



Questions and Answers Regarding Baltimore Regional Project-Based Voucher (PBV) Program Request for Proposals #18V301B5

April 3, 2018

Question 1: Would a Baltimore City Area of Opportunity (State map) project be eligible?

Answer: We refer you to pages 10 and 14-15 in the RFP. The Baltimore Regional Project-Based Voucher (PBV) Program has a preference for Developments in opportunity areas as defined by the Baltimore Regional Housing Partnership. Such proposals will automatically receive 20 points toward a possible 40 points in the “Opportunity” selection criterion on page 14.

A proposal for a site outside BRHP opportunity areas, “even if it is located in an area designated as an opportunity area by another entity” (p. 10) must include Appendix C, describing “how the project will further any applicable local government revitalization plan and describe other investments that will be coordinated with the Development to increase opportunity.” Such a proposal will not receive the 20 points designated for BRHP opportunity areas but may still qualify for an award of vouchers through the competitive process.

Question 2: In the mix of income section, are points awarded based on the percentage of vouchers requested separate from the percentage of market rate units in the development? So conceivably you can receive points in both categories?

Answer: Yes. Under “Mix of Incomes,” multifamily proposals can receive up to 5 points based on the number of requested vouchers as a percentage of total units and, separately, up to 15 points based on the percentage of market rate units in the Development. Those two factors result in the possible 20 points that can be awarded under the “Mix of Incomes” criterion for a multifamily proposal.

Question 3: If our investment strategy is to go out and acquire scattered site homes, there will not be a project in the typical sense to submit to BMC that would fit the framework presented in the RFP. Knowing that scattered site is a viable strategy to provide housing in areas of opportunity, would BMC be willing to accept, and score submissions on the strategy and our team's qualifications instead; if scattered site is strategy proposed by the applicant? This will provide the applicants access to the HAP contracts for those of us who are willing to go out and purchase homes at risk, but have the confidence that we have been approved by BMC for both our team's ability and the viability of the strategy.

Answer: The submissions will be scored based on the selection factors listed on pages 14-15 in the RFP. There is a total of 20 maximum points that can be awarded based upon management, and, therefore, the team's qualifications and previous experience is a factor during the selection process, but will not be the sole basis for the award. It is also important to note that this RFP does require evidence of site control for the property or properties of the proposed Development at the time of submission.

Question 4: Even though Maryland DHCD's Qualified Allocation Plan requires an Affirmative Fair Housing Marketing Plan, DHCD does not require it with the application. We submit it with our Viability package, after being awarded tax credits. Do you still want it with our proposal?

Answer: Yes. If DHCD financing – or any other financing that requires an Affirmative Fair Housing Marketing Plan – is part of your proposal, we require that you submit that plan with your proposal.

Question 5: Will you be able to refer potential tenants with special needs from your waiting list?

Answer: We will work to identify people with special needs through our waiting list application process, if possible, but we will not be able to guarantee the referral of prospective tenants with special needs.

Question 6: Should we include a separate narrative for the various requirements in the RFP? Should we number our tabs according to the numbering in the Submission Requirements and Format in the RFP?

Answer: Yes, feel free to create your own narrative for the various requirements in our RFP. Numbering your tabs to match the items in the RFP's Submission Requirements and Format will help speed our evaluation and response.

Question 7: If we have sites for separate Developments in more than one jurisdiction, would you like us to submit separate proposals for each Development?

Answer: With the exception of scattered-site proposals, we think that would be advisable. There is a chance that one site for Development could pull another down in scoring, whereas the other Development might be awarded vouchers if submitted separately.

Question 8: If we are awarded vouchers for existing housing, will your waiting list be ready to refer prospective tenants?

Answer: We are ready to open our waiting list when needed. We are confident our waiting list will be ready with prospective tenants by the time the HAP contract is signed for any existing units that are awarded vouchers through this RFP.

Question 9: Is there a maximum number of vouchers for which one can apply? Do you have a target number of developments to receive vouchers?

Answer: As the RFP notes, we have 79 vouchers total available to award. There is no maximum voucher request or target number of awards stated in the RFP, although it does note, “the Selection Panel may prioritize geographic diversity in proposals approved” and may “approve a number of PBVs other than the amount requested.” (p. 15)

Question 10: To qualify for the RFP, can we submit properties that are already renovated and currently leased to someone with a tenant-based voucher? In other words can we convert them to “project-based”?

Answer: As we state on page 9 of the RFP, we are working to create “new units affordable to households at or below 30%” of AMI that will benefit families who apply to our regional waiting list. We do not seek to replace a household’s existing housing subsidy with this program’s subsidy.

Question 11: If we cannot submit properties already completed, can we submit a proposal to commit the properties we purchase towards this RFP?

Answer: You can submit properties where renovations are already completed, but, as we state on page 9 of the RFP, “Vouchers will only be awarded to vacant units or, for existing housing, units that will become available through regular tenant turnover.” As we state in the answer to Question 3 above, we do require evidence of site control for the property or properties

involved, not just a commitment from you to us to purchase a certain kind of property in a particular area in the future.

Question 12: Will there be a process post award of vouchers to add and/or change minority General Partners in the deal?

Answer: If you anticipate new partners, please indicate that in your proposal, including the role you envision for them. We do reserve the right to approve any ownership change or withdraw our Vouchers if that new ownership interest includes factors that would have caused us not to award the Vouchers under the RFP. Furthermore, any transfer of the HAP contract or property, including certain interests in an owner that is a corporation, partnership, trust or joint venture, may require the owner to obtain advance written consent of the PHA in accordance with HUD requirements and under the terms of the HAP contract.

Question 13: Can the site plan that is submitted with the application be a sketch plan?

Answer: Yes. Please submit the most precise plan you have for the site at the time you apply.

Question 14: Does BMC anticipate making voucher awards and providing written confirmation prior to CDA's tax credit application deadline of May 18, 2018?

Answer: Yes.

Question 15: Is it possible to obtain a copy of BRHP's criminal background screening standards?

Answer: Yes, a copy of BRHP's Administrative Plan, which contains its screening criteria within the "Eligibility and Admission" section, may be obtained on BRHP's website at:

http://brhp.org/about/administrative_plan.

Question 16: Pursuant to Section 12 (7th bullet point): if our management company does not agree to exactly follow the tenant screening criteria listed on page 9 of the RFP and submits a slightly modified tenant screening process that we will agree to follow (for example, we will consider student loan criteria pursuant to HUD's standards), will our application be rejected?

Answer: Section 12 of the RFP lays out proposal requirements, and following the tenant screening criteria listed on page 9 of the RFP is one of the requirements. A proposal that does not include a statement, as described in number 12 on page 12, that the property manager will follow the screening standards set forth on page 9 will not be considered.

Question 17: Will you be issuing an RFP again next year?

Answer: We do not have any firm plans for a 2019 RFP at this time, although it is our intention to sustain the program past 2018.