

## **Addendum 3**

### **Pre-proposal Conference Q&A**

Lubbock HA RAD Consultant RFP Questions:

- Are you open to Tax Credits financing?
  - Yes, when other options are exhausted.
  
- The agency is asking for a feasibility study. Do they have a sense of what route they want to pursue under RAD – straight conversion (units need to be in good shape with no immediate needs), leveraged major rehab (either 100% RAD or 75/25), disposition, etc.?
  - Straight Conversion where we can.
  - Private and grant funding
  - Lenders
  - LIHTC
  - We are expecting the experienced consultant to advise and provide options for AMPs based on the feasibility review.
  
- Per Scope of Services A.4. clarify who will be conducting the RPCA/e-tool, environmental review and other required third-party reports. The proposal indicates the consultant will need to be able to complete and submit both the RPCA/ E-tool and Environmental Review – would LHA be open to separate procurement of these services? Do they have RAD legal counsel on board and if not, would LHA be open to a separate procurement for these services?
  - RPCA/e-tool: LHA is expecting the consultant or one of their associates to review the current assessment data for the feasibility of using it for the CNA.
    - If the data is suitable for entry into the CAN e-tool, the consultant, or their chosen associate, will enter the data into the e-tool
    - If the data is unsuitable for entry into the CAN e-tool, the PHA will procure a needs assessor to gather data and enter it into the e-tool.
  - LHA typically conducts its own environmental review for 5-year and Annual Plans.
    - If this is acceptable in the RAD process, LHA will conduct the environmental review.
    - If this is not acceptable in the RAD process, LHA will procure the third-party service.
  - LHA, at this point, does not have legal counsel for the RAD conversion.
  
- If LIHTC are pursued, who would do the application (consultant or developer)? Does the agency have any familiarity with managing LIHTC properties? For LIHTC deals how were those deals structured, i.e., do they have self development experience or did they partner with a developer?
  - At the point that LIHTC funds are required, LHA will procure a developer.
  - LHA does have experience managing LIHTC properties.

- Confirm the TX small purchase threshold for this contract is \$50k. Is this limit for a straight conversion with no third party financing such as LIHTC? Would this also include any third party related costs such as a LIHTC consultant or a RPCA firm?
  - The Texas small purchase threshold is \$50,000.
  - This does not include third-party procurement for RPCA activities or RAD consultant/developer.
  
- Pg. 7 suggests the fee should be adjustable based on number of units applied for. How will that work if the feasibility stage suggests they shouldn't pursue RAD? Can pricing be provided based on a per AMP structure with the understanding that if the RAD feasibility proposes a different structure that pricing will need to be revisited?
  - LHA is issuing an addendum related to pricing that will allow for per AMP pricing so that appropriate adjustments may be made in the contract period.
    - For the purposed of evaluating the Pricing for this RFP, the **total price** will be the amount that the HA will consider.
  
- Has LHA discussed the possibility of converting the public housing units in the LIHTC property with the investor (if there is one)? What has been the response?
  - Yes, but not recently. We will revisit this with the investor.
  
- Due to the short response time required by this RFP, will you consider accepting electronic submissions?
  - Yes. LHA is issuing an addendum addressing electronic submission.
  - If you submit an online proposal, signed hard-copy of the proposal in the format stated in the RFP is still required. This must be received in our office no later than June 22, 2018 at 11:00 am.