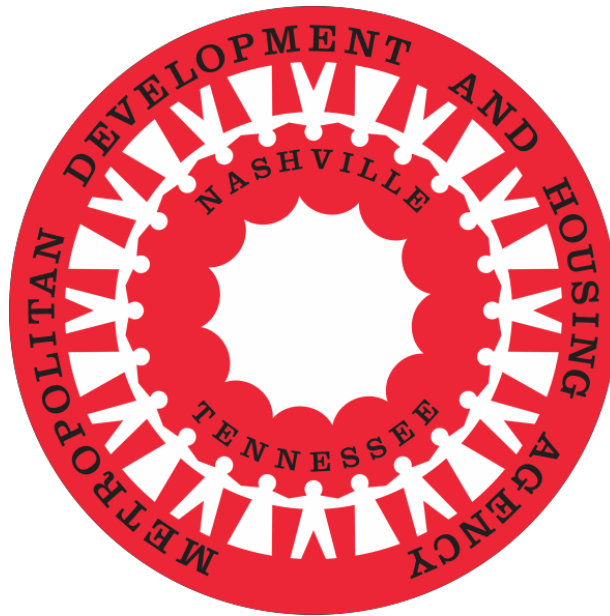


**REQUEST FOR QUALIFICATIONS
FOR
NAPIER AND SUDEKUM REDEVELOPMENT CO-DEVELOPER**

Solicitation No. 2022-CON-Q01

Addendum No. 2



**METROPOLITAN DEVELOPMENT AND HOUSING AGENCY NASHVILLE,
TENNESSEE**

August 11, 2022

ADDENDUM No.2 REQUEST FOR QUALIFICATIONS FOR NAPIER AND SUDEKUM REDEVELOPMENT CO-DEVELOPER

Questions from the Pre-Proposal meeting:

- Q1.** Is this development eligible for a Choice Neighborhood Implementation grant?
A1. Napier and Sudekum were both previously converted to RAD. Up till now, Choice Neighborhoods Implementation grants have been available only for applications where the target housing is currently public housing, project-based Section 8, 221(d)(3), or Section 236. Developments that have already been converted to RAD are not eligible. Barring a future change in the eligibility criteria, the answer is that Napier Sudekum is not eligible for a Choice Neighborhoods implementation Grant.
- Q2.** Scoring on firms' equity; will Developers score higher depending on firms' potential equity contribution?
A2. There is no cost component in the RFQ. However, we will consider a Team's capacity to bring equity. Cost and equity will be a larger focus for the RFP phase.
- Q3.** Co-Developer: will they become co-owner?
A3. MDHA will maintain a high level of ownership. More details will be provided in the RFP, and terms may be negotiated after award.
- Q4.** Will there be reports to the Environmental Conditions of Napier & Sudekum?
A4. Not at this time. Per 2.12 Site Conditions: the site is provided "as-is".
- Q5.** What is the timeline to select the top 5 Responders?
A5. MDHA expects to determine the "Short-List" by October 2022. This may take longer depending on the number of responses received.
- Q6.** Is there stipulation on length of responses?
A6. There is not a page limit, but the selection committee will appreciate complete and succinct responses. Please limit resumes/bios for the section 4.2.5 Staff Experience to one (1) page each.
- Q7.** What are your expectations for the level of community involvement?
A7. The planning process included residents and community stakeholders. We intend for planning, design, and implementation to continue to involve residents and community stakeholders. But we also understand the need to control the options presented to the community.
- Q8.** Who will handle the HAP (Housing Assistance Payment) Contracts and any transfers of Project-Based Rental Assistance that development may require?
A8. MDHA 's Affordable Housing Department.
- Q9.** Will the Equity participation need to cover the full 57 acres at once? Or will the equity be limited and phased?
A9. MDHA expects a phased approach, to be determined by the Team. Refer to Exhibit 3 from Addendum 1 Napier and Sudekum Redevelopment Aspirational Milestone Schedule.

- Q10.** How will MDHA evaluate favorable tax credit equity history?
A10. Evaluating the tax credit equity history of a potential development partner would involve evaluating their capacity and their past record in: applying for and obtaining tax credits (with emphasis on the state of Tennessee), obtaining tax credit equity from syndicators/investors at the most favorable pricing and terms (such as equity payout, tax credit adjusters, reserve requirements, and other terms), working with investors and the state agency on underwriting, due diligence, and closing, and maintaining compliance after the start of operations (in cases where the developer is to be responsible for lease-up and/or property management for any period).
- Q11.** What is MDHA's Relocation plan? What is the current number of vacant units?
A11. Refer to Exhibit 3 from Addendum 1 Napier and Sudekum Redevelopment Aspirational Milestone Schedule. MDHA has not identified an initial offsite location to relocate residents. Nor has it determined one is necessary. It is MDHA's intent to phase construction. The current number of vacant units at Napier & Sudekum is 32 as of 8/5/22.

Questions that were submitted in the Market Place:

- Q12.** Will you distribute Pre-Proposal Sign In document?
A12. Yes, attached to this Addendum No. 2.
- Q13.** What is the total estimated construction cost?
A13. MDHA estimates the total program cost for Napier and Sudekum Redevelopment will be \$720 million in present dollars.
- Q14.** Is there any emphasis being placed on Minority participation?
A14. Yes, refer to the DBE part of the scoring matrix in section 3.7 of the RFQ and Addendum No. 1.
- Q15.** Could you please advise as a construction and demolition waste management DBE, if we need to bid online in Housing Agency Market Place to provide roll-off dumpsters for collection, hauling, disposing, and recycling construction and demolition (C&D) waste?
A15. This RFQ is only for the Co-Developer services. Waste removal will not be needed for a year or two. We recommend waiting to bid waste removal services until a Co-Developer is selected and the Team solicits those services.
- Q16.** I attended the pre-proposal conference for the Napier and Sudekum RFQ. Is there an anticipated date that an addendum pursuant to the questions and answers from the pre-proposal meeting will be published?
A16. Questions from the pre-proposal conference for the RFQ for Napier and Sudekum Redevelopment Co-Developer are included in this Addendum No. 2.

Informational:

- All Responders are encouraged (not required) to visit the Napier and Sudekum site prior to your RFQ submission for Napier and Sudekum Development Co-Developer. MDHA will not provide guided tours of the property. If you choose to visit the Napier and Sudekum site, we request you visit during the Agency's business hours of 7:30 a.m. – 4:00 p.m.

Please keep in mind the property staff stays very busy assisting residents and other related duties during these hours.

- Clarification: There was no previous Addendum 2 for the RFQ for Napier and Sudekum Redevelopment as implied during the call. This is Addendum 2.
- Reminder to acknowledge all Addendums on your Letter of Interest.
- Link to recording of the Pre-Proposal meeting July 27, 2022 @ 2:00 p.m.:

<https://drive.google.com/file/d/1pV0R2NaEbNtIUypQnAI7GhC6AZIAy6kQ/view?usp=sharing>

Attachment:

- Pre-Proposal sign in document attached.

PRE-PROPOSAL MEETING SIGN IN SHEET

NAME OF PROJECT: •RFQ Napier & Sudekum Developer Redevelopment Co-Developer			DATE/TIME: July 27, 2022 @ 2:00PM
NAME-PLEASE PRINT	Company/Representing	Phone Number	Email Address-PLEASE PRINT
Tina Meador	MDHA	615-780-7088	tmeador@nashville-mdha.org
Diane Baseheart	MDHA	615-252-8434	dbaseheart@nashville-mdha.org
Kuersten Gibson	MDHA	615-252-8477	kgibson@nashville-mdha.org
Curtis Thomas	MDHA	615-252-8426	cthomas@Nashville-MDHA.org
Michael Wegerson	MDHA	615-252-8497	mwegerson@nashville-mdha.org
Keith McLean	Urban Consulting Group LLC	615-974-6581	keithj.mclean@gmail.com
Gwen Sims	DBE Strategic	615-504-2244	gdavis@simsdiversityconsult.com
Jasmine Baldwin	The NRP Group	615-780-7088	jbaldwin@nrpgroup.com
Amon Martin	Pennrose LLC	504-566-3056	Amartin@pennrose.com
Ian Karra	Columbia Residential	678-938-9619(Ian) 404-354-0550(Christina Davis)	ikarra@columbiares.com
Gretchen Trast	Urban Housing Solutions		gretchen@urbanhousingsolutions.org
Kabir Sandhu	RC Mathews		
Tessa Edison(requested copy of recording)		202-670-1490	tedison@dantespartners.com - info@asset-mc.com (send recording)
Jocelyn Gordillo(Did not attend but requested copy of recording)	MDG Design and Construction	T (631) 421-7371 F(631) 421-3681	JGordillo@mdgny.com
Michael A Carter Sr.	Urban Community Development LLC		mike.carter4164@att.net
Jerrod Delaine	Legacy Real Estate Development MBE	917-482-1162	jd@legacyrealestatedev.com
Ted Sanders	Urban Community Development LLC	701-936-4328	tsanders@rdoffutt.com
John Haas		615-477-6846	jhaas@edgela.com

Ono Owubetine	One Street Residential	770-380-0896	ono@onestreetres.com
Matt Johnson	Pennrose LLC		mjohnson@pennrose.com
Jennifer Horne	Urban Campus and Core LLC	877-361-0788	jennifer.horne@urbancampusandcore.com
Ian Lundy	M Squared Development	939-202-1431	ilundy@buildmsquared.com
Chase Markham	Holladay Ventures		chase@holladayventures.com
Corey Powell	COO, Dantes Partners	443-472-6001	corey@dantespartners.com
Micah Hunter	The NHP Foundation		mhunter@nhpfoundation.org
Taylor Brown			tbrown@pennrose.com
Anthony Albanese	Michaels Development	516-661-2397	aalbanese@tmo.com