

Fairfax County Redevelopment and Housing Authority



Request For Proposals RFP2000004100 East County Part B Property Redevelopment

Tax Map 0612 01 0113E
5827 Columbia Pike, Falls Church, VA 22041
Mason District

Department of Housing & Community Development
3700 Pender Drive, Suite 327
Fairfax, Virginia 22030

Issue Date: 12/18/24
Pre-Proposal Conference: 11:00 AM EDT 1/30/25
Proposals Due: 2:00 PM EDT 3/28/2025

EAST COUNTY PROPERTY REDEVELOPMENT
REQUEST FOR PROPOSALS

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I. Purpose

In accordance with the Public-Private Education Facilities and Infrastructure Act of 2002 (PPEA), the Fairfax County Redevelopment and Housing Authority (FCRHA) and Fairfax County Department of Housing and Community Development (HCD) are seeking a qualified Developer (the “Developer”) to plan, design, construct, and operate the County-owned property known as East County Part B (Property). In accordance with the terms and conditions of this RFP, and in compliance with Fairfax County Policy for the implementation of the PPEA as adopted by the Board of Supervisors on February 24, 2003 and the Fairfax County PPEA guidelines adopted by the FCRHA on February 23, 2012, the FCRHA desires to enter into a Comprehensive Agreement with a Developer that will design, develop, construct, own, and operate, at no cost to the FCRHA, an affordable multi-family residential building and ancillary uses under a long-term ground lease with the FCRHA. The predominantly residential facility should yield approximately 160 affordable units for households with low to moderate incomes. This solicitation provides details on the goals and priorities for the housing development at the Property.

II. Background

Increasing the supply of affordable housing continues to be a high priority in Fairfax County. In March of 2022, the Board of Supervisors doubled its strategic goal to provide a minimum of 10,000 net new affordable housing units by 2034. County staff continually evaluate the County’s existing assets for potential development of new housing on County-owned land to serve individuals and families with low- to- moderate income.

FCRHA is the owner of a 2.93-acre parcel of land located near the intersection of Columbia Pike and Leesburg Pike and identified as Tax Map No. 0612 01 0113E. The Property is currently vacant except for a small portion of the area next to Columbia Pike which has been temporarily repurposed as Crossroads Interim Park. More information, including initial due diligence studies conducted on the Property, are included in Appendix A.

Situated directly to the west of the Property is the multi-family development known as Alta Crossroads development. The Alta Crossroads project and adjacent East County parcels are part of a broader effort to revitalize the Bailey’s Crossroad area, transitioning it from an industrial zone to a mixed-use, residential hub. The development includes a 351-unit residential complex and new infrastructure which aims to improve traffic flow and connectivity. These changes, supported by Fairfax County’s comprehensive plan, are designed to foster sustainable growth, enhance pedestrian access, and address housing and traffic demands in this key area.

Appendix B contains the approved sheet C5 from CDP application RZ 2014-MA-023 with

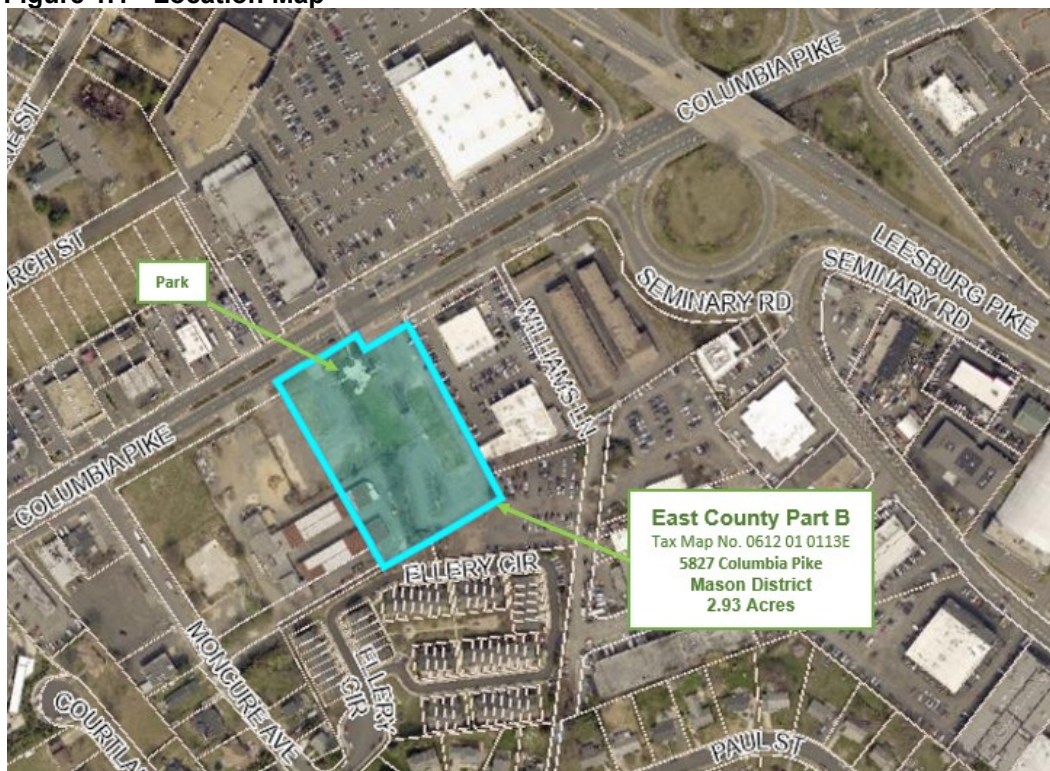
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the Alta Crossroads redevelopment project shown as Part A and the County's subject property shown as Part B. The approved CDP application 2014-MA-023 is accessible online at: <https://plus.fairfaxcounty.gov/CitizenAccess/urlrouting.ashx?type=1001&ID1=17HS5&ID2=00000&ID3=003OS&agency=FFX&SeqNo=78381>

III. Property Information

The subject parcel is shown below in Figure 1.1.

Figure 1.1 - Location Map



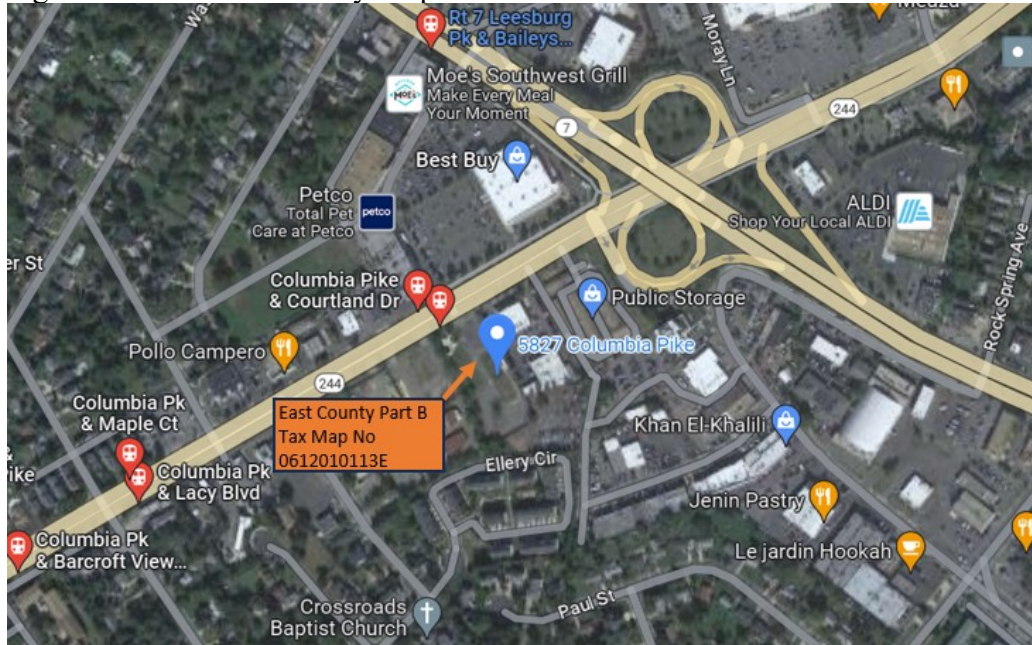
The Property is zoned Planned Development Commercial District (PDC) with a Comprehensive Plan Base designation for Mixed Uses. The Developer may pursue any land use entitlement action, amendments of approved proffers and final development plan, Proffer Condition Amendment (PCA) or Final Development Plan Amendment (FDPA), as necessary to execute the development proposal.

An interim park is currently located on site and managed by the Fairfax County Park Authority (FCPA). The interim park facility is a temporary amenity to remain on site until the property is redeveloped.

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Figure 1.2 shows a general vicinity map for the Property.

Figure 1.2: General Vicinity Map



The Property is well served by transit and located close to public services, educational, and retail amenities as follows:

- Fairfax Connector stop within walking distance
- Commercial and retail establishments within walking distance
- Within 1 mile of Culmore Community Library
- Within 1 mile of Glen Forest Elementary School
- Within 1 mile of NOVA Patient Care Falls Church
- Nearby park and recreational amenities

IV. Development Criteria

1. Development Characteristics

The project shall be integrated into the surrounding neighborhood, complementing its existing character while enhancing community connectivity. Priority will be given to

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development proposals that will improve mobility, including pedestrian-friendly streetscapes and sidewalks that support active transportation options such as walking and biking. Additionally, the design should foster a people-oriented environment, incorporating landscaping, shade trees, and inviting public spaces. Site furnishings, informal and formal walking paths, and bicycle connections should contribute to a cohesive, accessible, and inclusive neighborhood experience. Opportunities for unique features, such as playscapes or community amenities, should be explored to further enhance the quality of life for residents and the surrounding community. Such design features should incorporate considerations of building height, building mass and spacing, building materials, and views to enhance the relationship of the development project with the adjacent residential and commercial areas.

Development of multifamily residential units on this site shall:

- Contribute to diverse housing options of the surrounding area
- Incorporate the objectives of the Comprehensive Plan, including recommendations for the Baileys Crossroads Community Business Center, to promote a vibrant community where people can live, work, and play.
- Create placemaking opportunities for the community. Based on community feedback, Developer is encouraged to incorporate the community priorities to align the project with community interests. These priorities include the integration of recreational and shared community spaces, health and wellness facilities, and/or a childcare facility. Developer should consider amenities that promote pedestrian safety and traffic management, such as improved sidewalks, crosswalks, and additional lighting, to ensure accessibility and safety. The result should be a high-quality development in terms of site design, building design and materials, and appropriately sited open space.
- Enhance adjacent roadways, pedestrian, and bicycle connections consistent with adopted County plans.
- Developer should demonstrate the benefit to the community from the proposed development regarding meeting the following County goals and policies:
 - Fairfax County Housing Blueprint ([Housing Blueprint | Housing and Community Development \(fairfaxcounty.gov\)](#))
 - Communitywide Housing Strategic Plan ([Communitywide Housing Strategic Plan | Housing and Community Development \(fairfaxcounty.gov\)](#))
 - Countywide Strategic Plan ([Countywide Strategic Plan | Strategic Plan \(fairfaxcounty.gov\)](#))

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- One Fairfax Racial and Social Equity Policy ([One Fairfax | Topics \(fairfaxcounty.gov\)](#))
 - Environmental Vision ([Environmental Vision | Office of Environmental and Energy Coordination \(fairfaxcounty.gov\)](#))

2. Development Requirements

- Maximize yield of residential units, with a total area of +/- 180,000 GSF and a height limit of +/- 90 ft.
- Approximately 3-5% of the total proposed GSF shall be dedicated to a non-residential space on the ground level. The space must be used for the benefit of low- or moderate-income residents. Non-residential uses classified as principal in PDC include public uses, office, retail, restaurant, fitness center, and personal service. Childcares is not considered a principal use unless it is tied to a public use. See the Use Table in the Zoning Ordinance at [Document Viewer | Zoning Ordinance \(encodeplus.com\)](#).
- Parking ratio must comply with parking requirements per the County's adopted zoning ordinance amendment, Parking Reimagined. Justification and analysis must be provided for any proposed parking reductions.
- The building shall be designed and constructed according to green building rating criteria, aiming to obtain a minimum of EnergyStar and EarthCraft Gold, or equivalent alternative program and level, subject to coordination with the Department of Planning and Development (DPD).
- A two-lane roadway connection between Columbia Pike and Road A may be required in coordination with FCDOT and VDOT.
- Streetscape along Columbia Pike consistent with the Alta Crossroads development to the west.
- Design and Construction of new Road A South of the property to the new realignment of Seminary Road, reference Appendix B for Road A limits.
- Design and construction of Road B, per existing approved CDP, reference RZ 2014-MA-023, is subject to an analysis by the developer. An analysis would be required to determine whether this road connection is necessary. Should the analysis deem it unwarranted, it is recommended to consider an alternate use in coordination with the Fairfax County Department of Transportation (FCDOT) and

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Department of Planning and Development (DPD). Preference to eliminate Road B, if feasible, in favor of open space, subject to coordination with the Fairfax County Department of Transportation (FCDOT).

- Ensure sufficient Sanitary sewer capacity for the proposed development.
- Design and construction of stormwater management for the proposed development, in compliance with all state and local regulations. The utilization of green infrastructure stormwater best management practices (BMPs) is encouraged in accordance with the guidance in the Cameron Run and Four Mile Run watershed management plans.

3. Development Conditions

- FCRHA shall retain ownership of the land and will provide execute a long-term unsubordinated ground lease to with the developer. The FCRHA reserves the right to propose an alternative structure if it is mutually beneficial to the developer and FCRHA.
- Upon expiration of the ground lease, all buildings and improvements contained within the ground lease area shall revert back to the FCRHA; any financing shall be secured only on the ground leasehold interest; there shall be no financing on the FCRHA's fee interest; the agreement shall present no cost or risk to the FCRHA or the County; the Developer shall be responsible for all engineering, design, zoning, and costs thereof including all operating and maintenance costs on any leasehold portion improvements; and, shall incur all risk of development and construction. Upon expiration of the ground lease, all buildings and improvements located within the ground lease area shall revert back to the Fairfax County Redevelopment and Housing Authority (FCRHA).
- Any financing obtained by the Developer shall be secured only on the ground leasehold interest. There shall be no financing or liens placed on FCRHA's fee interest in the property. Developer is encouraged to explore various financing options, which may include LIHTC, private equity investments, and the FHA Risk Share Program.
- The Agreement shall present no cost or financial risk associated with the development and construction of the project to the FCRHA or Fairfax County.
- The Developer shall be fully responsible for all aspects of the project, including engineering, design, and zoning land use entitlements, along with the associated costs. Additionally, the Developer will bear all operating and maintenance costs for any improvements on the leasehold portion of the property.

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- Throughout the term of the ground lease the Developer and its successors, including any lenders and their successors who may acquire an interest in the property, will be obligated to maintain and operate the project and make all appropriate capital improvements and/or replacements in a high-quality manner.
- The FCRHA reserves the right to negotiate the housing affordability mix with Developer at its discretion.

V. Proposal Scoring

1. Developer Qualifications [30 of 100 Points]

Demonstration of proven affordable housing development and management experience, financial capacity, local experience, team members' qualifications, expertise in affordable housing project financing, including but not limited to Federal Low-Income Housing Tax Credit (LIHTC) financing, and affordable multi-family design and construction. All Proposals must include the following components:

- Developer must demonstrate experience with at least three successfully completed projects of similar scope, financing, and structure in the past 10 years.
- Developer must provide an organizational chart, resumes for key personnel, and independently audited financial statements for the past three years.
- Developer must provide a list of all parties involved, such as property management firms or service providers, with signed agreements such as Letters of Intent (LOIs).
- Developer must submit an attestation confirming they are not debarred from any governmental procurements and that they are eligible to receive certain funds (such as Community Development Block Grants, if applicable).

Refer to "Section VI - Proposal Submission Instructions", for further details.

2. Affordability [15 of 100 Points]

All residential rental units shall be affordable to households between 30% and 80% of the Area Median Income (AMI) as established by the United States Department of Housing and Urban Development (HUD), as long as the average AMI level at the property does not exceed 60% AMI.

- Preference will be given to the Developer that provide an aggregate average income Below 60%.

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3. Design/Development [25 of 100 Points]

The FCRHA encourages potential developer to adopt flexible approaches that blend high-quality design with cost-effective construction techniques. These approaches should encompass attractiveness, durability, maintainability, and sustainability. All Proposals must:

- Demonstrate an understanding of the site's unique opportunities and existing conditions. Developer should provide a narrative that describes and qualifies their conclusions regarding the site. The feasibility of the proposed development scope and schedule should be clearly outlined, along with a risk management plan that addresses potential challenges and mitigation measures.
- Propose architectural designs that exhibit creativity, functionality, and alignment with project goals. Design features that enhance livability, energy efficiency, and community integration are essential and contribute to the overall success of the project.
- Integrate sustainable design principles into the project's design and financing strategy. At a minimum, the project design should align with the Fairfax County Sustainability Initiatives and the Environmental Element of the County Comprehensive Plan:

[2017 Edition of the Policy Plan - Environment \(fairfaxcounty.gov\)](https://www.fairfaxcounty.gov/pdp/planning/2017-edition-of-the-policy-plan-environment)

[Sustainability Initiatives | Office of Environmental and Energy Coordination \(fairfaxcounty.gov\)](https://www.fairfaxcounty.gov/pdp/planning/sustainability-initiatives)

This may include, but is not limited to, incorporating low-impact design techniques, electric charging station infrastructure, and seeking Energy Star and EarthCraft Gold, or equivalent alternative program and level, subject to coordination with the Department of Planning and Development (DPD).

- Identify and assess any potential impacts the development may have on surrounding neighborhoods. Propose appropriate mitigation measures to address these impacts, ensuring harmonious coexistence with the community.
- Incorporate universal design features throughout the project to enhance accessibility and usability for all residents. A minimum of 10% of living units should be fully accessible, complying with governing codes and regulations. Additionally, preference will be given to proposals that allocate an extra 4% or more of living units as accessible units for individuals with hearing and/or visual impairments.

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- Provide a detailed project schedule that outlines key milestones, tasks, and deadlines. The proposed schedule will be evaluated based on its feasibility, alignment with project goals, and adherence to industry best practices.

4. Community Outreach [5 of 100 Points]

All proposals must have a clear and comprehensive community outreach strategy that includes a community engagement schedule. Community outreach must include surrounding neighborhood residents as well as local community organizations, groups, committees, and Mason District Supervisor's office. Community engagement must be included in the proposed development timeline.

5. Financing [15 of 100 Points]

All proposals must illustrate a clear financing strategy for financing the initial development and construction as well as the long-term operation of the completed improvements. All proposals must include:

- Pro Formas that include development, financing, operating, and events (e.g., project sale or refinance) information for all phases of the project.
- Funding sources and uses for each phase of the project. All funding scenarios using 9% and/or 4% Low Income Housing Tax Credits must clearly address all shortfalls in equity/senior debt proceeds. Preference given to Developers that demonstrate financial viability, repayment of subordinate financing, and efficient utilization of subordinate financing per unit.
- Developer may submit a proposal that assumes FCRHA-issued Project-Based Vouchers (PBVs), but PBVs will be evaluated and awarded under a separate process. If PBVs are considered in the proposal, the Developer will include the proposed PBVs in their financial model and include a narrative explaining why they are necessary for their financing strategy. Contemplated PBVs must be used in accordance with HUD regulations (24 CFR Parts 982 and 983).

6. Public Benefit [10 of 100 Points]

Proposals will be evaluated based on the feasibility, functionality, and community benefit of the proposed non-residential space. Considerations include its potential to enhance neighborhood vitality, serve local needs, and contribute to economic growth. The community priorities are included in the Development Criteria Section IV-1.

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VI. Proposal Submission Instructions

The Developer shall submit the following information in Bonfire. This information will be considered the minimum content of the proposal.

- **Section 1 - Transmittal Letter**

A letter signed by an officer of the development team authorized to make a binding commitment for the Developer without the consent or joiner of any other party or authority. Transmittal Letter should state that the Proposal is valid for 180 days and that, if selected, the Developer will negotiate in good faith with the FCRHA.

- **Section 2 - Table of Contents**

- **Section 3 - Executive Summary**

The Executive Summary should provide an overview of the proposed project and must not exceed five pages. This section should include a summary of the project's key objectives, technical and financial details, and the overall approach to development. Additionally, the Executive Summary should introduce the development team, highlighting relevant experience and qualifications that demonstrate their capability to successfully execute the project. Developer should also include a high-level outline of how the project aligns with the County's equity goals, One Fairfax Policy, noting any equity strategies or commitments that will be integrated into the project to address social and racial disparities in access to affordable housing. This positioning ensures that equity is presented as a fundamental component of the project, setting the stage for further detailed explanations in subsequent sections.

- **Section 4 - Development Team Information**

Development Team Overview and Organizational Structure - Developer shall provide a company overview for each member of the proposed Development Team. Developer must identify the lead Developer and the role of each member of the Development Team, as well as the proposed Project Manager and project architect. The Developer shall provide an organizational chart and narrative description that identifies the proposed team structure, clearly delineating relationships among team members including reporting roles. The submission must include summary qualifications and detailed resumes or bios of key project staff, highlighting their experience in affordable housing development, real estate finance, and any related expertise. Developer should also include a description of each team member's role and responsibilities for this project, and relevant past experience, particularly involving public housing authorities or other public entities. Information on partnerships, including service providers and non-profit organizations involved, should also be included.

Development Team Past Performance - Developer qualifications should demonstrate

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expertise, financial capacity and proven experience in multi-family residential development, HUD transactions and compliance, mixed-income / affordable housing development and management, public-private partnerships, and successful procurement of LIHTC funding.

Development Team Reference – Developer should provide references including names, addresses, telephone numbers and email addresses and a letter authorizing each reference to respond to inquiries regarding the design, financing, and development of the project as well as prior projects.

Developer should provide illustrative materials of recent projects of similar or comparable scope with specific emphasis on multi-family development projects with affordable housing components in the region over the past 10 years.

▪ **Section 5 - Development Overview**

The Development Overview section should document an understanding of the site's opportunities and constraints. Developer should describe how proposed development shall meet the comprehensive plan, zoning ordinance, and required land use actions. The Development Overview section should also include descriptions of the plan to provide adequate park space, transportation improvements, and other ways in which the project will meet the expectations of the entitlements as set out. Developer shall also provide a narrative that describes the vision for the project, including the affordability levels, unique features, and neighborhood amenities.

▪ **Section 6 - Development Plan**

The Development Plan section should include a proposed conceptual development plan and building renderings as well as a description of land uses. Developer should provide visual representations of the proposed development showing perspectives, floor plans, and a concept site plan. The plan needs to specify the planned green building certifications, number of universal design units, number of fully accessible units, and any other special design features that support sustainably, resilience, accessibility, and inclusive design.

▪ **Section 7 - Project Schedule**

The Project Schedule should detail the duration (in number of months) and dates for key milestones beginning at initial selection through stabilized occupancy of the completed building. The schedule, at minimum, should include timelines for zoning entitlement actions, building and site plan submissions and approvals, land disturbance permit issuance, funding package submission, projected closing date, pre-construction meetings, construction phases, pre-occupancy scoping meeting, occupancy, and bond release dates.

▪ **Section 8 - Community and Stakeholder Outreach Strategy**

The Community and Stakeholder Outreach Strategy shall include an understanding and approach to soliciting feedback and obtaining support from the County, FCRHA,

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community groups, and key stakeholders. The Developer shall be responsible for all aspects of community and stakeholder outreach including the development of presentation materials, scheduling, and meeting logistics. Developer should provide the names and roles of the development team members responsible for the outreach strategy, including any external consultants or organizations that will be involved in the process. Developer should provide a narrative description of development team experience with stakeholder and community engagement and highlight previous projects where they have successfully gained meaningful input and support from community groups. This should include details on the specific approaches or methods that contributed to effective outreach.

▪ **Section 9 - Requested Statements**

Developer should submit statements for the following:

- **Compliance with Regulations:** The Project will conform to all applicable federal, state, and local laws, regulations, and ordinances, including all federal and relevant local environmental regulations.
- **Disclosure of Relationships:** Identify any past, current, or anticipated contractual or financial relationships of any member of the Development Team (including, but not limited to, the Developer partners or co-ventures) with Fairfax County. The Development Team must also disclose any contractual or financial relationship that may give the appearance of a conflict of interest.
- **Contact with Regulatory Staff:** Describe the Developer's planned engagement with Fairfax County regulatory staff, including representative departments, meeting dates, and any existing or anticipated permitting or zoning actions.
- **Certification of PPEA Solicitation and Addenda Review:** Provide a statement certifying that the Developer has reviewed and is aware of the PPEA solicitation and all issued addenda, if any. Confirm that the certification is included in your submission. A sample certification form is provided for your reference in Appendix E of this RFP.

▪ **Section 10 - Financial Information**

Developer must submit the following information, arranged in the same order, and identified with headings as presented herein. This information will be considered the minimum content of the financial component content.

Developer should submit statements for the following:

- **Proposed considerations to the FCRHA**

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Developer shall provide the following, including but not limited to:

- Non-contingent fixed ground lease payments to the FCRHA.
- Other direct payments to the FCRHA (please provide description)
- Other public benefits (please provide description)

o **Financial Plan and Transactional Instruments**

Developer must provide a description of its strategy for financing the project on a long-term basis including anticipated financing costs, discussion of the risks and benefits of the structure, long term outlook for project financial viability, and why this strategy is the most advantageous to the FCRHA and the County. Developer shall explain how the use of non-residential space, as well as the potential design and construction of Road B (as outlined in the Development Requirements section on page 7), will be financed separately. Proposals will address timing for execution of financing, and financing closure.

Since a ground lease is contemplated for the multi-family development, upon expiration of the ground lease, all buildings and improvements contained in the ground lease area shall revert to the FCRHA. Any such proposal must address and demonstrate that any financing shall be secured only on the ground leasehold interest; there shall be no financing on the FCRHA's fee interest; the agreement shall present no cost or risk to the FCRHA or to the County.

Developer that proposes to utilize the competitive 9% Low Income Housing Tax Credits (LIHTC) must also provide a contingency plan in the event the 9% credits are not obtained.

Developer is encouraged to compete for County subordinate financing as part of their proposed financial plan. The County's subordinate loan shall be in second tier position after first mortgage in terms of waterfall structure and priority in event of foreclosure. See Appendix D for the 2024 Notice of Funding Availability (NOFA) application for more information. It is noted that NOFA terms are subject to change annually.

o **Project Pro Forma**

Developer shall provide a complete project pro forma model in a single Microsoft Excel file ("Developer Pro Forma(s)") with working formulas. The Developer Pro Formas must detail the development scope, project financing, operating projections, and capital events for all phases. All Developer Pro Formas must be dynamic with fully functioning linked formulas. Developer shall limit hard coding to assumption inputs only which should be identified by blue text. The County may wish to perform sensitivity analyses on various assumptions within Developer Pro Formas, therefore all formulas should be properly linked to hard coded assumptions. Project Pro Forma should include project cash flows. The project cash flows should show appropriate levels of capital repair and replacements reserves and spending over the project's operation. Capital repair and replacements shall

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be made as appropriate to maintain the project in very good condition throughout the term of the ground lease which will also guarantee that when the land reverts to the FCRHA at the end of the ground lease term, the improvements will be in very good condition. Project cash flows should show the long-term financial viability of the project.

- **Historical Financials**

Copies of Developer's audited financial statements for the past three fiscal years.

- **LIHTC Scoresheet**

Developer shall provide a LIHTC scoresheet from the most current LIHTC competition identifying possible and likely point sources for this project. Developer shall include a summary of one or more completed projects, not to exceed one page per case study, of previous development(s) in the past ten years that utilized 9% tax credits and should provide LIHTC scoresheets for each case study. Each case study summary should include context that highlights the developer's familiarity and success with similar projects.

- **Financial Qualifications**

Developer must provide statements regarding the Developer's financial creditworthiness and past development experience which can be verified, including the names and addresses of at least three (3) commercial or institutional credit references and a letter authorizing each credit reference to respond to inquiries from Fairfax County. At least two (2) of the references should be lending institutions.

- **Financing Strategy**

Developer shall provide a description of their strategy for financing the initial development and construction as well as the long-term operation of the completed improvements. The financing plan should include at a minimum:

1. Anticipated financing costs
2. Discussion of the risks and benefits of the structure. For competitive financing awards that are proposed, please explain why this project is competitive and the strategy if the project does not win the competitive award.
3. Contemplate how changes in capital market conditions can be accommodated by the proposed financing structure (specifically changes in interest rates and leverage)
4. Long term outlook for project financial viability

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5. Timing for execution of financing and financing closure
6. All proposed development for the East County Part B site must be economically feasible. Understanding that there may be many alternatives available, the FCRHA does not wish to constrain the flexibility of Developer in devising suitable financing plans. For example, possible financing strategies may include, but are not limited to:
 - a. Use of privately arranged short-term borrowing to be redeemed with permanent financing, including, but not limited to tax-exempt bond financing.
 - b. Use of 9% and/or 4% Low Income Housing Tax Credits (LIHTC) available through Virginia Housing.
7. Developer that proposes to utilize the competitive 9% LIHTC must also provide a contingency financing plan in the event the 9% credits are not obtained.

o **Section 11 - Additional Information**

Any other information that may assist the FCRHA in its evaluation of the Proposal including a statement of why the FCRHA and Fairfax County should select the Developer and its partners.

VII. Proposal Evaluation and Selection Process

- A Selection Advisory Committee (SAC) will be established to review and evaluate all proposals. The SAC will conduct a preliminary evaluation of all Proposals based on the evaluation factors listed above.
- Based on the results of the preliminary evaluation, one or more Developer may be invited by the County Purchasing Agent to make an oral presentation to the SAC.
- The FCRHA and the County may request best and final offers from any or all Developers at which point the SAC will conduct a final evaluation and rank order the proposals deemed responsive.
- The SAC may, at any time, request any additional information it deems relevant and/or necessary for the purposes of its evaluation and decision-making process.
- The FCRHA reserves the right to enter competitive negotiations with one or more Developers.

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- As part of the competitive negotiation process, Developer may be requested to provide the FCRHA and the County with more detailed designs, project specifications and cost models or other information deemed necessary. Any additional information provided to the FCRHA, and the County will be at the sole risk and expense of the Developer.
- The FCRHA reserves the right, at its sole and discretion, to reject any or all proposals.
- The designation of a Selected Developer will be based on the quality, clarity and thoroughness of the proposal and the degree to which it meets or exceeds the FCRHA's stated vision, goals and requirements and provides the FCRHA with the best value.

VIII. Copies and Submission

- Proposals must be received electronically through Fairfax County's online Procurement Portal at: <https://fairfaxcounty.bonfirehub.com>, on or before the Submittal Deadline. Submissions will only be accepted through the portal. Fairfax County will not accept proposals submitted by paper, telephone, facsimile ("FAX") transmission, or electronic mail (i.e., e-mail) in response to this RFP. Proposal submissions and registration are free of charge. Developers can register for a free account at: <https://fairfaxcounty.bonfirehub.com>, which will be required when preparing a submission. Documents may be uploaded at any time during the open period. The official time used for receipt of proposals/modifications is the time stamp within the Bonfire portal. No other clocks, calendars or timepieces are recognized. For technical questions related to a submission contact Bonfire at Support@GoBonfire.com or click on the link "Contact Bonfire Support here" under Need Help?
- It takes an average of 16 minutes to an hour for a response. Therefore, Developers shall take the necessary steps to submit their proposals in advance. The following is a helpful guide that will assist Developers regarding Submission: [Creating and uploading a submission](#)
- If, at the time of the scheduled proposal closing Fairfax County Government is closed due to inclement weather or another unforeseeable event, the proposal closing will still proceed electronically through the Bonfire system.
- Technical Information: Uploading large documents may take time, depending on the size of the file(s) and your Internet connection speed. You will receive an email confirmation receipt with a unique confirmation number once you finalize your submission. Minimum system requirements for the Bonfire portal - Internet Explorer 11, Microsoft Edge, Google Chrome, or Mozilla Firefox. Javascript must be enabled. Browser cookies must be enabled.
- Developer is reminded that any changes to this document, in the form of addenda, may be issued between the issue date and within three (3) days before the closing of the solicitation. All addenda MUST be signed and submitted into Bonfire in the designated location.

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Notice of addenda will be posted in Bonfire. Offerors are encouraged to monitor Bonfire for the most current addenda.

- Questions regarding this document should be submitted to the attention of Casey Sheehan, Contract & Procurement Coordinator, Fairfax County Department of Housing & Community Development, at the following e-mail address:
Kevin.sheehan@fairfaxcounty.gov.
- An optional pre-proposal conference will be held on January 30, 2025, at 11:00 P.M. via Microsoft Teams web conferencing. Participants are required to register prior to the pre-proposal web conference. Use the registration URL:
<https://events.gcc.teams.microsoft.com/event/ca923c40-721f-4399-8859-6b64bc304233@a26156cb-5d6f-4172-9d7d-934eb0a7b275> to register and receive the password to enter the meeting. Participants may be asked to wait in the waiting room until the host allows the participants to join the meeting.
- The purpose of the pre-proposal conference is to give potential offerors an opportunity to ask questions and to obtain clarification about any aspect of this Request for Proposal. Offerors may submit any questions pertaining to the RFP, in writing, prior to the pre-proposal conference to Kevin.sheehan@fairfaxcounty.gov.
- While attendance at this conference will not be a prerequisite to submitting a proposal, offerors who intend to submit a proposal are encouraged to attend. Any changes resulting from this conference will be issued in a written addendum to the solicitation.
- To request reasonable ADA accommodations, call the Department of Procurement and Material Management ADA representative at 703-324-3201 or TTY 711. Allow seven working days in advance of the event to make the necessary arrangements.

IX. Appendices

- Appendix A: Completed Studies (for information only):
 - A1. Title Report
 - A2. Property Survey
 - A3. Preliminary Geotechnical Investigation
 - A4. Phase I Environmental Site Assessment
- Appendix B: Approved Sheet C5 from CDP Application # RZ 2014-MA-023
- Appendix C: Public Facilities Map
- Appendix D: 2025 Notice of Funding Availability (NOFA) application
- Appendix E: Sample Acknowledgment and Certification of PPEA Solicitation and Addenda

EAST COUNTY PROPERTY REDEVELOPMENT
REQUEST FOR PROPOSALS

X. Attachments

- Attachment 1: Required forms including Vendor Information, Request for Protection of Trade Secrets or Proprietary Information, Affirmation of Legally Required Contract Terms, Certification Regarding Debarment and Suspension and Byrd Anti-Lobbying Certification.