

November 12, 2018

ADDENDUM NO 4. TO RFP NO 2018-38
Jackson Place Mixed Use Developer

Commodity: Builder/Develop

RFP Issued: October 18, 2018

Proposal Due Date: November 15, 2:00 p.m. Local Richmond Time

The above solicitation is hereby modified as follows:

1. The modified closing date was November 19, 2018 @ 2:00 PM Local Time
The new closing date will be November 29, 2018, 2:00 PM Local Time
2. How many individuals will make up the selection committee?
The individuals that comprise the selection committee is at the discretion of RRHA.
3. 5.3 Financials. Does RRHA expect a parking deck to be a part of this project?
Section 1.4 provides guidance on RRHA's vision and Development objectives for the project. It requested for the developer to provide a program that will comply City of Richmond Neighborhood Master Plan objectives and all zoning requirements.
4. What is the projected date that the developer will be selected?
A projected date is not available at this time. However, RRHA anticipates aggressively and expeditiously selecting a finalist to begin project activities in 2019.
5. Can the project's Proforma serve as the Pricing Schedule (Cost Proposal)? Pricing Schedules are typically used when Goods/Services are being solicited.
Offeror may provide a "Proforma", Pricing Schedule (Cost Proposal)" if it complies with Section 5.3 Financials-of the RFP.
6. 8.0 References. The section states provide a list of five (5), however Attachment D Statement of Offeror's Qualifications has only space for three (3). Please clarify.
Offeror to complete Section 8 References and Attachment D Statement of Offeror's Qualifications. Offeror may provide the same references for both requirements
7. Please confirm the RFP does not have a Section 5.4?
RFP does not have a Section 5.4.

8. Page 14 states Tab 10 - “Business Terms to include Developer Fee, Cash Flow Split, Right of First Refusal, Ground Lease”. However Item 10 on page 21 has a header that reads “Other Attachments”. Please clarify

Changes to page 21 and 22, and page 14 are as follows:

10.0 Business Terms

10.1 Business Terms - Summary

RRHA expects to play a significant role in the development project. RRHA anticipates financial returns and will view proposals that structure and budget return opportunities most favorably for RRHA. RRHA will advantageously review creative proposals that structure ground lease payments, minimize risk issues, offer participation through joint ventures, and/or in addition to the receipt of a portion of the developer fee and cash flow. However, RRHA will not provide guaranties or indemnify any third parties and the developer partner(s) will be responsible for all such guaranties and indemnifications.

11.0 Other Attachments

| Tab | |
|-----|--|
| 1 | RFP Cover Sheet and all addenda acknowledgements, if any, signed and completed as required |
| 2 | Letter of Interest |
| 3 | Team Organization |
| 4 | Developer Experience |
| 5 | Technical Response to Proposed Plan |
| 6 | Equal Opportunity (DISADVANTAGED BUSINESS ENTERPRISE/Section 3) |
| 7 | Financial Capacity of Offeror and Other Guarantors |
| 8 | References |
| 9 | Certifications and Assurances |
| 10 | Business Terms to include Developer Fee, Cash Flow Split, Right of First Refusal, Ground Lease |
| 11 | Other Attachments |

9. It appears that some of the proposal Tabs are numbered per the itemized request outlined in the RFP. Can RRHA review the requested information in the RFP and provide a reconciled document that clarifies which items are to be submitted under which Tabs.

See amendments to RFP.

10. With the zoning for the property being B7, which allows for numerous development types and density. Please provide a breakdown of how the various concepts/densities will be scored.
A score of 25 points is assigned to the RFP for Technical Response to Proposed Plan. Scoring is based on how advantageously the Offeror provides a development proposal that aligns with Section 1.4 of the RFP – RRHA’s VISION AND DEVELOPMENT OBJECTIVES

11. With the proposals being scored to determine which firm will be the awardee, please explain and provide the value of the point(s) that will be given for a mix-use affordable housing vs. market rate housing development.
A pre-determined mixed of affordable vs. market rate housing development has not been determined for the project. The “mix” of affordable and market-rate units that comprise mixed-income developments depends, in part, on the housing market, marketability of the units themselves and the financial feasibility in determining a mix of incomes that can be sustained over time. The offeror will need to evaluate local market conditions, and develop a program in support of Section 1.4 of the RFP. Per section 5.0(h), the development strategy shall be inclusive of Project Based Vouchers.

12. Given the zoning allows for high density, please provide how proposals will be scored based on a proposal that is proposing what is outlined in the RFP vs. a proposal that maxes out the sites density.
A score of 25 points is assigned to the RFP for Technical Response to Proposed Plan. Scoring is based on how advantageously the Offeror provides a development proposal that aligns with Section 1.4 of the RFP – RRHA’s VISION AND DEVELOPMENT OBJECTIVES.

13. Is it RRHA’s goal to obtain the high return on the land value? If so – please provide how points are going to be allocated based on the various development types under the B7 zoning.
See “Business Terms.”

14. Please explain how the individual reviewers will determine the points for the various development types under B7?
Individual reviewers will evaluate Offerors proposal based on requirements of the statement of work.

15. In order to get an understanding of the point values and how the proposals will be scored, please provide a point’s matrix for the various development types and density under B7.
The Evaluation criteria is outlined in Section 4.3. Proposal evaluation and contractor selection are based on the evaluation criteria and factors for award as stated in the RFP. Contract award is based on the best proposal responsive to the requirements of the statement of work resulting in the greatest benefit and best value to RRHA.

16. Is Jackson Place the confirmed named for the project or can the project have an alternate name?
“Jackson Place” is the confirmed name for the location of the development. An alternate name will be required to be vetted by the Community, City, RRHA and other stakeholders.

17. Should the proposal have 10 or 11 tabs?
See amendment to RFP.

Note: A signed acknowledgement of this Addendum must be received at the submission location indicated on the RFP either prior to the proposal due date and hour or attached to your proposal.

Very truly yours,



Kerry L. James
Director of Procurement and Contract Administration
Phone: 804-780-4444

Name of Firm

Signature / Title

Date