REQUEST FOR QUALIFICATIONS

DCHFA Headquarters
815 Florida Ave NW,
Washington, DC 20001

dchfa.org/business-opportunities/
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A. INTRODUCTION
The DC Housing Finance Agency ("DCHFA" or "Agency") was established in 1979 pursuant to the District of Columbia Housing Finance Agency Act, as amended (D.C. Code Section 42-2701.01 et seq.), to increase the supply of affordable housing in the District of Columbia through the issuance of revenue bonds, notes and other obligations. The Agency is a corporate body with a legal existence separate and apart from the District of Columbia (the "District"). The Agency is self-sustaining, and its budget, finances, procurement, and personnel system are independent of the District government.

The Agency’s mission is to be the District of Columbia’s principal catalyst for housing finance and neighborhood investment. The Agency is a uniquely created and organized financial intermediary and administrator of affordable housing programs and resources for the District of Columbia.

Through its Multifamily Lending and Neighborhood Investment and Capital Markets divisions, DCHFA issues tax-exempt mortgage revenue bonds to lower the developers’ costs of acquiring, constructing and rehabilitating rental housing. The Agency offers private revenue bonds to low-income and very low-income families, and provides capital for the development of affordable rental housing.

The Agency is committed to playing an important role in executing the Mayor’s policy on Affordable Housing in Washington DC. In May 2019 the Mayor Bowser issued Mayor’s Order 2019-036 to address the housing need by calling for “Increased housing production and preservation is required to address growth and ensure the District lives up to its values of being diverse and inclusive. To do this, the District must create 36,000 new residential units by 2025. Meeting the city’s affordable housing needs will require that at least 12,000 of new residential units are affordable to low income households and that the District preserve an additional 6,000 affordable housing units. The larger region must produce housing for an additional 240,000 households by 2025.”

Mayor Bowser has charged her entire Administration and all sister agencies with ensuring every Washingtonian gets a fair shot. The Mayor and DCHFA recognize that the District is a powerful tool for investing in the economic vitality of residents and neighborhoods. As the District of Columbia continues to grow and change, the District’s investments and decisions will continue to play an important role in shaping the future of our city and providing opportunity to those who have historically been locked out of prosperity. Building the District of Columbia into a more inclusive and equitable city will not happen by chance, it will be the result of intentional decisions that are designed to overcome long-standing inequities, that reflect our shared DC values, and that provide Washingtonians across all eight wards every opportunity to rise.

In the interest of advancing access to opportunities to manage meaningful development activities, DCHFA has designated this headquarters project as an instance to serve the dual purpose of promoting economic activity and facilitating equitable access to the opportunities afforded by development projects. Equitable access to meaningful opportunities for development project management and delivery is a critical pathway towards ensuring that the District’s growth reflects diverse needs and equitably benefits residents.

The District intends to take deliberate steps to assist small, local, and disadvantaged businesses and people to not just participate in larger opportunities but build the capacity necessary to lead and manage the future.

The District of Columbia expects to acquire through a sale or ground lease the current DCHFA headquarters office at 815 Florida Avenue NW, Washington DC 20001 ("Property" or "Site") for redevelopment in order to relocate the headquarters to another site and deliver a redevelopment project that achieves the mission of DCHFA. The Site is improved and consists of 29,372± square feet with a three-story “Class B” office building and is owner occupied. The building was constructed in 1983 and retrofitted for the Agency in 1998. The gross building area is approximately 30,000 square feet with approximately 77 on-site parking spaces in a three-story parking structure.

DCHFA envisions finding a new office location for the headquarters space which will be reduced to approximately 10,000 square feet and 15,000 square feet.

All interested partners (“Respondents”) shall submit the requisite information outlined in this Request for Qualifications (“RFQ”) in order to be shortlisted to respond to a Request for Proposal (“RFP”) to be issued later this year.

C. PROCUREMENT SCHEDULE
DCHFA is soliciting for the qualifications of development partners for the redevelopment of its headquarters site under the following schedule:

<table>
<thead>
<tr>
<th>Schedule Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFQ Issuance</td>
<td>Thursday, July 30, 2020</td>
</tr>
<tr>
<td>Pre-Bid Meeting [Via WebEx]</td>
<td>Wednesday, August 19, 2020</td>
</tr>
<tr>
<td>RFQ Question Deadline</td>
<td>Friday, August 21, 2020</td>
</tr>
<tr>
<td>DCHFA Response to Questions</td>
<td>Friday, August 28, 2020</td>
</tr>
<tr>
<td>RFQ Submission Deadline</td>
<td>Friday, September 11, 2020</td>
</tr>
<tr>
<td>Shortlist Notification</td>
<td>October 2020</td>
</tr>
<tr>
<td>RFP Issuance</td>
<td>October 2020</td>
</tr>
<tr>
<td>RFP Site Inspections</td>
<td>October – November 2020</td>
</tr>
<tr>
<td>RFP Submission Deadline</td>
<td>December 2020</td>
</tr>
<tr>
<td>RFP Developer Interviews</td>
<td>January 2021</td>
</tr>
<tr>
<td>Negotiations with Selected Developer</td>
<td>March – September 2021</td>
</tr>
<tr>
<td>Execution of Disposition Agreement</td>
<td>September 2021</td>
</tr>
<tr>
<td>Potential Leaseback Period</td>
<td>September 2021 – September 2022</td>
</tr>
</tbody>
</table>
2. PROJECT GOALS AND OBJECTIVES

The Agency seeks to engage a qualified Developer to redevelop the property at 815 Florida Avenue, NW in order to monetize the site to provide funding for relocating the DCHFA headquarters facilities and facilitate the mission of DCHFA and production of affordable housing. As part of this process, DCHFA seeks a partner who follows similar values and can demonstrate past performance with other government partners in the Washington Metropolitan Region that mirror our Core Values and Redevelopment Goals. DCHFA is also interested in exploring relocation options that the qualified Developer controls, if any. With this project DCHFA also seeks to maximize CBE participation on both the development side and contracting side of the development project.

DCHFA’S Core Values:
- Leadership
- Excellence
- Community Focus
- Integrity
- Collaboration
- Innovation

Redevelopment Goals
The solicitation is intended to promote responses from highly qualified development teams that propose development aligned with the Mayor’s policy on affordable housing. In addition to advancing the Mayor’s policy, respondents should propose development of the highest quality architectural and urban design.

Primary development goals:
- Delivery of fair market value of the site to DCHFA
- Relocation of DCHFA headquarters office
- Increase the District’s Affordable Housing Supply
- Increase access to capital and capacity for CBE, SBE, and/or minority developers
- High quality design and site layout
3. Context

A. Site Location
The Site, also known as Square 2875 Lot 1034, consists of a three-story, “Class B” office building that was constructed in 1983 and retrofitted for the Agency in 1998. The building sits in the heart of the U Street Corridor in the Shaw neighborhood of Washington, DC. The Property is conveniently located within 1.5 miles of downtown Washington, DC, and one block from the Green Line Metro Station, “U Street/African-Amer Civil War Memorial/Cardozo,” as well as in close proximity to several bus stops on the 90, 92, 96, and X3 lines.

1. Existing Conditions
The Property is currently improved with an office building and parking structure. There are no known historic resources or environmental limitations at this time. Further due diligence and information will be provided in the RFP.

2. Zoning
The Property is located within the “Mixed Use Uptown Arts (ARTS) Zones -ARTS-2” district. DCHFA anticipates that the selected Developer will utilize the flexible matter of right zoning already in place.

<table>
<thead>
<tr>
<th>Building Category</th>
<th>Residential</th>
<th>Residential (IZ)</th>
<th>Non-Residential</th>
</tr>
</thead>
<tbody>
<tr>
<td>Max Lot Occupancy (%)</td>
<td>80</td>
<td>80</td>
<td>N/A</td>
</tr>
<tr>
<td>Max Height (ft)</td>
<td>65</td>
<td>70</td>
<td>65</td>
</tr>
<tr>
<td>Rear Yard Setback (ft)</td>
<td>15</td>
<td>15</td>
<td>15</td>
</tr>
<tr>
<td>Side Setback (ft)</td>
<td>5 ft if provided</td>
<td>5 ft if provided</td>
<td>5 ft if provided</td>
</tr>
<tr>
<td>Max FAR</td>
<td>3.5</td>
<td>4.2</td>
<td>1.5</td>
</tr>
<tr>
<td>Green Area Ratio</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
</tr>
<tr>
<td>Design Requirements</td>
<td>K § 810</td>
<td>K § 810</td>
<td>K § 810</td>
</tr>
</tbody>
</table>

Source: DC Office of Zoning

3. Environmental
The Developer shall adhere to all relevant District of Columbia and Federal Laws.
PRIME REDEVELOPMENT OPPORTUNITY IN THE CENTER OF THE DISTRICT OF COLUMBIA
B. DEVELOPMENT OBJECTIVES

1. Transaction Structure

To facilitate the redevelopment of the Agency headquarters and deliver quality housing units, including affordable units within a range of 30% to 60% of AMI, DCHFA is currently evaluating the overall transaction structure and will provide further detail in the RFP stage. Currently the Agency anticipates that the Site will be disposed of through a ground lease or sale agreement.

2. Affordable Housing

In October 2019, Mayor Muriel Bowser released the DC Housing Equity Report: Creating Goals for Areas in our City. This report highlighted the Mayor’s vision to address the District’s housing shortfall by increasing housing stock by 36,000 units with at least 12,000 units as dedicated affordable housing by 2025. The report states that the new housing would expand the competitive supply of housing, moderate increases in housing costs, provide needed relief to a broad range of middle-income families, and reduce pressure on the supply of housing serving lower incomes. DCHFA supports the Mayor’s goal by maximizing opportunities to develop affordable housing as part of this Project and requires a minimum of 20% of all residential square footage built on the site to be affordable housing.

Affordable housing for purposes of this solicitation is defined in the following table income parameters:

<table>
<thead>
<tr>
<th>Income Band</th>
<th>Household Size</th>
<th>1 Person</th>
<th>2 Person</th>
<th>3 Person</th>
<th>4 Person</th>
<th>5 Person</th>
<th>6 Person</th>
<th>7 Person</th>
<th>8 Person</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-30% of MFI</td>
<td>$25,450</td>
<td>$29,100</td>
<td>$32,750</td>
<td>$36,400</td>
<td>$40,050</td>
<td>$43,650</td>
<td>$47,300</td>
<td>$50,950</td>
<td></td>
</tr>
<tr>
<td>31-50% of MFI</td>
<td>$42,450</td>
<td>$48,500</td>
<td>$54,600</td>
<td>$60,650</td>
<td>$66,700</td>
<td>$72,800</td>
<td>$78,850</td>
<td>$84,900</td>
<td></td>
</tr>
<tr>
<td>51-80% of MFI</td>
<td>$67,950</td>
<td>$77,650</td>
<td>$87,350</td>
<td>$97,050</td>
<td>$106,750</td>
<td>$116,450</td>
<td>$126,150</td>
<td>$135,850</td>
<td></td>
</tr>
</tbody>
</table>

3. Timeframe

Time is of the essence. To further the mission of DCHFA, the Agency anticipates that this development would be executed in a timely manner using matter of right zoning and the development would limit any additional variances and approvals.

4. CBE Requirements

Developers will be required to comply with all applicable requirements as set forth in the Small and Certified Business Enterprise Development and Assistance Amendment Act of 2014(D.C. Law 20-108).

Equity and Development Participation

Pursuant to the Small and Certified Business Enterprise Development and Assistance Act of 2005, in all development projects conducted pursuant to a disposition under D.C. Official Code § 10-801, authorizing the sale, conveyance, lease for greater than 20 years, exchange, or other disposition of certain real estate in the District of Columbia no longer required for public purposes, Small Investors, Disadvantaged Investors, or Certified Equity Participants shall invest a minimum of 20% of the total sponsor equity, excluding debt financing, mezzanine financing, or other equity contributions by limited or institutional investors. For each Government-assisted project involving development, in addition to complying with the general 35% SBE subcontracting requirements, at least 20% of the dollar volume of non-construction development goods and services shall be subcontracted to SBEs, and if there are insufficient qualified SBEs to completely fulfill this requirement, then the requirement may be satisfied by contracting 20% of that dollar volume to any qualified CBEs; provided, that all reasonable efforts shall be made to ensure that qualified small business enterprises are significant participants in the overall development goods and services work.
C. MARKET OVERVIEW

Despite the unprecedented impacts of COVID-19 to the region, the DC Metro area continues to be a resilient market. Historically, the DC Metro area has outperformed other major metro areas during the past two major recessions (Dot-com and Financial Crisis). Given the fluidity of the pandemic, there are still opportunities regarding economic activity with federal and local government agencies, government contractors, as well as the life sciences and technology sectors.

Office Outlook

- **Payroll Employment:** 3.3 million in March 2020
- **Housing Prices:** Increased 3.9% during the 12 months ending March 2020
- **Unemployment Rate:** 3.3% in March 2020
- **Inflation:** Prices increased .43% during the 12 months ending March 2020
- **Area Employment:** Down 5% year-over-year as of April 2020

- **Class A** experienced 161,000 SF of net occupancy gains in Q1 and ended the quarter with direct vacancy of 13.8%.
- **Meanwhile,** the **Class B** market experienced nearly 400,000 SF of net occupancy losses in Q1, with a historically high vacancy of 12.6%.
- **The 3.3 million SF construction pipeline continues to contract,** down 57% since Q3 2017, and remains on pace to reach a cyclical low by 2022.

### Multifamily Outlook

**Washington Metropolitan Area Q1 2020 stats:**

<table>
<thead>
<tr>
<th>Class A and B Apartments</th>
<th>DC Metro Area Average</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Vacancy</strong></td>
<td><strong>Effective Rent</strong></td>
</tr>
<tr>
<td>Low-Rise</td>
<td>3.8%</td>
</tr>
<tr>
<td>Mid and High Rise</td>
<td>5.4%</td>
</tr>
<tr>
<td>Total Class A</td>
<td>5.1%</td>
</tr>
</tbody>
</table>

### Rental Apartment Projects in DC Under Construction and/or Marketing

<table>
<thead>
<tr>
<th>Projects Under Construction</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Build</td>
<td>Lease Up</td>
</tr>
</tbody>
</table>

Source: JLL Research, 2020 Q1

Source: 2019 Q4 Mid-Atlantic Class A Apartment Market Report, Delta AssociatesQ4
DCHFA will adhere to the DCHFA’s Procurement Guidelines for the solicitation and engagement of a Developer for the disposition of this Site.

A. PROCESS
DCHFA is seeking a qualified Developer for the acquisition of the Site through a sale or ground lease in furtherance of developing additional housing including affordable units in the District of Columbia. The Agency will procure a partner through a two-stage development process: RFQ and RFP. Upon receipt of the submitted RFQ responses, the Agency will shortlist respondents and issue an RFP to the eligible partners for a detailed development concept and offer. This solicitation for qualifications shall constitute the first step of this process.

DCHFA reserves the right to issue amendments and/or supplements to this RFQ. Developers will be required to acknowledge in writing the receipt of an amendment and/or supplement.

1. Mandatory Pre-Bid Meeting
Companies planning to submit proposals shall attend the pre-bid meeting on Wednesday, August 19, 2020 at 11:00am, EDT. The Pre-Bid Meeting will be held virtually.

Please register for the Pre-Bid Meeting by clicking the following link or cut and paste into a browser. Instructions can also be found via the QR Code below. Instructions for attending the Pre-Bid Meeting will only be issued to those who register.


Proposals from companies who do not attend the Pre-Bid Meeting will not be considered.

2. Questions
Questions may be submitted by e-mail no later than noon on Friday, August 21, 2020. All questions shall be sent to Keami Estep, Senior Manager, Procurement & Corporate Resources at procurement@dchfa.org. No oral proposals or oral modifications of proposals will be considered as part of the RFQ.

3. Selection Committee
DCHFA will establish a Development Review Committee (“Committee”) to evaluate qualifications and proposals received under this solicitation and may engage a technical evaluation team to support this analysis. Any questions or communication related to this solicitation must be directed to Keami Estep, Senior Manager, Procurement & Corporate Resources at procurement@dchfa.org.

4. No Obligation
The Agency reserves the right to modify or terminate this procurement at any stage if it determines this action to be in the best interest of DCHFA and the District. The receipt of responses to this RFQ, or other documents at any stage of the RFQ or RFP, will in no way obligate the Agency to proceed with the procurement or enter into any contract of any kind with any party. Furthermore, the Agency shall not be liable for any costs incurred by a Respondent submitting for his RFQ or RFP, or any costs incurred with respect to the negotiation of the Development Agreement and related final documentation.

SUBMITTAL INSTRUCTIONS

A. RESPONSE DEADLINES
Pre-Bid Meeting: Wednesday, August 19, 2020
RFQ Question Deadline: Friday, August 21, 2020
DCHFA Response to Questions: Friday, August 28, 2020
RFQ Submission Deadline: Friday, September 11, 2020

The deadline for submission of proposals is Friday, September 11, 2020 at 4:00 p.m. EDT. Proposals must be received at DCHFA, 815 Florida Avenue, NW, Washington, DC 20001 on or before the deadline.

Companies may submit questions related to this RFP in writing or by e-mail no later than noon on Friday, August 21, 2020. All questions shall be sent to Keami Estep, Senior Manager, Procurement & Corporate Resources at procurement@dchfa.org. No oral proposals or oral modifications of proposals will be considered.

B. RESPONSE FORMAT
This section describes the RFQ submission requirements necessary for a Developer’s response to be deemed “responsive” to this RFQ. Failure to respond with the requisite information may result in a Developer being eliminated from consideration. To be considered, a Developer must submit a complete response to this RFQ in the following format.

1. Response Delivery
Please submit one (1) electronic PDF file of the proposal via email to procurement@dchfa.org. The subject line of the email submission must include “Response to RFQ for DCHFA Headquarters, 815 Florida Avenue, NW: Your Agency Name.”

C. RESPONSE CONTENTS
1. Transmittal Letter
Transmittal letter should include the following information (within 2 pages, maximum):
   a. Name, title, telephone number, and e-mail address of the person designated as the primary contact for the lead development company and any development partners.
   b. Names and relationships of all companies included in the qualification submittal
Acknowledgment and Clean Hands
The following information is required for all respondents:

Describe the lead Developer’s experience in completing projects of the scale and complexity envisioned in this RFQ within budget and on schedule.

Executive Summary

In addition to a copy of a Clean Hands Certificate, a statement that the firm and responding teams are not in arrears in the payment of any obligation due and owing to the District of Columbia, including tax payments and employee benefits and that it shall not become so during the term of the agreement if selected.

Experience and Background

A. Provide a summary of the lead Developer’s relevant experience for at least four (4) projects in one or more of the following categories: 1. urban infill, multi-family, or mixed-income housing 2. Urban infill multi-family affordable housing 3. Urban infill projects with a government partner. All projects provided should have demonstrated interaction with a broad range of interested parties from both the public and private sectors. While completed projects in the last six (6) years are preferred, relevant “in process” projects, which are in the construction phase may be included. “To be built” projects may not be included. For each project, also provide a project reference, which includes the name, firm, and contact information (email and phone number).

b. The following information is required for each key member of the Project Team and developers are requested to highlight at least three (3) projects in the last six (6) years for where members of the Project Team have previously collaborated:

iii. Description of relevant experience within the most recent six (6) year period for the projects provided in the previous section Experience and Background.

iv. Demonstration of experience in completing projects of the scale and complexity envisioned in this RFQ within budget and on schedule.

v. Demonstration of experience, expertise and creativity with sale/leasebacks, capitalized leases, ground leases with government partners, or other structures that allow the Developer to obtain private capital, and institutional or public agency owners to realize the value of owned property.

vi. Extent of the experience of specific individuals on the developer’s proposed project Team in public/private development projects, including affordable housing (i.e. 80% MFI or below).

vii. Provide a summary describing your companies partnerships with DSLBD Certified SBE/CBE firms on previous projects in the last six (6) years. Discuss your strategy for maximizing participation with SBE owned firms which contributed to provide capital for this Project.

e. Under separate cover and marked “Confidential,” provide current audited financial statements of the organizations that will comprise the business entity to be formed for this Project. Indicate available equity capital, and available lines of credit via a letter from each of the financing sources stating total amount of credit line and the amount which is still available to be drawn.

7. Guaranty

DCCHA requires acknowledgment at this stage, that the Developer will provide a third party to guarantee all of the obligations of the Selected Developer including, but not limited to, construction obligations. Respondents must show evidence that the Developer has the ability to guarantee a project at a minimum size of $35 Million.

8. Actual or Potential Conflicts of Interest

a. All respondents are subject to applicable Federal, District and Agency conflict of interest laws, regulations and guidelines. Failure to comply with any such laws, regulations or guidelines will result in the Qualifications Statement being rejected.

b. State whether you, your firm or any individual within your firm represents any clients or interests or has a personal interest whether that interest is financial or otherwise which may create or creates an actual or potential conflict in the performance of services for the Agency.
6. EVALUATION CRITERIA

The following items will be considered in the evaluation and selection of proposals in the RFQ stage. DCHFA however reserves and retains the right to reject any RFQ at any time for any reason that it deems appropriate.

The designation of a Selected Developer will be based on: the quality, clarity and thoroughness of the Response and its compatibility with the RFQ’s stated objectives, submission requirements, the results of information gathered from interviews with developers, and reference checks.

The following criteria will be used to evaluate a developer’s submittal. Additionally, preference will be given to businesses that are District based with District based principals.

A. QUALIFICATIONS

1. Completeness of Project Team
Complete and comprehensive information for the proposed Project Team, and explanation of relationships among members that clearly shows the roles and contributions of each.

2. Capacity of Project Team
Availability of Project Team members and the effectiveness of their plans for balancing the workload associated with the Project described in this RFQ and other existing commitments.

3. Strength of Reference Checks
Strength of recommendations provided by project references.

4. Public-Private Development Experience
Extent of the experience of specific individuals on the proposed Project Team in creating successful public/private urban infill, multi-family, redevelopment projects.

B. EXPERIENCE AND PAST PERFORMANCE

1. Prior Development Experience
Demonstrated relevant experience in completing projects of the scale and complexity of the type of Project envisioned in this RFQ in a timely manner and within budget within the last six (6) years.

2. Stakeholder Outreach
Demonstrated experience with successful community/stakeholder outreach programs, including the ability to reach out and connect with stakeholders from moderate income and minority communities to obtain meaningful input.

3. Equitable and Sustainable Development
Demonstrated experience with successfully achieving LEED certification, or similar programs, for public-private, urban infill, affordable, or redevelopment projects.

4. Feasible Development Vision for the Site
Presentation of a feasible vision for the redevelopment of the Site in relation to the DCHFA mission and objectives, as well as a clear nexus with the existing planning documents and compliance with zoning. Respondents are encouraged to present any creative development options that their team may bring to the Project.

C. EQUITABLE INCLUSION PREFERENCES

DCHFA will prioritize Respondents that maximize team leadership and/or inclusion by:

- Racial and ethnic minorities;
- Other persons who are members of historically disadvantaged groups.

DCHFA seeks Proposals that maximize, by percentage of ownership and control, entities designated as Disadvantaged Business Enterprise (DBE) and Residence Owned Business (ROB), or any entities (including non-profits and community institutions) lead by or majority controlled by individuals designated as socially disadvantaged under the Small Business Administration (SBA) definition.

D. CERTIFIED BUSINESS ENTERPRISE (“CBE”) PARTICIPATION

Demonstrated experience in assembling Project Teams which include CBES as or consultants in compliance with the District of Columbia Department of Small and Local Business Development (DSLBD) requirements under D.C. Official Code § 2-218.46. All are development or equity partners, contractors, meaningful, but actional development and equity participation will be given more weight.

It is the goal of the Agency to promote and assist participation by local, small and disadvantaged business enterprises licensed by the D.C. department of Small Local Business Development ("DSLBD") as a Certified Business Enterprise ("CBE") (D.C. Official Code § 2-218.01 et seq.).

The respondents will be required to comply with all applicable requirements as set forth in the Small and Certified Business Enterprise Development and Assistance Amendment Act of 2014 (D.C. Law 20-108). Any company or contractor seeking to submit a bid response or proposal as a CBE must submit its CBE number and a copy of the letter(s) of certification issued by the DSLBD.

Companies may subcontract and/or respond as joint ventures. If a joint venture arrangement has been entered into with a CBE for purposes of responding to this request, bidders are required to provide DSLBD’s certification of the joint venture agreement at the time of proposal submission. The CBE number of subcontractors must also be provided at the time of proposal submission. All subcontract agreements must comply with DSLBD requirements. Please also include the following information in your response:

- The nature of the joint venture or subcontractor agreement and the amount of work to be performed by each company.
- Identify the person who will have primary responsibility for overall or primary coordination with Agency staff.
- The fee-sharing agreement between the companies.

The Agency encourages established companies or individuals to joint venture with minority and women owned companies. However, the submission of a joint venture proposal does not in any way prohibit the Agency from selecting one or more companies based on each company’s demonstrated expertise, cost-efficiencies and needs of the Agency.

In the case of a pre-established relationship, each company must be qualified to perform its work with the highest level of skill and diligence required to fulfill responsibilities owed to the Agency.
D. FINANCIAL CAPACITY

1. Strength of Balance Sheet
Strength and liquidity of balance sheet.

2. Financial Capability with various Public-Private Partnership Transaction Structures
Demonstrated experience, expertise and creativity with sale/leasebacks, capitalized leases or other structures that allow institutional or public agency owners to realize the value of owned property and obtain private capital for facility renovation.

3. Balance of Risk
Demonstrated ability to structure public

Existing institutional investor relationships, the duration of each, and if an established fund, the amount invested and the amount remaining for future investments, or otherwise how redevelopment of the Site would be funded.

7. GENERAL CONDITIONS

A. The Agency reserves the right, if the Agency deems it in its best interest: (i) to amend, modify, withdraw or cancel this RFQ, in whole or in part; (ii) to revise or waive any requirements of this RFQ; (iii) to investigate the qualifications and experience of any responding party; (iv) to require supplemental statements or information from any responding party; (v) to accept or reject any or all responses hereto; (vi) to obtain new Qualifications Statements; (vii) to select one or more firms for all or part of the requested services; (viii) to extend the deadline for submission of a response or responses hereto; and (ix) to hold discussions with a respondent or respondents to correct deficient responses which do not completely conform to the instructions contained herein.

B. The Agency may exercise the foregoing rights at any time without notice and without liability to any firm or any other party for its expenses or losses incurred in the preparation of responses hereto or otherwise. Responses hereto will be prepared at the sole cost and expense of each responding firm.

C. The RFQ does not commit the Agency to select a firm, to pay the costs or expenses incurred in preparation of or with respect to any response, or to procure or contract for the services described herein. This RFQ does not promise to accept the lowest fees.

D. Nothing stated at any time by any representative of the Agency will effect a change in or constitute an addition to this RFQ unless confirmed in writing by the Agency.

E. Firms responding hereto must agree to keep confidential their responses and any information received from the Agency other than this RFQ.

F. The terms of this RFQ and the Qualifications Statement, including attachments, shall constitute a binding agreement with the Agency. Any firm(s) selected as a result hereof may be required to execute a contract after any necessary negotiation initiated by the Agency and must abide by all relevant laws and policies of the Agency and the District of Columbia.
To learn more:
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