RFP Questions and Answers for Bidders

The following questions have been received from individuals/organizations indicating an intent to bid on the 2018 Baltimore City Department of Housing and Community Development for Coldstream Homestead and Montebello, Park Heights or Upton neighborhoods.

Question 1 - How many copies of the proposals need to be submitted?

Answer 1 - Respondents to the RFP should submit one (1) original signed document and eleven (11) copies.

Question 2 - Who makes up the RFP Review Panel?

Answer 2 - The RFP Review panel is comprised of Baltimore City Department of Housing and Community Development, Department of Planning, Comptroller’s Office, City Council President’s Office, District Council, Maryland State Department of Housing and Community Development, Baltimore Development Corporation and Commission for Historic Architectural Preservation.

Question 3 - The Mayor had suggested there will be $80 million available for future development. Are any of these funds allocated to the redevelopment of the properties being offered through this RFP?

Answer 3 - The Community Catalyst Grants Program will launch with an initial $5 million investment from the city's Department of Housing and Community Development. The Neighborhood Impact Investment fund is intended for future development projects in Baltimore City, however they are not specifically earmarked for any of the properties offered through this RFP. The fund would be run by a board that would attract additional money to be invested in some of the city’s most distressed communities.

Question 4 - Can the responding proposal be different from the Community’s vision represented in the RFP or Master Plan?

Answer 4 - The Community partners have worked very hard to produce a vision plan for what they believe will be the most successful projects for each neighborhood. If you are planning to work outside of the suggested guideline, we recommend that you work with the respected community leaders to get their feedback and input.

Question 5 - Where can we find specific details for each community driven plan?

Answer 5 - Please reach out to the community association leaders for information on their specific vision for the site.

- Coldstream Homestead Montebello Community Development Association - Mark Washington, Executive Director
- Park Heights Renaissance - Marcus Pollock, Executive Director
- Upton Planning Committee, Inc. - Wanda Best, Executive Director
**Question 6** - Is there a Pro-Forma associated with the Community Vision Plans?

**Answer 6** - No, we are seeking the response from applicants.

**Question 7** - Could the community leaders please take a few minutes and share their vision for the neighborhoods and specifically the planned development area?

**Answer 7**

**UPTON** - Jules Dunham-Howie, Upton Planning Committee Development Committee Chair

- The Master Plan is available online at www.historricupton.com.
- The neighborhood is focused on full block outcomes.
- Homeownership is priority.
- The Upton Planning Committee hosts a developers meeting every first Friday of the month at 10AM at the Avenue Market, 1700 Pennsylvania Ave. where developers can ask questions, get feedback, and present ideas.

**PARK HEIGHTS** - Marcus Pollack, Park Heights Renaissance Executive Director

- Looking to grow from the successful projects/programs in the area, strengthening with future partnerships.
- Renaissance Gardens Senior Apartments (community anchor.)
- Workforce Development program being offered in partnership with Penn Rose & Civic Works.
- Our neighborhood has a focus on adaptive re-use of green space.
- Park Heights is considered a food desert, needs access to healthy affordable foods.
- Homeownership is a priority.
- PHR has begun looking at different models to help capture some of the rental community by considering concepts around shared homeownership and rent-to-own.

**COLDSTREAM HOMESTEAD MONTEBELLO (CHM)** - Mark Washington, CHM Executive Director

- Focus is on market rate affordable housing and homeownership.
- CHMCA has a strong partnership with Healthy Neighborhoods, Inc. This partnership will help to incentivize homeownership in the neighborhood.

**Nearby resources include the following:**

- Baltimore City College
- Three 21st Century Schools being built
- Walking distance to and 850 acre park featuring sport fields, a newly renovated pool, and golf course
- Close to Morgan State University and Johns Hopkins Campuses
- 10 minute drive to Downtown
Question 8 - Does financing have to be confirmed at the time of application?

Answer 8 - Applicants should have a realistic plan with regard to financing. If you are seeking funding, we expect to confirm proof that necessary conversations have been had and that partnerships needed to provide capital are in place.

Question 9 - Are there requirements to incorporate Women and Minority Owned Enterprise (W/MBE) partners and contractor in the project proposal?

Answer 9 - It is the policy of the City that minority- and women-owned businesses should have maximum opportunity to participate in any and all components of the RFP project. The Developer agrees to comply with Article 5, Subtitle 28 of the Baltimore City Code regarding participation by Minority Business Enterprise (W/MBE).

Question 10 - Please share details on the RFP subsidy for each of the neighborhood projects.

Answer 10 -

PARK HEIGHTS - Successful respondents will have access to 85% Park Heights Lottery Terminal funds. The exact amount has not been determined.

COLDSTREAM HOMESTEAD MONTEBELLO - Healthy Neighborhoods, Inc. (HNI) was awarded $500,000 to be used for pre-development, architectural and engineering costs. While the funds can be used for entire development (beyond Phase 1). There is deadline for these FY 2018 funds; 50% must be spent by June 2019 and the full amount by June 2020. HNI will be the entity to coordinate and distribute funds.

UPTON - Successful respondents will have access to portions of the $2 million from the State of Maryland’s C.O.R.E. grant as well as additional $1 million from the City of Baltimore.

Question 11 - Are any tax incentives available or planned? TIFs?

Answer 11 - Baltimore City Department of Finance has a full list of available tax credits available online at https://finance.baltimorecity.gov/public-info/credits. Many of the tax incentive programs offered by the Baltimore City Department of Finance are geared toward market-rate housing.