
ADDENDUM #2: January 15, 2019

Unless explicitly noted herein, all requirements will remain as originally prepared. Any variations or claims of equality or superiority must be demonstrated, proven and tested to the satisfaction of ABI. **A signed copy of this addendum must be submitted with your response as confirmation of your receipt.**

1. QUESTION: If there is limited residential on the site, doing a development with only 40% workforce can be challenging given federal financing sources. Can the percentage of affordable units exceed 40%, and if so, what is the maximum percent for affordability?

ANSWER: This RFP requires that the site's primary activation be in support of jobs; commercial, maker or light industrial. However, additional utilization including housing and other Atlanta BeltLine programmatic objectives (ex. Affordable Housing, Public Art, Greenspace) are desirable. With that in mind, any housing component that is proposed shall include a minimum of 40% of the units designated as affordable workforce units. The Offeror shall use their discretion to determine the level of affordability relative to the acreage proposed for residential development, but any determination should be based on experience and financial due diligence.

2. QUESTION: Is the percentage of affordability calculation at phase 1 or total buildout?

ANSWER: It should be clear that the creation of affordable housing sooner rather than later is more closely aligned with our mission.

3. QUESTION: Should the offerors assume that they are paying for the buildout of greenspaces?

ANSWER: That assumption would be correct now. ABI does not have a budget for the buildout of these greenspaces at this site, but we are open to discussing various structures that would accomplish this goal once we better understand a site layout, associated costs and greenspace plan included in the successful proposal.

4. QUESTION: We heard in the pre-bid meeting that density is important. How will density be calculated and how it will be calculated if additional property is added?

ANSWER: The adopted Subarea 2 Master Plan Land Use map will provide guidance regarding possible density. The City of Atlanta Zoning Ordinance should be the primary consideration for your specific plans.

5. QUESTION: Page 6 says that below grade or otherwise hidden structured parking is required. We plan to include surface parking in natural locations between the existing buildings, while hiding parking where appropriate, is this ok to meet threshold? If the answer to question 4a above is yes, does it get included in this RFP or provide it when the contract is awarded/signed?

ANSWER: This is permitted during interim and early stage activation of the site. However, new construction and long-term plans shall comply with the hidden structured parking requirement.

6. QUESTION: Page 9 says that ABI and IA do not anticipate providing cash incentive grants or gap financing from the TAD. This may lower the land price offer. Do the “cash incentives” and “gap financing” referenced on page 9 include BeltLine affordable housing resources (increment and Trust Fund)? If not, what guidelines can we review to understand the quantity and type of resources available?

ANSWER: ABI does not currently intend to provide incentives for the redevelopment of this site. Accurate representations about possible inducements can't be addressed without full understanding of the proposal(s) of interest. ABI can't make commitments for funding available on behalf of partner organizations but will engage them when we identify which organizations are relevant to the successful proposal.

7. QUESTION: Would a WBE certification from the Women's Business Enterprise National Council be acceptable as federal certification?

ANSWER: Yes, please see #23 Correction in this addendum.

8. QUESTION: Would a DBE consultant (specifically a FBE) being in the process of obtaining certification with the City of Atlanta and/or the federal government at the time of submission of the statement of qualifications count toward the 30 percent DBD requirement?

ANSWER: DBE Certification is required at the time of submittal of a proposal and a copy of the certificate shall be included in your submittal.

9. QUESTION: If BAHTF or TAD increment are used to help finance the affordable housing will only that percentage of funding require prevailing wages to be paid?

ANSWER: Local/State/Federal laws regarding construction for affordable housing would apply based on the source of the funding.

10. QUESTION: Does the green building certification apply only to new structures or additions to existing structures but not redevelopment within the square feet of the existing structures?

ANSWER: ABI is committed to sustainability and would require green building certifications or best effort to drive sustainability measures throughout the redevelopment. New structures would require green credentials.

11. QUESTION: For the affordable workforce units, the 2016 HUD income charts are listed. Will we be able to use the charts and calculate maximum rent limits and maximum sales prices based on the most recent HUD chart available at the time of construction?

ANSWER: If new information is available at the time of contract negotiations, we would have that conversation with the successful offeror.

12. QUESTION: Are lease purchase bonds acceptable?

ANSWER: ABI is not negotiating or entertaining lease purchase scenarios as a part of this process.

13. QUESTION: Many developers of affordable housing will not be able to pay the cost of the land upfront but will be able to pay upon construction closing. For the affordable housing piece, how will offers that are contingent on construction closing be considered?

ANSWER: Although ABI prefers to close the redevelopment and purchase transaction prior to construction, we are willing to discuss various financial structures with the Successful Offeror.

14. QUESTION: Can you provide some additional clarify on the decision-making process for selecting a buyer? How many people will be involved from ABI and IA?

ANSWER: The evaluation team has not been finalized. Proposals will be evaluated based on how responsive and responsible they are and adherence to both suggested and required criteria outlined in the RFP. ABI reserves the right to make the Award in any manner of which it believes is in the best interest of ABI.

15. QUESTION: Do you have any background on why the project was not included in the opportunity zone?

ANSWER: The Murphy Crossing site was not designated as a Federal Opportunity Zone. It is designated as a State of Georgia Opportunity Zone.

16. QUESTION: Page 5 says that ABI might procure affordable workforce housing separately for execution. Can you provide some additional clarity there? If we have an affordable housing component, does that mean ABI could potentially pull that scope out of our development?

ANSWER: ABI reserves the right to negotiate those components separately.

17. QUESTION: Can you provide some clarification on the site-specific plan that's mentioned on page 4 of the RFP. Is that plan available for review?

ANSWER: Upon the selection of the successful proposal, ABI will then work with the selected development team to further refine development plans to align with ABI's programmatic goals (jobs, affordable housing, green space etc.) and to establish development standards that closely align with the Industrial-Mix Use Zoning District that is currently proposed by the City of Atlanta.

18. QUESTION: If we have questions on the environmental front, can we reach out to the consultant directly? Have they been authorized to talk to offerors directly about the site?

ANSWER: Contact with anyone other than Procurement is prohibited and may result in disqualification.

19. QUESTION: The RFP mentions commercial affordability; are there target rents PSF you are targeting or any guidance on metrics for this requirement?

ANSWER: There is no current standard for commercial affordability. As a part of the commitment to preserve and create jobs, the intent is to identify and commit to a component of the redevelopment that will provide options for neighborhood commercial entities who might otherwise be displaced by rising prices related redevelopment activity. Please propose a revenue threshold for companies that might qualify and term(s) for commercial affordability and potential partnerships that assist those entities in growing to market scenarios.

20. QUESTION: Should our offer assume the two lots on Allene can be used for storm-water?

ANSWER: We encourage you to be creative in ways that can be achieved. If that use is achievable, feasible and complies with City of Atlanta regulations, you may propose that use.

21. QUESTION: In Section 7, "Design Team" – is this the entire team including Developer personnel, or limited to solely the Design Team, (Architects/Engineers)?

ANSWER: The entire team.

22. QUESTION: At the Dec 6 Pre-Proposal Conference Ms. Nicholson mentioned packaging the Price Proposal in a separate envelope, and not including it on the electronic copy of the main proposal. Is she referring to what is currently numbered Section 13, Acquisition Price Proposal?

ANSWER: Yes.

23. CORRECTION: ABI strongly encourages every Offeror to submit a proposal that includes participation of Disadvantaged Business Enterprises (DBEs) whether as a primary offeror or team member. Section 8: Terms and Conditions 8.1 Project Definitions and Abbreviations in the RFP document, defines DBE; Please disregard the boilerplate language regarding DBE Participation at the bottom of page 22 of the RFP. This is standard language and ABI reserves the right to accept DBE certifications other than those that are listed.

DBE certifications will be considered from certifying entities that are recognized and accepted for business opportunities in the public sector in other municipalities, counties, (other) states and the federal government, including WBENC.

ABI recognizes that firms not located in Atlanta or Georgia may respond to the Murphy Avenue RFP, and while it is preferred that DBEs are in Atlanta or Georgia, it is not a requirement for this RFP.

THE RFP RESPONSE DUE DATE HAS BEEN EXTENDED TO MONDAY, February 4, 2019 BY 3PM, as announced in Addendum #1. Stay tuned as the City's plans for street closings evolves as we get closer to game day/week!

Please continue to check the ABI website for additional information related for this procurement: <https://beltline.org/procurement>

My authorized signature below acknowledges receipt of Addendum #2 and I will return this Addendum with the submitted proposal.
