

DELAWARE COUNTY REQUEST FOR QUALIFICATIONS FAIR ACRES BUILDING #7 REDEVELOPMENT

INTRODUCTION

Delaware County (the County) is seeking comprehensive statements of qualifications from not-for-profit or for-profit housing developers, to assist in the redevelopment of Fair Acres Building #7 for senior rental housing and possibly other subsidized and non-subsidized affordable housing programs with the County during the period of three years.

Selected housing developers will be provided building schematics and access to the building for creation of detailed proposals.

Applicants to this RFQ are not precluded from submitting proposals or bids on other subsequent Delaware County RFQs.

SUBMISSIONS

Delaware County will receive Statements of Qualifications until 4:00 pm December 4, 2024. Submission can be submitted via email to welshp@co.delaware.pa.us or delivered to the Office of Housing and Community Development located at:

OHCD

2 W. Baltimore Avenue, Suite 202 Media, PA 19063

It is the responsibility of the applicant to ensure that its response is received by the date and time specified. All costs (including travel) incurred in the preparation of the response will be the responsibility of the applicant and will not be reimbursed by the County or any other entity. The County reserves the right to disqualify any proposal received after the specified date/time and not completed in the indicated format and inclusive of required information.

PRE-SUBMISSION CONFERENCE

A pre-submission conference will be held November 8, 2024 from 10:00am -11:30am. Applicants are encouraged to attend to view the campus, site and building. Schematic plans will be available for review along with Fair Acres staff to answer questions.

REQUIRED SUBMISSION FORMS

Failure to adhere to requirements for each section of the proposal may result in disqualification.

A. Technical Proposal

The Technical Proposal should address all questions and requirements as outlined in this Request for Qualifications

B. Transmittal Letter

The Transmittal Letter must be on the applicant's letterhead and signed by an individual with the legal authority to bind the applicant. The letter must identify the primary program and fiscal contact for the applicant and state the applicant accepts the terms, conditions, criteria, and requirements set forth in the RFQ.

C. Political Contribution Disclosure

Each applicant shall provide a Campaign Contribution Form (attached hereto, along with instructions, as Attachment A) together with its response, and, if selected, an updated form prior to consideration of approval of its contract by County Council.

TECHNICAL PROPOSAL

Delaware County seeks qualified developers for the redevelopment of Building #7 on the County owned Fair Acres campus. Building #7 is an unoccupied block and brick building with concrete floors on metal joists above an underground tunnel connecting all campus buildings. Utilities are located within the tunnel system including steam and HVAC systems for the campus. Floor plans are available for review and will be provided at the Prebid and to all developers that meet the Statement of Qualifications. The site is currently zoned R1-A per the Middletown Township zoning map and is considered a non-confirming use. Selected developer will be responsible for obtaining any required zoning relief.

Additional information on the Fair Acres Center, including a campus map can be found at www.fairacres.org

Requirements

1. Development Experience

a. Listing of all development projects awarded and/or constructed in the past 10 years with the following information for each: name and location, number of units proposed and completed, type of units, funding sources, date project commenced and date completed

- b. Documentation of any past experience with environmentally sensitive land and watershed development.
- c. Documentation of history obtaining zoning relief for residential construction.
- d. Documentation of any past experience working with Living Independence for the Elderly (LIFE) Program providers.

2. Description of knowledge of financing methods

a. Respondent shall describe past use of funding tools for construction of multifamily developments including but not limited to HUD HOME, HOME-ARP, and CDBG funds; Low Income Housing Tax Credits, Section 202 program, construction loans, energy credits, etc. Respondent shall include identification of all successful financing secured for development(s) the past 10 years.

3. Property Management

a. Provide a listing of properties currently under management, including name and location, number of units and property funding/restriction type (HUD, LIHTC, etc).

4. Key Personnel

- a. Provide a synopsis of the complete development team including professional disciplines and trades required to initiate and coordinate the project. Synopsis should include development team experience with similar completed projects.
- b. The County reserves the right, as co-developing partner of this project, to actively assist in the procurement of general service providers and all major professional service consultants.

SELECTION OF MOST QUALIFIED FIRM(S):

The firms determined by the County to be most qualified in terms of actual, demonstratable experience, knowledge and perceived benefit to the County's objectives will be selected and development proposal negotiations with said firm(s) commenced. Proposals will include completion of the Delaware County Housing Development Fund Application. (Attachment B)

The Request for Qualifications is issued in order for the County to identify the most qualified firm(s) to assist the County in the exploration of Fair Acres Building #7 redevelopment.

The following factors shall be used to enable the County to select the most qualified firm:

- 1. Previous Experience with mixed-finance development of affordable housing including, but not limited to, the sources identified in the technical proposal.
- 2. Relevance and extent of experience of key personnel and of any proposed partners.

- 3. Knowledge of applicable laws, regulations, programs and resources available for use by the County to accomplish the redevelopment
- 4. Experience in development of affordable housing preferably in Delaware County, Pennsylvania

COST:

As this is a Request for a Statement of Qualifications, no cost proposal shall be submitted by any proposer.

SUBMISSION DEADLINE:

The deadline for submission of the Statement of Qualifications is December 4, 2024, at 4:00 pm. All responses submitted after that date shall not be considered.

The respondent shall submit electronically to <u>welshp@co.delaware.pa.us</u> with an email subject of "Fair Acres Building #7 Redevelopment".

Hand-delivered proposals will be accepted for non-electronic copies. Hand-delivered submittals should be placed in a sealed package clearly marked "Fair Acres Building #7 Redevelopment" Submittals sent via mail or package should be addressed and delivered as indicated below:

Delaware County OHCD Attention: Fair Acres Redevelopment Building #7 2 W. Baltimore Avenue Suite 202 Media, PA 19063

Submissions received later than time and date specified will not be considered.

Review Process and Timeline

The County will follow up within six weeks to invite up to three firms to review the site in more detail and complete the Housing Development Fund application for selection.

QUESTIONS:

To preserve the integrity of the review and selection process, we are seeking to limit informal communications and questions between County Staff and potential applicants. The pre-submission conference is a good opportunity to answer most inquiries. Questions that arise following the pre-submission conference should be directed to Phil Welsh at welshp@co.delaware.pa.us Questions will be accepted via email until November 20, 2024. All questions and answers will be provided to all known applicants no later than November 27, 2024.

Fair Acres Building #7 Redevelopment Attachment A Campaign Contribution Disclosure

Delaware County Political Contribution Disclosure Form

Background: Under Section 6-12.E of the Administrative Code of Delaware County, Contractors under certain Covered Contracts are required to provide this Disclosure Form in connection with consideration of approval of such Covered Contract by County Council. *Definitions of Contractor, Covered Contract, and certain other terms used in this Disclosure Form, as well as additional instructions for its completion, are set forth in <u>Exhibit A</u> attached hereto.*

Political Cont	ribution Dis	sclosure: Within the p	past twenty-four (24) month	s, Contractor* has:
·	_ NOT made	e any Reportable Cont	ributions.	
	_ made Rep	ortable Contributions	as set forth on <u>Schedule A</u> a	attached hereto.
			ntractor whose contributions are oble contribution" on <u>Exhibit A</u> .	also required to be reported, as
Type of Busin	ess Entity			
Corporation _ Limited Partn				Other: (describe)
signed by the certification. requirements	Contractor Disclosure	or an officer or emplo Forms that are not pro aware County Adminis	oyee of the Contractor that i operly signed will not be cor	bmitted, it must be properly is authorized to make this nsidered as responsive to the
By executing				
(1)			e the Contractor or an emplo e this Disclosure Form.	yee or officer of the Contractor
(2)	of the			ge after appropriate inquiry, all ue and contain no material
(3)	Acknowl	edge and agree to cor	mply with the provisions des	scribed in <u>Exhibit A</u> .
Name of Con	tractor:			
_				
By: Title:			Name:	
Date:				

Exhibit A Delaware County Political Contribution Disclosure Form

Definitions and Instructions

Timing.

<u>Contracts subject to an RFP/Q, Invitation to Bid or other Solicitation</u> – the Solicitation will have explicit instructions on when and how to submit this Disclosure Form. Please follow those instructions.

Other Contracts -- Disclosure Forms must be received by the County at least eight (8) days prior to the County Council meeting at which the approval of a contract will be considered. They should be submitted by e-mail to CentralPurchasing@co.delaware.pa.us.

In either case, failure to timely provide this Disclosure Form may delay consideration of your contract by County Council.

Public Posting; Right to Know Law.

The Disclosure Form for the selected Contractor is sought will be posted on the County website prior to the County Council meeting at which approval of the Covered Contract will be considered and included in the Agenda materials for such meeting.

The County will also provide copies of Disclosure Forms (whether or not the Contractor is awarded a Covered Contract) in response to requests under the Pennsylvania Right to Know Law.

Ongoing Reporting.

By January 30 of each year, commencing January 1, 2023, each Covered Contractor under a Covered Contract with a term exceeding one year is required to provide the County Clerk with an updated Disclosure Form showing any reportable contributions in the prior year or indicating that there are none. If a Contractor does not provide the required disclosure form within thirty (30) days of written notification from the County Solicitor of its failure to timely provide such form, the applicable Covered Contract is subject to being voided by County Council.

Penalties.

Any Contractor which fails to provide the Disclosure Form or which submits a Disclosure Form which is materially inaccurate may be banned as a contractor or subcontractor to the County for a period of up to three (3) years, and/or, to the extent legally permitted, the covered contract in question may be terminated, in each case, by a majority vote of County Council following such investigation and

consideration of such evidence as County Council deems appropriate or by action of such other entity or body as may be designated by resolution of County Council.

Definitions.

"Contractor" means any non-governmental person, corporation, partnership, association or other entity, whether or not for profit, and includes any subcontractor which is reasonably anticipated to receive compensation of \$50,000 or more under the applicable Covered Contract. See the definition of "Reportable Contribution" below for entities and persons related to a contractor whose contributions are also required to be reported.

"Covered Candidate" means any individual who seeks nomination or election to the following offices by vote of the electorate (whether or not such individual is nominated or elected): (1) County Council, District Attorney, Sheriff, Controller or Register of Wills in Delaware County; (2) Judge of the Court of Common Pleas of Delaware County or the Magisterial District Courts of Delaware County; (3) any seat in the Pennsylvania General Assembly which represents residents of Delaware County; or (4) any state-wide office in Pennsylvania (non federal).

An individual shall be deemed to be seeking nomination or election to an office if such individual has:

- (1) received a contribution or made an expenditure or given consent for any other person or committee to receive a contribution or make an expenditure for the purpose of influencing his nomination or election to such office, whether or not the individual has announced the specific office for which he or she will seek nomination or election at the time the contribution is received or the expenditure is made; or
- (2) taken the action necessary under the laws of Pennsylvania to qualify for nomination or election to such office.

The term shall include individuals nominated or elected as write-in candidates unless they resign such nomination or elected office within 30 days of having been nominated or elected.

"Covered Contract" means any contract, agreement, memorandum of understanding or other arrangement which is (i) required to be approved by County Council and (ii) under which a Covered Contractor provides or leases goods, supplies, materials, equipment, consulting, professional or other services, and/or property to the County, whether or not payments under the Covered Contract are anticipated to be made from general revenues or another specified source of funds, but does not include grant agreements under which the County is the grantee.

"Political contribution" means any advance, conveyance, deposit, distribution, transfer of funds, loan, payment, pledge, purchase of a ticket to a testimonial or similar fund-raising affair, or subscription of money or anything of value, except volunteer services, in connection with a political campaign, and any contract, agreement, promise or other obligations, whether or not legally enforceable, to make a political contribution.

"Reportable Contribution" means a political contribution, to:

- (A) A Covered Candidate.
- (B) Any Pennsylvania state committee of a political party, any County committee of a political party or any committee of a political party established at the municipal level for a municipality in the County.
- (C) A contribution to a political action committee with the intent or expectation that some or all of such contribution will be directed to a covered candidate. This intent shall be presumed if a political action committee only supports one or more covered candidates.
- (D) A contribution to a political action committee controlled by a person or entity described in clauses (1) through (5) below.

Reportable contributions include contributions by: (1) a Contractor; (2) any corporate parent, subsidiary or other affiliate of a Contractor; (3) an officer or director of a Contractor; (4) a shareholder or partner of a Contractor with a 5% or greater ownership interest; and (5) the spouse of any person or entity listed in the preceding clauses; and shall also include any contribution reimbursed by a person or entity listed in clauses (1) through (5).

Questions.

Questions regarding the Disclosure Form may be directed to CentralPurchasing@co.delaware.pa.us.

Schedule A Delaware County Political Contribution Disclosure Form

Reportable Contributions within Past 24 Months

Name of Contractor:	Contributor* Candidate Contributor C							
	Relationship of Contributor to Contributor						e	

*Reporting required for Contractor and all other entities and persons related to Contractor whose contributions are also required to be reported, as further described in the definition of "reportable contribution" on $\overline{\text{Exhibit A}}$.

Fair Acres Building #7 Redevelopment Attachment B Delaware County Housing Development Fund Application



Delaware County Housing Development Fund (HDF)

HDF APPLICATION

Revised 2023

This application is for funding for affordable housing development. Prior to completing the application, please contact the OHCD Director at (610) 891-4014 to notify the County of intent to apply.

1. APPLICANT INFORMATION

Applicant		* -	Date
Address, City, Zip			
Executive Director		Email / Phone	
Contact Person / Title		Email / Phone	
Telephone		Fax	
Federal ID #		DUNS#	
Type of Organization	Non-ProfitFor-Profit Other (Specify)	3 C C C C C C C C C C C C C C C C C C C	Partnership
Certification	l, am authorized to sign for the applica application is correct and accurate.		tle) of the applicant organization, ormation contained in this
	Signature	Date	
Required Attachment	Board Resolution authorizing th	e application and funding	request.
	2. FUNDIN	NG REQUEST	
Amount Requested	\$	Terms	
TOTAL Project Cost	\$	Number of Units	# TOTAL Units # HOME Units
Brief Project Description			

	3. PROJECT IDENTIFICATION				
Project Name	Project Municipality				
Project Address City, Zip					
Required Attachments	a) Project location map b) Description of specific street or natural boundaries bordering site c) Photographs If multiple sites, provide information for each site location.				
	4. TARGET POPULATION				
Income Levels	For each income level, indicate: # Households Percent (%) Total Units At or below 60% Area Median Income At or below 50% Area Median Income At or below 40% Area Median Income At or below 30% Area Median Income At or below 20% Area Median Income At or below 20% Area Median Income At least 20% of HOME-assisted units must be rented to households at or below 50% AMI. All other units must be rented to households at or below 60% AMI				
Family Type	Indicate the number of units designated for: SeniorsFamilies with ChildrenDisabledOther (Describe)				
	5. BUDGET & COST				
Budget & Cost Tables	Indicate Budget Uses, Funding Sources, Annual Operating Expenses, Projected Income and Development Costs on the attached Budget & Cost tables . Completed tables must be attached with signed application and supporting documentation.				
Required Attachments	A digital template (.xls) of the Budget & Cost tables is available upon request. a) HDF Budget Uses b) Project Funding Sources Attach documentation verifying commitment of other funds Attach application status documentation for pending funds c) Annual Operating Expenses – RENTAL d) Annual Operating Expenses – HOMEOWNER e) Projected Income – RENTAL Attach Cash Flow Analysis f) Projected Income – HOMEOWNER g) Development Costs				

	6. PROJECT DESC	RIPTION	
Number & Type of Structures	Indicate # of Buildings: Rowhouses/Townhouses Midrise/Highrise (# Floors) Single Family Detached Single Family Semi-Detached (Twin) Two Family (Duplex) Accessory Buildings (Garage, etc.)	Project Type	Check all that apply: New Construction Rehabilitation Acquisition Preservation
TOTAL # Buildings		Age of Existing Buildings	
Units	Unit Type # Units 0 BR (Efficiency) 1 Bedroom 2 Bedroom 3+ Bedroom SRO	Anticipated Sa \$\$ \$\$ \$\$	ales / Rental Price
Affordability Period	For how many years will the units be affor	rdable?Ye	ears
	7. SCHEDU	LE	
Key Dates	Indicate anticipated work completion date Closing, 2) Construction Start and 3) Substantial Activity	tantial Completion. A	

	8. PROJECT REA	DINESS		
Zoning	Current site zoning:	Zoning Variance Needed	Yes	No
Project Readiness Checklist	Indicate if the following have been obtained/conducted:	<u>YES</u>	<u>NO</u>	<u>N/A</u>
	1. Ownership of Property			
	2. Site Control			
	3. Market Study			
	4. Appraisal			
	5. Cost Estimates			
	6. Building Permits			
	7. Utility Service Confirmation			
	8. Environmental Audit			
	9. Architectural Plans/Specs			
	10. Survey			
	11. Land Development Plans			
	12. Construction Contract			
	13. Title Insurance			
	14. Payment/Performance Bond			
	15. Builder's Risk Insurance			
	16. Worker's Comp/Liability Insuran	ce 🗆		
	17. General Liability Insurance			
	18. Management Plan			
	19. Marketing Plan			
Bonded	Is the construction company bonded?	Current	Are units curre	ently occupied?
	YesNo	Occupancy	Yes	NoN/A
Required Attachments	a) Evidence that the site is properly a	zoned for the prop	oosed use.	
	b) If relevant, evidence that a varian	ce request has be	en filed and a h	earing date has
	been scheduled.			
	c) If existing units occupied, provide assistance.	a relocation plan	that includes av	vailable relocation
	d) Supporting documentation for about outstanding mortgages, prelimina estimates, permits, utility confirm insurance binders, etc.	ry plans and speci	fications, scope	of work, cost

Complete Sections 9-14 as a narrative <u>attachment</u>.

Address all requested information and attach supporting documentation as required.

	9. PROJECT NEED					
Housing Market	 Provide a detailed assessment of the current housing market in the project area that includes: The demand for proposed housing development in relation to existing housing and economic conditions in the geographic area. Explain how the proposed number and type of units will address the need. Information regarding surrounding area rents and/or home values, Area Median Income, and housing and construction market trends. 					
Required Attachment	Relevant supporting housing data, appraisal and market study.					

	10. SITE SELECTION / PROJECT DESIGN			
Area Analysis	Describe the proposed project area and evaluate advantages and disadvantages of the area. Include:			
	1. Types and condition of existing housing in the market area.			
	Availability of public transportation to the project site.			
	3. Location and quality of schools.			
	4. Access to shopping and employment centers.			
	5. Information on crime and other information relevant to the site.			
Project Design	Describe any special architectural design features and site planning elements or considerations particularly regarding open space and historical character.			

	11. MARKET / INCOME TARGETING				
Tenant Marketing	Describe how the project will be marketed to the eligible populations. Include details on: 1. Populations accommodated/served. 2. Marketing to eligible participants, particularly to those least likely to apply				
	including households with Limited English Proficiency (LEP) and households without access to the internet. 3. Affordability of housing in terms of monthly rent or mortgage costs.				

	12. SELF-SUFFICIENCY					
Training & Services	Describe training and/or services that will be provided to foster resident self-sufficiency, including:					
	 Type of service(s) and how will it be accessed (i.e. referral, case management, etc.) Name of the organization providing service(s). How often and/or for how long will services be offered. Number of individuals expected to benefit from service(s). Funding available to support provision of service(s)? 					
	•					
Required Attachment	Relevant service or funding commitment letters from the providers.					

	13. COMMUNITY INVOLVEMENT
Community Involvement	 How has the HDF applicant has served the community in which the project will be located? Include the number of years active in the community and describe in what capacity. Describe support or letters of commitment for the proposed project from local elected officials, community groups, potential project residents and community residents
Required Attachment	Letters or evidence of local support for the project.

14. APPLICANT CAPACITY				
Capacity /Experience	 Describe the objective/mission, management structure, and staffing of the applicant organization. Explain the organization's previous experience as a developer and ability to implement and manage affordable housing including projects completed of a similar nature to proposed project. Describe the role of the third-party involved in the management or service provision. 			
Required Attachments	a) Most recent certified financial statement/auditb) Articles of Incorporation and By-Lawsc) Board of Directorsd) Annual Reporte) Partnership agreementsf) Names, addresses, and contact information for members of the development team including architect, engineer, processing agent, property manager, attorney, etc.			

15. ENVIRONMENTAL REVIEW

This section will assist in determining the extent of environmental review that will be needed for the proposed project, allowing the County to identify major environmental issues and assist the applicant in complying with all requirements so that funding delays may be avoided.

Refer to the attached Environmental No Effect Activities and Historic Preservation State Programmatic Agreement.

			<u>YES</u>	<u>NO</u>	<u>N/A</u>	
1.	Will the project su	upport an increased number of residents?				
2.		nvolve a change in land use? In Industrial to Residential.				
3.	Does the project i					
4.	for or listed on the	res the project involve the reuse/rehab of an historic building eligible				
	declaration of his	ch relevant documentation including by not limited to torical significance by local ordinance, state designation, n of eligibility letter.				
5.		located in, or will the proposed activities affect, a lain/wetland area?				
	If yes, please attach a statement assuring that flood insurance will be maintained for any structure located in the floodplain. Activities that occur in a floodway associated with a 100-year floodplain are ineligible.					
If YES to	any of the above,	olease explain:				
Required Attachments		a) Attach map and/or plans detailing the exact location of all project activities including proposed land use change, construction starts and stops and ground disturbances.				
		b) Documentation related to historical significan	nce (if re	levant).		
		c) Statement regarding flood insurance (if relev	ant).			

16. OTHER FEDERAL REQUIREMENTS

Delaware County Housing Development Funds may include HOME Program entitlement funds which are subject to federal cross-cutting requirements including but not limited to those related to Davis Bacon and Section 3.

Projects receiving more than \$200,000 in HOME funding will be required to cooperate during construction with weekly Davis Bacon reporting requirements, Section 3 goals including opportunities for low-income workers and certified MBE/WBE employees and contractors and any other relevant federal requirements.

17. CHECKLIST **Required Attachments** Section 1 – Applicant Information Board Resolution authorizing the application and funding request. Section 3 – Project Identification a) Project location map(s) b) Description(s) of specific street or natural boundaries bordering site c) Photographs If multiple sites, provide information for each site location. Section 5 – Budget & Cost Tables _ a) HDF Budget Uses b) Project Funding Sources Attach documentation verifying commitment of other funds Attach application status documentation for pending funds c) Annual Operating Expenses – RENTAL ___ d) Annual Operating Expenses – HOMEOWNER e) Projected Income – RENTAL ____ Attach Cash Flow Analysis f) Projected Income – HOMEOWNER g) Development Costs Section 6 - Project Funding a) Documentation verifying commitment of other funds, including the terms, any conditions governing the funds, and lender/grantor contract. b) For funds pending a commitment, please indicate the status of the application and provide a lender/grantor contact. Section 8 - Project Readiness a) Evidence that the site is properly zoned for the proposed use. b) If relevant, evidence that a variance request has been filed and a hearing date has been scheduled. c) If existing units occupied, provide a relocation plan that includes available relocation assistance. d) Supporting documentation for above responses (i.e. deed, sales agreement, option, outstanding mortgages, preliminary plans and specifications, scope of work, cost estimates, permits, utility confirmation letters, environmental studies, studies, insurance binders, etc. Section 9 - Project Need Relevant housing data, appraisal, market study, housing authority waiting list, etc.

Section 12 – Self-Sufficiency
Relevant service or funding commitment letters from the providers.
Section 13 – Community Involvement
Relevant letters or evidence of local support for the project.
Section 14 – Applicant Capacity
a) Most recent certified financial statements
b) Articles of Incorporation and By-Laws
c) Board of Directors
d) Annual Report
e) Partnership agreements.
f) Names, addresses, and contact information for the key members of the development team (i.e. architect, engineer, processing agent, property manager, attorney, etc.)
Section 15 – Environmental Review
a) Attach a map and/or plans detailing the exact location of all project activities including proposed land use change, construction starts and stops, ground disturbances, etc.
b) Documentation related to historical significance (if relevant).
c) Statement regarding flood insurance (if relevant).