



BALTIMORE CITY
DEPARTMENT OF HOUSING &
COMMUNITY DEVELOPMENT

2100 Vine Street Request For Qualifications

Pre-Submittal Conference

October 29, 2024



Baltimore
Landmarking
410-525-0939

Introductions

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Opportunity Overview

The Baltimore City Department of Housing and Community Development is seeking one or more developers to rehabilitate 8 city-owned residential structures in the 2100 block of Vine Street for affordable homeownership.

Developer incentives of \$150,000 is being allocated for this RFQ to subsidize the rehabilitation. In anticipation of this rehabilitation work, the City also stabilized each of the eight properties with new roofs in the Spring of 2024.

Properties must be sold to homeowners at 120% AMI or lower.



2100 Block of Vine Street

1. 2104 Vine Street
2. 2109 Vine Street
3. 2116 Vine Street
4. 2134 Vine Street
5. 2135 Vine Street
6. 2138 Vine Street
7. 2140 Vine Street
8. 2146 Vine Street



Development Partner Qualifications / Submission Requirements

The City of Baltimore is seeking a qualified developer or development team that brings creativity, expertise, resources, and respect for the vision and history of the community and project goals. Selected developer(s) will possess the following:

- Significant experience in construction and residential development in an urban setting.
- Well-versed in State economic development resources are preferred.
- Demonstrated financial capacity and viability

Responsibilities of the selected developer may include but are not limited to:

- Preparation of site and building designs for permits:
- Completion of working drawings and building permit approvals.
- Coordination of all stabilization/construction activities.
- Twelve-month completion of development plan.

Developer Incentives and Housing and Homeownership Coordination

As part of this RFQ, the selected developer(s) would have access to developer incentives (a minimum of \$15,000 per property) that will require the properties to be sold for affordable homeownership. Properties with the developer incentives will be required to be affordable up to 120% or Area Median Income.

The developer(s) will be expected to provide project construction management and resources to facilitate buildout costs.

As part of this RFQ any selected developer will also be required to coordinate on exterior material choices with DHCD's Housing and Homeownership Preservation Division. The Housing and Homeownership Preservation Division is providing rehabilitation grants to existing homeowners on the block, with the goal to provide a cohesive and complementary look on the block.

SUBMISSION REQUIREMENTS

Respondents shall submit the Statements of Qualifications below in the order listed:

Cover Letter: This section should include a summary of qualifications most relevant to working with community partners.

Relevant Qualifications: A description of the scope and nature of required development experience, including specific experience and success with regard to housing development in Baltimore City.

Cost and Quality Control: A description of respondent's knowledge of real estate financing methods, especially working in a public/private partnership to develop housing.

Project Team Summary: Names, roles, and resumes of key personnel who will constitute the development team, including the proposed architect, engineer, master contractor and construction manager.

Financial Capacity: A concise description of the organization's financial capacity to deliver the prospective project.

References: Three (3) corporate and/or community references, including at least one banking reference, and two current or recent client references for development projects.

SELECTION PROCESS

Baltimore City DHCD intends to select one or more developers with a with proven track record of rehabilitating properties. In an effort to make sure the properties are rehabilitated in a timely manner, we reserve the right to choose multiple development teams that would work simultaneously.

The selected developer(s) will be offered an exclusive negotiation privilege and land disposition agreement upon offer and acceptance of the RFQ award. Any selected developer will be subject to DHCD's disposition process that could include background checks.

Please direct all questions and inquiries during all stages of the submission and selection process to developmentinfo@baltimorecity.gov.

EVALUATION CRITERIA

The RFQ will be evaluated through consideration of several factors. The Evaluation panel will review all documents in the submissions and award points in accordance with the following criteria:

- TECHNICAL COMPETENCE and APPROACH - 25 Points
- FINANCIAL CAPACITY and ACCESS TO FUNDING - 25 Points
- EXPERIENCE and CAPACITY - 25 Points
- OPPORUNITY FOR MBE/WBE - 15 Points
- BENEFITS TO THE COMMUNITY - 10 Points

Total: 100 Points Maximum

TIMELINE

Note: Any date with an asterisk (*) is a target and subject to change.

Interested developers may apply via the DHCD website no later than 11:59pm (EST) on Friday, November 22, 2024.

Responses will be dated and timed upon submission and an email confirmation will be provided. DHCD will not accept responses after the deadline.

It is the Respondent's sole responsibility to ensure that the proposal is in the possession of the issuing office by the deadline.

EVENT	DATE
RFQ Launch	Tuesday, October 22, 2024
Site Inspection	Monday, October 28, 2024, 11am-1pm
Pre-submission Conference	Tuesday, October 29, 2024, 6pm-7pm
Final Date for Question Submission	Friday, November 15, 2024
Submission Deadline	Friday, November 22, 2024, 11:59pm
Review Panel Meeting #1	*Week of December 5, 2024
Community Presentation	*Week of December 9, 2024
Panel Meeting #2	*Week of December 9, 2024
Panel Meeting #3	*Week of December 16, 2024
Recommendation to Assistant Commissioner	*Week of December 16, 2024

Questions?

We can also be reached at:

developmentinfo@baltimorecity.gov

