
RFQ 2017-101 Developer Partner(s) Questions and Answers Release Date: January 26, 2018

Q.1: How does a developer determine if an area is in one of the opportunity areas designated for project based development?

A.1: You can find the information in the RFQ's Appendix A, BRHP's Approved Census Tracts and Payment Standards for Project Based Development Program, which indicates the census tracts, tiers and rents for the opportunity areas targeted for BRHP's Project-Based Development Program.

Q.2: Of the potential five developers that BRHP may select, can they be joint ventures?

A.2: Yes, respondents should identify all entities that comprise the team in the proposal contents under Tab 2. See Section VII of the RFQ for further information.

Q.3: For scoring purposes, will BRHP consider all members of a joint venture?

A.3: Yes, BRHP will consider the professional qualifications and experience of the developer and technical competence of the Development Team.

Q.4: How long will it take the Development Committee to make a decision on whether to approve a project that has been submitted by an approved Developer?

A.4: It depends, but generally it takes between 2 to 4 weeks for the Committee to make their decision, which they then submit to HUD for approval.

Q.5: Is there preliminary approval for scattered sites?

A.5: If the developer is not certain that the site will meet the approval criteria, they may submit the site to BRHP for a preliminary review, but the final decision is subject to approval by the Development Committee and HUD.

Q.6: How will the timing of the award decision work with the timing of the QAP points?

A.6: BRHP will work with the developer(s) to provide assistance as best as possible so that any projects submitted may be considered in conjunction with the QAP.

Q.7: If a developer has already selected sites, should they be included in the RFQ?

A.7: No, the purpose of the RFQ is only to select developers based on qualifications.

Q.8: What if the developer already owns sites?

A.8: The award under this RFQ is to help developers acquire new sites for BRHP's Project-Based Development Program.

Q.9: Does the developer need to reapply each year?

A.9: No.

Q.10: What is the remaining amount of the grant to spend?

A.10: The remaining amount is approximately 4.1 million dollars.

Q.11: Can BRHP publish the Pre-Proposal Conference attendee list in the event we may want to seek joint venture partners?

A.11: Yes, the attendee list is available at http://brhp.org/about/requests_for_proposals.

Q.12: The scattered site strategy is to buy before funding as properties can go off the market quickly. How will BRHP address this timing issue?

A.12: Due to quick turnaround times, BRHP offers preliminary approval where we will check the address before the developer needs to go to contract. BRHP will provide information for requests for preliminary approval within 2 to 3 days, but all final decisions will be decided by the Development Committee and HUD.

Q.13: Why are census tracts in opportunity areas more limited for the project based development program?

A.13: The funds are being loaned to developers in order to assist with the higher costs associated with acquiring properties for our program in the highest of opportunity areas that have limited affordable housing, which have been identified in the narrower list of census tracts targeted for project based development.

Q.14: Is the RFQ for both the project based voucher and loan funds?

A.14: Yes, the selected developers will be eligible to receive project based vouchers and loan funds for projects that are approved by the Development Committee and HUD.

Q.15: Can the developer get only the voucher without the loan funds?

A.15: BRHP is focused on committing all remaining funds by the end of 2019, but will consider projects submitted by selected developers that only request project based vouchers without funding assistance.



Q.16: Is there a separate waiting list for the Project Based Voucher Program?

A.16: No, BRHP has only one wait list that serves both the project based and tenant based voucher programs.

Q.17: Is there a separate closing for each property?

A.17: There is a master closing held for each project, which will include separate closing documents for each property within the project.

Q.18: Why is Carroll County included in the tenant-based program but not included in the project-based program?

A.18: BRHP determined that the area did not meet the criteria for the PBV program.

Q.19: When a developer buys, renovates, and submits a scattered site project, how long will the property remain vacant before approval?

A.19: BRHP will work with developers to avoid any vacancies at a project, which may include offering tenant-based assistance during the interim.

Q.20: What documentation will the developer have from BRHP to present when applying for other funding sources for a project?

A.20: The developer will receive a formal award letter from BRHP, noting that the award is contingent upon HUD approval.

Q.21: DHCD will award points for projects that set aside a percentage of units in a project for targeted populations, e.g., persons with disabilities. Is there any conflict of interest?

A.21: No, there is not a conflict per se, but the program is not conducive to age restricted units as a large percentage of the participants have minor children and the program assists persons with disabilities without preference.

Q.22: Will a developer get a formal commitment letter to submit with its application to DHCD?

A.22: The award letter to be issued under this RFQ will only indicate the selection of the developer, not a specific project.

Q.23: Can BRHP make the slide presentation available on BRHP's website?

A.23: Yes, the presentation is available at http://brhp.org/about/requests_for_proposals.

Q.24: Are the program loan funds a potential source for soft secondary financing?

A.24: Yes.



Q.25: For the financial statement portion of the submission package (tab 5), is one year's worth acceptable to evidence this requirement or are multiple years (two or three) preferred?

A.25: Three years are preferred.

Q.26: Is the term of the loan negotiable?

A.26: Yes, the length of the term will be negotiable on a project-by-project basis should there be a need, but will not be less than the term of the HAP contract and will be capped at a 40 year term.

Q.27: How does one make certain that any and all updates to the RFQ are received?

A.27: Pursuant to Section VI, paragraph F of the RFQ, any modifications, clarifications or changes to the RFQ will be made in the form of a written addendum issued by BRHP. Any addendum to the RFQ will be posted on the BRHP website. It is the Offeror's responsibility to make an inquiry as to any addenda issued.

Q.28: How does the tier system tie into the FMR and loan contribution? For example, if a census tract is tier 5 is that 130% of FMR and \$60,000-70,000, or is it the bottom tier at 110% and \$35,000-45,000?

A.28: Tier 1 is 135% of FMR, Tier 3 is 130%, Tier 4 is 120% and Tier 5 is 110%. In your example, if CT is Tier 5, it would be at 110% of FMR, which would equate to 35k to 55k. Note, Tier 1 will be at the same contribution level as Tier 3.

Q.29: Is the predevelopment loan the full maximum loan contribution? For example, if I qualify for \$1,000,000 can that all come as a predevelopment loan? Also how early in the process is the predevelopment loan available?

A.29: The maximum loan contribution will be determined at the time the project is approved based on the Maximum Program Loan Contribution Schedule. In your example, the amount for which you qualify (\$1 MM) for the project would be the loan amount. The funds are available after HUD has provided its approval and the funds are disbursed from the grant. This time may differ from project to project depending on multiple factors.

Q.30: Does this program apply to age restricted units?

A.30: No.

Q.31: Would a project with a Howard County PILOT be eligible for this program?

A.31: We may only provide PBV assistance in accordance with HUD subsidy regulations. A project would be eligible if permitted after a subsidy layering review is performed, if applicable.

