DHCD 2021 Fall RFP – Pre-Proposal Conference

RFP Released: Monday, October 18, 2021

Pre-Proposal Conference Hosted: Thursday, October 29, 2021

Questions and Answers

1. **Will the PowerPoint presentation be available online?**

Yes, the PowerPoint presentation can be found by clicking [**HERE**](https://www.youtube.com/watch?v=bPgPxYyX9wg).

1. **Is the RFP Open to only 501C 3 organizations based in Baltimore?**

No, the RFP is not open to only 501C 3 organizations.    All qualified organizations, development firms and individuals are encouraged to respond.

1. **Is the webform the only method of submission or is there another way that we can send in the complete package?**

Yes, webform is the only acceptable submission method.

1. **What is the deadline for the RFP submission?**

The Fall 2021 RFP submission deadline is Friday, December 17, 2021 at 11:59 P.M. E.S.T.

1. **In reference to 5545 Kennison Avenue, is there a current plan in place for this neighborhood?**

This property is in the Grove Park neighborhood in Northwest Baltimore, which is primarily comprised of single family detached homes. There is no Urban Renewal Plan or Master Plan for this area. The community is not interested in development proposals that would require a change in zoning. If you would like to contact information for the community association please reach out to Kelly Baccala at [**kelly.baccala@baltimorecity.gov**](mailto:kelly.baccala@baltimorecity.gov)**.**

1. **How do we submit confidential financial information?**

All information, including financial information, should be submitted via the RFP web application. RFP submissions will remain confidential. However, it is recommended that sensitive information, such as account numbers, be redacted prior to submission.

1. **Will the City provide funding for any of the properties?**

Currently, there has been no funding identified for any of the RFP offerings. However, respondents should share any financial gaps in the project budget within their proposals.

1. **For the format of the RFP response, can we create a single .pdf document to be uploaded and, if so, are there format requirements?**

The online webform is the only acceptable submission for the fall RFP.

1. **Will the RFP review panel consist only of DHCD or will stakeholders/community representatives also be part of the review process?**

The Fall RFP review panel is comprised of City and State agency representatives.  The community will participate in a formal community presentation from the qualified applicants.

1. **If conditionally selected, will the City be open to negotiations on financing as well as value?**

It is expected that at the time of submission, all applicants will have done as much due diligence as possible and all figures submitted will be considered to be based on those findings. There will be a post award negotiation period to determine terms of the Land Disposition Agreement. If necessary, these negotiations could include adjustments based on new and/or unforeseen information.

1. **Is there a leasing option for non-profits?**

The current Fall 2021 RFP is for purchase opportunities only.

1. **What level of design are you looking for?**

We encourage respondents not to spend funding on the creation of architectural drawings and design, however review panelist would like to understand the project and its various amenities.

1. **As a developer, if you decide to building affordable housing, will DHCD provide subsidy?**

Respondents should not expect subsidy from the Department of Housing and Community Development.

1. **If we are unable to attend the site inspection, will there be additional opportunities to tour the interior of the buildings?**

RFP sites are only available for inspections on the established date and time. The neighborhood development team will work to provide video recordings of the interiors of the property. Participants in the site inspections will be able to visually survey and measure all aspects of the building that are deemed safe to tour.

1. **Can foreign companies participate in the bidding opportunity?**

How to register a foreign LLC: [https://dat.maryland.gov/businesses/Pages/Non-Maryland-(Foreign)-Business-Entities.aspx](https://gcc02.safelinks.protection.outlook.com/?url=https%3A%2F%2Fdat.maryland.gov%2Fbusinesses%2FPages%2FNon-Maryland-(Foreign)-Business-Entities.aspx&data=04%7C01%7CTeresa.Stephens%40baltimorecity.gov%7Cccbecf1c787648ec91eb08d8713e05f0%7C312cb126c6ae4fc2800d318e679ce6c7%7C0%7C0%7C637383858479874629%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=3kZg07GRTw18%2BmEl2YKRZ1CnJjwxsEeNFBbobgvWt%2Bw%3D&reserved=0)

1. **Can we contact our neighborhood development officer during this process?**

We encourage all respondents to contact the respective neighborhood development officer.

**1630 Patterson Park Avenue** - Nikki Cooper-Moore - Nikki.cooper@baltimorecity.gov

**5837 Belair Road** - Eric P Lee - EricP.Lee@baltimorecity.gov

**1101 Winston Avenue** - Eric P. Lee - EricP.Lee@baltimorecity.gov

**1200 N. Fremont Avenue** - Howard Tutman - Howard.Tutman@baltimorecity.gov

**5545 Kennison Avenue** - Kelly Baccala - Kelly.Baccala@baltimorecity.gov

**800 Poplar Grove Street** - Howard Tutman - Howard.Tutman@baltimorecity.gov

**4419 & 4431 Reisterstown Road** - Kelly Baccala - Kelly.Baccala@baltimorecity.gov

**517 – 541 N. Mount Street** - Howard Tutman - Howard.Tutman@baltimorecity.gov

**4500 Pimlico Road, 3105 – 3519; 3106 – 3114 Wylie Avenue** - Kelly Baccala - Kelly.Baccala@baltimorecity.gov

**1900 blk N. Castle Street, 1900 blk N. Chester Street and 2025 E. 20th Street** - Eric P. Lee EricP.Lee@baltimorecity.gov

1. **Will we need to consider typical closing or transfer costs for the purchase and should we expect to pay the first year of property taxes?**

Respondents will need to consider typical closing fees and the property taxes will be prorated based on the date of the sale.

1. **Will the City provide interior pictures of the sites, if available?**

If available, the Neighborhood Development Officer will provide additional photos of the sites.