



Raleigh Housing Authority



REDEVELOPMENT OF VACANT LAND REQUEST FOR QUALIFICATIONS REAL ESTATE DEVELOPMENT PARTNER

RFQ-2025-RED-001

FEBRUARY 28, 2025

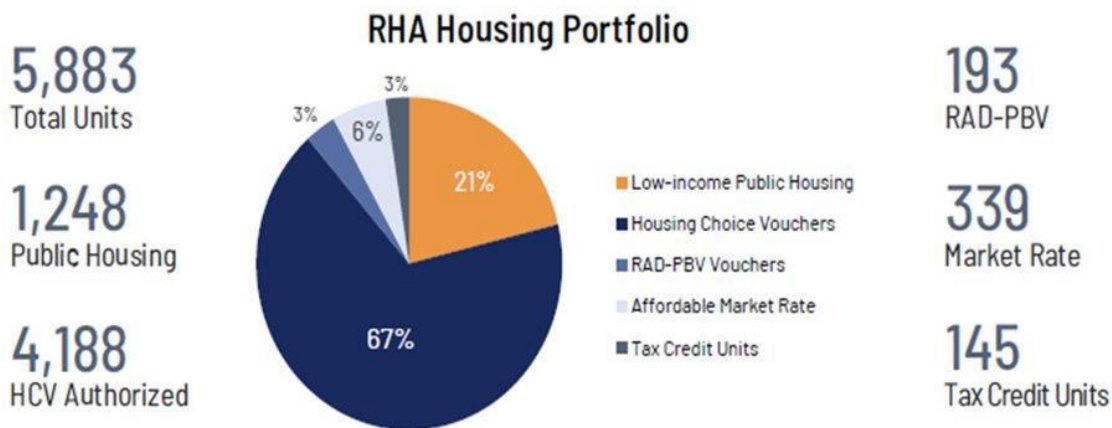
(Revised March 3, 2025)

About RHA

The Housing Authority of the City of Raleigh, North Carolina (“RHA” or the “Agency”), was organized under State law in 1938 with the mission of providing safe, quality, affordable housing to families in the greater Raleigh community. The Agency has a nine-member Board of Commissioners that provides oversight for the Agency. Under HUD’s report card called the Public Housing Assessment System, RHA has been consistently rated as a “High Performer.”

Since its inception, RHA has become one of the largest providers of affordable housing in Wake County. Currently, RHA owns and manages nearly 2,000 affordable housing units and administers more than 4,000 Housing Choice (Section 8) Vouchers. As of December 2024, the occupancy rate for public housing **averages 97%** and the voucher program is **101% utilized**.

The portfolio composition is diversified with respect to building typology, geographical location, tenancy and affordability.



Raleigh Housing Authority’s [2024 Strategic Plan](#) lays out the organization’s strategy for improving employee and customer quality of life, increasing the supply of affordable housing, and developing healthy, vibrant, inclusive communities. The five strategic goals present a vision of what RHA hopes to accomplish, our objectives for realizing these goals, and the strategies for achieving success.

RFQ Overview

Two core components of the Agency’s [2024 Strategic Plan](#) include developing thriving communities and cultivating effective partnerships to facilitate the development of at least 2,000 new housing units. In furtherance of the vision set forth in the plan, RHA is pleased to release the RFQ for Real Estate Development Partner for the redevelopment of an RHA-owned, vacant parcel located in northern Downtown Raleigh. RHA seeks private sector and non-profit development partners with experience and financial capacity to access a combination of private and public financing sources. Due to the rapidly changing development landscape and timing related to Low-Income Housing Tax Credits (“LIHTC”), **RHA is interested in options for a faster project delivery than would be provided when using LIHTC. Additionally, RHA is interested in innovative construction methods such as modular construction, prefabrication, panelized construction, and hybrid prefabrication.**

Respondents must have experience, capacity and present a vision for a project that incorporates non-LIHTC financing and modular-related construction methods.

Process

RHA will utilize a two-step process.

PHASE 1: RFQ solicitation, as described herein, where RHA will vet and create a list of prequalified developers; followed by,

PHASE 2: Request for Proposals (“RFP”) - prequalified developers will provide a detailed response to an RHA-issued RFP, separate from the RFQ solicitation. The required proposal details will include, but not be limited to, a program summary, conceptual design scenarios, preliminary budgets, financing plan, summary of roles and responsibilities, and any other commitments consistent with RHA’s goals and Strategic Plan. RHA will review and make a recommendation to advance the selected proposal for approval by the RHA Board of Commissioners.

RHA will reserve the right to shortlist teams based upon their RFP submissions for interviews with RHA staff. Thereafter, RHA will further narrow the field to a small number of qualified finalists to then clarify and negotiate all aspects of their proposals. **At its sole discretion, RHA reserves the right to issue additional RFPs to the qualified pool of applicants for other potential sites for redevelopment.**

ANTICIPATED TIMELINE:

Issue Date	Friday 2/28/2025
Interested Respondents Registration	Friday 3/14/2025 – 11:59pm ET
RFQ Response Due Date	Friday 4/4/2025 – 4:00pm ET
“Pre-Qualified” Respondents Selected	Friday 4/25/2025
RFP Issue Date	Wednesday 5/9/2025
RFP Response Due	Monday 6/9/2025
Recommendation to RHA BOC	Thursday 6/26/2025

Registration: All interested Respondents should register their interest by **sending an email to AM_RED@rhanc.gov with the subject line: RFQ-Registration** no later than **Friday, March 14, 2025 - 11:59pm ET**, to ensure prompt notification of any amendments. It is the responsibility of the Respondent to check the RHA website at www.rhanc.gov for any addendums issued.

Questions: Written questions must be submitted via e-mail to **sending an email to AM_RED@rhanc.gov with the subject line: RFQ-2025-001 Questions.**

Neither Respondents nor their representatives should engage in any form of communication about the RFQ with individuals from RHA starting from the issuance of the RFQ until closure, initially designated as April 25, 2025, at 11:59 PM ET.

Site Description



1013 Halifax Street is a 2.27-acre, RHA-owned, vacant parcel located on the west side of Halifax Street between Haynes and Oak Chase Lane in northern downtown Raleigh. RHA currently leases the site to the City of Raleigh Parks Department for a nominal fee with a lease expiration date of December 31, 2025.

Additional site photos located here: <https://adobe.ly/4gtgVFi>



Development Priorities and Resources

PRIORITIES:

The development priorities for RHA include, but are not limited to, the following items (not presented in order):

1. Provision of senior housing is a priority of the Halifax Parcel. RHA is planning to convert an existing elderly public housing community using the Rental Assistance Demonstration (RAD) and RAD/Section 18 blend programs. RHA seeks to use the Halifax Parcel as a replacement housing option. The Respondent must include descriptions of the desired mix of uses, including the targeted mix of affordable units (including affordability levels), the mix of incomes, and the integration of each. RHA expects to select developer partners that are experienced with layered mixed-income financing. Preference for execution options that do not rely on LIHTCs.
2. Project design and construction methods focused on modular construction, prefabrication, panelized construction, and hybrid prefabrication.
3. Urban design should prioritize walkability, shared spaces, and should align in the vision outlined in the RHA Strategic Plan and Development Priorities described herein.
4. The development should incorporate space for integration and delivery of resident-centered services and programming.
5. Feature high quality, context sensitive architectural design that is respectful to the surrounding neighborhood. A selected developer partner will be expected to utilize design principles that are compatible with the neighborhood and community surrounding the site(s) and create designs that are appealing and architecturally attractive. Design of affordable and market rate units must be indistinguishable.
6. Integrate sustainable construction and design practices that optimize energy efficiency and potentially reduce utility costs for both residents and the overall development.
7. Foster meaningful engagement of residents and other stakeholders throughout the implementation period. The selected developer will agree to participate in a mutually agreed upon community engagement plan that connects and integrates resident, neighborhood, and other key stakeholder contributions in the overall development plan.
8. Universal design: environments to be usable by all people, to the greatest extent possible, without the need for adaptation or specialized design. Universal design benefits people of all ages and abilities. Examples include designing wider doorways, installing levers instead of doorknobs, and putting bathtub/shower grab bars in units.

POTENTIAL RESOURCES:

Certain resources may be afforded through a partnership with RHA that will maintain the financial viability of the project. Resources will vary based on availability and will be subject to negotiation with the selected developer.

1. RHA is willing to enter a long-term ground lease, subject to HUD approval
2. RHA will contribute at least 25 project-based vouchers for the development with payment standard at 100% of Fair Market Value.
3. RHA ownership participation that preserves property tax exemptions for rental housing
4. RHA will help to pursue available public resources throughout the development process on behalf of the development partnership. This includes working with the selected developers to maintain relationships with public authorities and governing such as the City of Raleigh, Wake County, NC Local Government Commission, NCHFA, U.S Department of Housing and Urban Development, and U.S Department of Transportation
5. Financial contribution toward funding a portion of the pre-development funding.

Submission Requirements

RHA is seeking qualification packages from those interested in partnering to develop the project. Please pay careful attention to submission requirements, as these will be the basis for evaluation. For each submission section below, RHA will accept only a limited number of 8.5x11 pages. Additionally, applicants may upload up to 25 pages of supplementary material (appendix) that can provide additional context to their application. Supplemental material may be referenced by the evaluation team but will not be the basis upon which applicants are evaluated.

RHA issues Requests for Qualifications to provide applicants with the ability to highlight team strengths, vision, and capacity to execute the project. Respondents should tailor their applications to best demonstrate their ability to form strong partnerships that can work with RHA to realize the Project's development priorities. Respondents are not expected to provide full development plans and are expected to work with RHA during negotiations to come to a satisfactory agreement between parties.

DEADLINE FOR SUBMISSION: The deadline for submission of responses is **4:00pm Eastern Time on April 4, 2025.**

DELIVERY: All Respondents shall submit, by email to AM_RED@rhanc.gov, one (1) digital PDF file for each submission, as an e-mail attachment (compress file, if necessary) or via a link to a file-sharing service.

Submissions may also be delivered by mailing a flash drive to: Raleigh Housing Authority, RFQ-2025-RED-001 RESPONSE to 900 Haynes Street, Raleigh, NC 27604. **Packages will be accepted at the above office until the date and time shown. PLEASE NOTE: RHA offices are closed from 12:00 noon to 1:00 pm.**

Proposals received in the issuing office after the date and time may not be considered. RHA is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or other delivery services. The official time used in the receipt of submissions is that time on the automatic timestamp or other documentary evidence of receipt in the issuing office.

REQUESTED INFORMATION: Respondents must include all information outlined below in their responses. In each section below, please provide the requested information within the page count maximum. Any pages that exceed the page count will not be considered for evaluation. A page is considered 1 standard size letter 8.5 x 11.

CONTENT:	MAXIMUM PAGES
1. Cover Letter	1
2. Table of Contents	1
3. Executive Summary Brief written narrative of the proposed development vision, team structure, and capacity to realize the project. The purpose of the Executive Summary is to provide RHA with an overview of key elements of the submission and a narrative explanation of how elements will be integrated, managed, and implemented to achieve successful project completion.	2
4. Project Vision Respondents should provide a high-level description of their vision and program for the Halifax Parcel, which may or may not include visual diagrams. RHA seeks a forward-thinking, innovative, community-minded development partner prepared to execute a public-private partnership that will establish a standard of housing quality and design. In their vision, Respondents should provide a clearly articulated vision for how they intend to work together with project team, RHA, and partners to ensure that the Development Priorities.	6
5. Project Delivery Plan <ul style="list-style-type: none"> - Description of how Respondent proposes to work with RHA during each phase from pre-development to stabilization including proposed partnership structure, allocation of responsibilities - Description of steps necessary to evaluate due diligence, financing, pre-development design approach, construction, community engagement, lease-up, property management, and long-term operations, and - Timeline for execution that includes proposed start date of construction, completion and stabilization 	2

<p>6. Team Organization</p> <ul style="list-style-type: none"> - Description of each team member organization and their role on the development team, including but not limited to (as applicable) development firms, architecture and engineering firms, legal counsel, financial partners, investors, shareholders, and other contractors, service providers, or partners, - An overview of key personnel who will work on the project, including a short overview of background, years of experience, educational background, and employment history for each primary individual, - Identification of a single point of contact for future communications related to this procurement, including contact person’s name, title, organization, address, telephone number, and email address, and - Proposed structure of the development entity (e.g. LLC), including members and role 	2
<p>7. Key Personnel Experience</p> <p>Please highlight 2 to 3 projects on which key personnel of the respondent team have played a central or lead role that best highlights the team’s ability to achieve the Agency goals. Projects may include:</p> <ul style="list-style-type: none"> - Engagement with public or quasi-public entities like RHA, - Mixed-use, mixed-income, and mixed-tenure developments, - Public-Private Developments with creative ownership and financing structures, and <p>Each project example should include, at a minimum:</p> <ul style="list-style-type: none"> - Name and location of the project, - Site plans, massing, renderings, and/or photographs, - Respondent team members involved on the project and role, - Other firms involved in the project, - Scope (land area, gross square footage by program/product type, etc.), - Total development cost (excluding land), - Development timeline, and - Details of the project financing 	6
<p>8. Additional Personnel Experience</p> <p>Please provide an overview of an additional 3-5 projects that highlight the experience of other personnel from the Respondent team.</p> <p>Each project should include, at a minimum:</p> <ul style="list-style-type: none"> - Name and location of the project, - Respondent team personnel involved in the project and role, - Visual or textual material that demonstrates team member contribution, - Other firms involved in the project, and - Scope of development 	6

<p>9. Financial Qualifications and Capacity Respondents must provide evidence of their team’s financial capacity and demonstrate their financial ability to undertake the project. For respondents that are not publicly traded, audited financial statements in U.S. dollars for the three most recent years must be provided. If the Respondent is a joint venture or partnership, financial statements for each partner are required. In addition to financial statements, additional evidence shall include two financial references, a letter from a financial institution with whom the Respondent has a relationship, and the identification of sources of equity or debt capital that may or will be used for the Project. Additionally, respondents should disclose any potential or actual conflicts of interest.</p>	6	
<p>10. Appendix Respondents may include as an appendix a portfolio of past projects, further demonstration of past partnerships, highlights from key and additional personnel, and any other material that may serve to provide additional context to the evaluation committee.</p> <p>Members of the evaluation committee may reference materials in the Appendix, but scoring will not be impacted by materials that only appear in the Appendix.</p>	25	
TOTAL MAXIMUM PAGES		57

Scoring

CRITERIA	MAXIMUM POINTS	
<p>TEAM:</p> <ul style="list-style-type: none"> - Composition - Resume/Overall Experience - Experience with similar project 	50	
<p>PROJECT VISION AND NARRATIVE:</p> <ul style="list-style-type: none"> - Alignment of vision with RHA goals - Creativity of vision - Viability of vision 	30	
<p>ABILITY TO EXECUTE:</p> <ul style="list-style-type: none"> - Financial qualifications - Execution plan - Team capacity 	20	
TOTAL MAXIMUM POINTS		100

RHA'S RESERVATION OF RIGHTS

RHA reserves the right to reject any or all proposals, to waive any informality in the RFQ process, or to terminate the RFQ process at any time, if deemed by RHA to be in its best interests.

- RHA reserves the right not to award a contract pursuant to this RFQ.
- RHA reserves the right to terminate a contract awarded pursuant to this RFQ, at any time for its convenience upon 30 days written notice to the successful proposer(s).
- RHA reserves the right to determine the days, hours and locations that the successful proposer(s) shall provide the services called for in this RFQ.
- RHA reserves the right to retain all proposals submitted and not permit withdrawal for a period of 60 days after the deadline for receiving proposals without the written consent of RHA.
- RHA reserves the right to negotiate the fees proposed by the proposer entity.
- RHA reserves the right to reject and not consider any proposal that does not meet the requirements of this RFQ, including but not necessarily limited to incomplete proposals and/or proposals offering alternate or non-requested services.
- RHA shall have no obligation to compensate any proposer for any costs incurred in responding to this RFQ.
- RHA shall reserve the right at any time during the RFQ or contract process to prohibit any further participation by a proposer or reject any proposal submitted that does not conform to any of the requirements detailed herein. By accessing RHA's website and by downloading this document, each prospective proposer is thereby agreeing to abide by all terms and conditions listed within this document and further agrees that he/she will inform RHA in writing within 5 days of the discovery of any item listed herein or of any item that is issued thereafter by RHA that he/she feels needs to be addressed. Failure to abide by this time frame shall relieve RHA, but not the prospective proposer, of any responsibility pertaining to such an issue.
- RHA will reject the proposal of any Respondent who is debarred by the U.S. Department of Housing and Urban Development (HUD) from providing services to public housing agencies and reserves the right to reject the proposal of any Respondent who has previously failed to perform any contract properly for RHA.