

Moore Square RFP: Questions and Answers

Are you going to share the scoring system?

The RFP does not include a scoring matrix. Proposals will be evaluated in terms of what will provide the most public benefit, considering both financial compensation and public benefits offered by the project. Such benefits may include public parking, job creation, affordable housing, activation of the public spaces and sidewalks, etc.

Will an offered purchase price be one of the scoring parameters? It appears not from the RFP, given that it states that value would be determined by appraisal method.

For the M.S. East, the appraised value will be the base value to begin discussions. The goal is not necessarily to maximize proceeds but to maximize the value to the community. It may include the number of affordable housing units and the average AMI of those units and other public benefit uses. That may allow for a lower sale price. A more generous offer in both terms of public benefit and or proceed generation will be considered. If affordable housing is to be on its own parcel, that would allow discounting for that public benefit portion and proceeds for the balance of the site will become more valued.

For the M.S. South, as it has few if any conditions attached to it, maximizing proceeds will be a highly regarded feature.

For submitters of the combined sites, the combination of public benefit and proceeds will be measured.

Does that mean that we shouldn't be proposing a purchase offer price in our proposal?

It should be either in the form of actual dollars or a formula that ties the public benefit into the overall proposal. It will still be negotiated but it will help in establishing the intent behind the proposal.

Will proposals for the East block and the South block be judged separately?

Yes. As well as proposals for the combined sites separately again. Three categories. East, South, or Both combined.

Will a proposal for one block only be influenced negatively if other proposals propose on both?

No, they will be weighed against a combination of factors including public benefit, proceeds, activation of area parks and businesses, etc.

Will proposals that do not conform to existing zoning score the same as ones that do?

Proposals that require a zoning change may allow a larger development and hence translate into a higher land value, but the need for rezoning also increases uncertainty, as there is no

guarantee that revised zoning will be approved by a future City Council. Staff will weigh these two trade-offs in scoring.

In the scoring system, will units planned as non-typical "affordable" units, meaning not tax credit or tax-exempt bond financed be counted the same as ones that are?

Yes, if they meet similar targets for household income and duration of affordability.

Does there need to be a legal rent limit imposed for units to be considered affordable? If so, at what level, for what term, and how is it documented? How is compliance monitored?

Units will be deemed to be market-rate unless subject to legally binding rent limits benchmarked to a percent of area median income. Compliance is monitored by requiring documentation annually that the rents meet the income targets and that the units are occupied by households that are income qualified. LIHTC projects typically target households at 60 percent of AMI. Income averaging can be used to mix higher and lower incomes to achieve deeper targeting for a subset of units. Units not financed using LIHTC can set other income targets, but the City would not consider a unit targeting more than 80 percent of AMI to be affordable. The City's preference is for perpetual affordability. Other terms and income targets can be proposed and will be weighed accordingly.

Does the city intend to give assistance to the developer chosen for the clean-up of the environmental conditions? Is the city cleaning the site first?

The City of Raleigh will not be conducting any site mitigation. If the State requires any mitigation based on the proposed uses, the developer will be responsible for that effort.

If the developer is required to clean the site, does the developer/site owner get the RE tax abatement benefits of the brownfield agreement?

As the developer will be responsible for any associated expenses, they will also be eligible for any tax benefit that it might qualify for.

When exactly in this process will the title to the city owned land transfer to the chosen developer? Can it be done in phases if the proposed development will be done in phases?

The property can be conveyed in phases according to a negotiated timeline and the purchase price or lease payments will be revised as escalation continues throughout the established timeline.

I assume you will not accept any development proposal that includes land other than the city owned land, unless that developer owns or has legal control over that land. Is that correct?

Any submission of additional land beyond what the City of Raleigh is presenting, will only be considered if the submitters control, own, option, or partner with the current owner to have that area included in their proposal.

If that is not correct, then what happens if you choose a developer that doesn't control the land they are proposing to develop, and they aren't able to acquire it?

See above.