewing market recommendations.**

9. Does DCHFA intend to participate in the financial structure of a transaction.

**Answer #9**

**DCHFA is open to creativity of responding team and will not limit.**

10. Is there a preference for a ground lease or fee simple transaction?

**Answer #10**

**DCHFA will entertain all options put forward by responding teams.**



11. What is expected or what is DCHFA looking for in terms of an outreach program?

**Answer #11**

**DCHFA is looking for demonstrated implementation of how a respondent as engaged with the community in previous projects.**

12. Will the respondent be evaluated on team service providers?

**Answer #12**

**Yes, DCHFA is looking for qualifications for all team members presented in a response.**

13. Will this information be posted?

**Answer #13**

**Yes, DCHFA will post a recording of this meeting along with a participant list to the agency's business opportunities website.**