



Unity Park Affordable Homeownership Request for Qualifications (RFQ)

The Greenville Housing Fund (GHF), in partnership with the City of Greenville, is seeking a development partner to facilitate the creation of more affordable and equitable homeownership opportunities (the “Project”) in the Southernside neighborhood in Greenville, South Carolina. The Project’s location is approximately one acre of land located between Mulberry Street, Capital Court, Antley Street and West Washington Street (Parcel IDs: #0024000101500, #0024000101600, #0024000101700, #0024000101701, #0024000101801). The Project will be subject to typical zoning, permitting and building approvals from the City of Greenville.

This RFQ invites interested parties an opportunity to submit a proposal, including a Statement of Qualifications (SOQ) and a letter of interest. **Proposals are due no later than May 31, 2024 at 5:00 pm.**

GHF will host a **Bidder’s Conference on Monday, May 13, 2024 3:00pm - 4:00pm** at 1615 Wade Hampton Blvd Suite A Greenville, SC 29609. If you plan to attend, please RSVP at info@greenvillehousingfund.com.

Please contact Greenville Housing Fund at (864) 686-5130 or info@greenvillehousingfund.com for further questions.

Electronic Submissions and/or Questions, please submit to:

Tiffany Santagati, V.P., Operations

info@greenvillehousingfund.com

In their proposals, interested parties will present information regarding their familiarity with affordable housing, understanding of the Project based on information outlined below, and their development and design proposals for the Project, along with their experience with similar projects, proposed development team and proposed schedules.

Background of GHF

The Greenville Housing Fund (GHF) is a 501(C)3 nonprofit organization. The Greenville Housing Fund was launched in response to the great need for affordable housing in Greenville, SC. GHF and Greenville County Redevelopment Authority worked with the community to develop a community-wide plan to create 10,000 units and preserve 3,000 in the next ten years. The Greenville Affordable Housing Coalition continues to work on creating community strategies and priorities to achieve this goal.

Overview of Project

The designated parcels for this affordable homeownership Project are located between Mulberry Street and Capital Court & Antley Street and West Washington Street.

The Project should have homes at sales price points of \$190,000 to \$315,000 or in that general range. Through the Project, GHF aims to create a mixed-income community representing all of Greenville that

encourages responsible density. Our goal is to maximize homes' affordability while assuring high quality materials and finishes coupled with thoughtful design.

The Project should prioritize density and community-focused spaces that inspire connection and discussion. Greenville Housing Fund can support and serve as a co-developer and potential subordinate lender.

The land will remain in a land trust with the Greenville Housing Fund, where the land will be owned in perpetuity by GHF, which can be considered a potential construction financing source.

One of GHF's values is equity; therefore, people of color, women, and veteran-owned businesses have preferred status in partner selection.

Development Partner Role

Development Partners should consider the following roles they will play in the larger development project.

- Equity Provider/Investor and/or Fee Developer
- Guarantor Partners – Construction Debt
- Developer or Co-Developer
 - If applicable, the other Co-Developer should be identified and provide their own proposal for the project.
- Partner in Community Presentations
 - Alongside GHF, will present development plans to the community and relevant government entities

Affordable Housing Development Incentives

Affordable Housing Incentives on this site, per the proposed Development Code, offer increased density within the zoning classification: RNX-B.

RNX-B zoning distinction allows for up to eight dwelling units, 10 with an affordable housing bonus.

See approved Zoning Code for additional questions (2-15):

https://www.greenvillesc.gov/DocumentCenter/View/23894/2023-06-12_GVL_Development_Code

Selected firms should be prepared to start the project at the time of selection. **GHF anticipates completing the selection process no later than July 12, 2024**

(If you have any problems viewing, please contact GHF at info@greenvillehousingfund.com)

Proposal Format and Content:

The submittal format should follow the suggested content outline below. The submittal document should be sufficiently detailed to effectively present the interested entity's proposal and responses to the requested items. Proposals should be as concise as possible without sacrificing clarity.

The content submitted should include the following information in the following order:

1. Cover Letter briefly introducing the firm and any proposed sub-contractors, if applicable.
2. Proposed Affordable Housing Development Plan, containing, at a minimum, the following information concerning the development:
 - If the construction of dwelling homes is to be phased, a phasing plan stating the number of market-rate and affordable homes in each phase;

- If the affordable housing development plan contains a phasing plan, the phasing plan shall provide for the development of affordable homes concurrently with the market rate units. No phasing plan shall provide that the affordable housing homes built are the last in an affordable housing development.
- The estimated total development cost and spec sheets for proposed materials and proposed sale price unit of each affordable home;
- Proposed initial floor plans of each home and general site plan;
- Documentation and plans regarding the exterior appearances, materials, and finishes of the affordable housing development and each of its individual homes;
 - The exterior appearance of affordable housing units in an affordable housing development shall be identical to market-rate units by providing exterior building materials and finishes that are substantially the same in type and quality.
- Anticipated Due Diligence needs.

3. Anticipated additional deliverables (optional) should be listed and briefly described.

4. Estimated Costs and Fees.

5. 2-3 Work product examples showcasing recent relevant projects, key contacts and phone numbers, and a very brief description of each project. At least one (1) project should be located within Greenville or Greenville County.

6. Please see Appendix A for GHF's Scoring Rubric Criteria.

All proposals are due May 31, 2024, no later than 5:00 pm. Submissions may be submitted electronically to Tiffany Santagati at info@greenvillehousingfund.com

Site 1 RFQ

Appendix A: Scoring Rubric Criteria

APPLICATION CRITERIA		
<p>The criteria detailed below will be used to review and rank proposals received for funding. Each applicant’s capacity and proven track record in completing neighborhood revitalization projects along with the project’s feasibility will be considered; however, the factors listed below along with point values will be used in determining which projects are funded:</p>		
CRITERIA	DESCRIPTION	MAX SCORE
SALES PRICE (20 Points)	The development contains a range of sale points.	10 Points
	The interest party has shown thoughtful design and capital planning to allow for maximizing affordability.	10 Points
ORGANIZATIONAL SUMMARY (3 Points)	Applicant(s) provided evidence of capacity and viable references.	3 Points
ORGANIZATIONAL MAKEUP (10 Points)	Applicant is a Minority or Veteran-Owned Business (businesses owned by women and people of color).	5 Points
	Applicant is a local business/non-profit.	5 Points
READINESS TO PROCEED (Max of 5 Points)	Development will be completed within 18 months after contract execution.	5 Points
	Development will be completed within 24 months after contract execution.	3 points
	Development will be completed within 36 months after contract execution.	2 Points
ENERGY EFFICIENCY, ENVIRONMENTALLY FRIENDLY STRATEGIES (5 Points)	Applicant has provided a list of environmentally friendly and sustainable strategies that will be implemented in their development. Items include, but are not limited to, use of durable materials, Energy Star-compliant heating, cooling, hot water equipment and appliances, flood proofing	5 Points

	techniques, alternative energy-solar, or electric, sustainable, and resilient design.	
PROJECT SUMMARY: Housing Units Per Area Median Income (AMI) (Max of 20 Points)	Includes a meaningful percentage of home ownership dedicated to very low-income households (50% of median and below).	20 Points
	Includes a meaningful percentage of home ownership dedicated to low-income households (51% to 80% of the median).	15 Points
	Includes a meaningful percentage of home ownership dedicated to moderate-income households (81% to 120% of the median).	10 Points
Outreach (5 points)	Marketing and Outreach Strategies target Minority Population.	5 Points
Density (10 points)	Meets max density	10 points
Design and Materials (17 Points)	Provides highest quality building product that will retain long-term value while meeting surrounding aesthetic of neighborhood	17 Points
Collaboration (5 Points)	Collaborating with Joint Venture partners, advancing junior developers locally	5 Points
TOTAL POSSIBLE SCORE		100 Points