

Request for Qualifications

**For Redevelopment of Fire Station 15 with Integration of New Affordable
& Market Rate Housing**

CREATED BY:



Atlanta Urban Development



FOREWORD

Under the leadership of Mayor Andre Dickens, the City of Atlanta has committed to the goal of building or preserving 20,000 units of affordable housing by 2029.

In pursuit of that goal, the City of Atlanta and Atlanta Housing have collaborated to create the Atlanta Urban Development Corporation (Atlanta Urban Development, or AUD), a non-profit subsidiary of the Atlanta Housing positioned to lead housing developments on publicly-owned land.

AUD is a specialized non-profit tasked with turning public land assets into attractive, amenity-rich, mixed-income housing developments that offer quality, affordable, stable homes for all Atlantans. AUD is positioned to work flexibly with both private-sector developers and public-sector land-owning agencies to realize new developments that will have a positive impact on residents, neighborhoods, and the City as a whole. The AUD model prioritizes long-term affordability and public control of assets via a new model of public land development. At the same time, by offering a unique toolkit of financial resources, AUD can achieve its affordability goals without relying on scarce, over-tapped resources such as the Low-Income Housing Tax Credit. AUD is pleased to announce its first development in Midtown Atlanta and invites you to be a part of this historic endeavor.

John Majors

CEO

Atlanta Urban Development



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01

INTRODUCTION

The Atlanta Urban Development Corporation (d/b/a Atlanta Urban Development, or “AUD”) cordially invites your firm to participate in this Request for Qualifications (“RFQ”) aimed at identifying a redevelopment partner for city-owned land located at 170 10th St NE, Atlanta, GA 30309 (“the Property”) in the Midtown neighborhood of Atlanta (see Figure 1: Development Parcel).

This Property, initially constructed in 1986, currently functions as an essential fire safety facility in the heart of Midtown Atlanta. Fire Station 15 is pivotal in facilitating efficient access and maneuverability for emergency vehicles, ensuring ongoing safety and security for the station’s service area.

AUD’s primary goal of this project is to redevelop the Property into a high-density, residential tower, incorporating both market and affordable units, with a newly built fire station on the ground floor. AUD envisions the development of an inclusive community that addresses the housing needs of Midtown while enhancing the quality of fire and emergency services for surrounding neighborhoods.

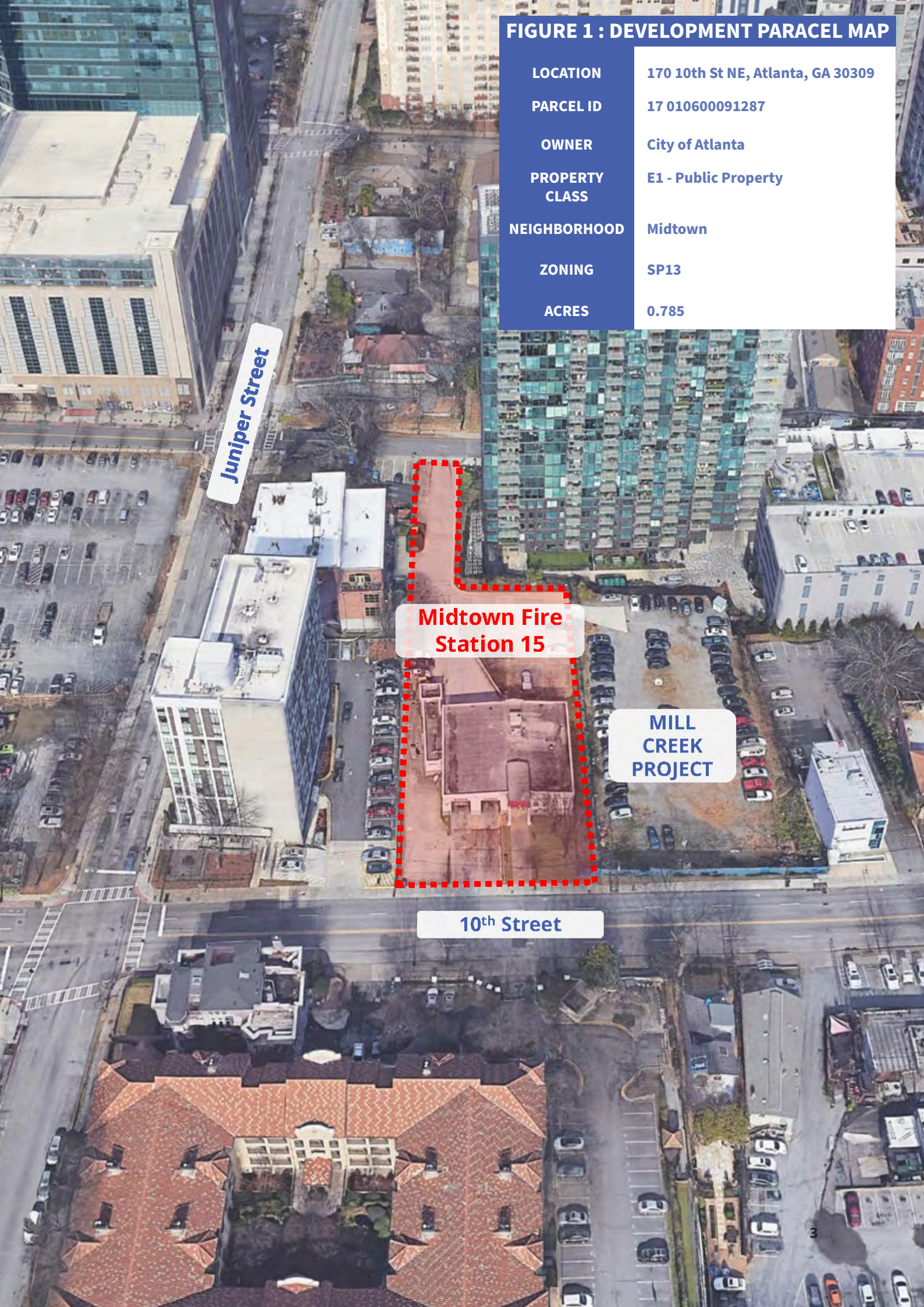
Fire Station 15 presently operates and provides essential fire safety services on the Property. A selected development partner will be required to work with AUD and Atlanta Fire and Rescue Department (AFRD) to construct a new fire station to replace the existing Fire Station 15, preferably still located at the Property. Under this preferred scenario, the new fire station will be designed to incorporate mixed-use affordable and market-rate housing above the station. In advance of demolition and redevelopment of the property, AUD and AFRD will construct a temporary, off-site fire station within Fire Station 15’s service area to ensure uninterrupted operations during the redevelopment process.

AUD, as a development partner in this redevelopment, is prepared to coordinate and offer multiple proprietary financial tools and resources to make this project feasible.

AUD requests submissions from qualified Respondents demonstrating the technical and financial capacity required to deliver a large-scale redevelopment of the Property through a public-private partnership. After evaluation, the selected Respondent will subsequently enjoy the exclusive opportunity to collaborate with the AUD to create a development concept and plan. The AUD does not intend to issue a subsequent Request for Proposals at any stage of this procurement.

FIGURE 1 : DEVELOPMENT PARCEL MAP

LOCATION	170 10th St NE, Atlanta, GA 30309
PARCEL ID	17 010600091287
OWNER	City of Atlanta
PROPERTY CLASS	E1 - Public Property
NEIGHBORHOOD	Midtown
ZONING	SP13
ACRES	0.785



Juniper Street

Midtown Fire
Station 15

MILL
CREEK
PROJECT

10th Street

AUD DEVELOPMENT PRIORITIES

AUD'S GOALS FOR REDEVELOPING MIDTOWN FIRE STATION



AUD and AFRD are seeking to redevelop the Property to address the scarcity of affordable housing in Midtown and to respond to increased demands on municipal fire safety services. Redevelopment of this site should enhance AFRD service delivery and realize a net increase of deep, permanent affordable housing in Midtown. The redevelopment of the site offers an opportunity to forge an innovative public-private partnership in pursuit of these objectives. AUD and AFRD have outlined a set of goals to guide their approach and ensure the successful redevelopment of Fire Station 15.

Priorities for AUD

HOUSING AFFORDABILITY

The core priority for this project is the creation of new, long-term affordable housing in the highly desirable neighborhood of Midtown Atlanta. All AUD-led projects are required to have a minimum of 20% of residential units affordable for households at or below 50% Area Median Income (AMI) and 10% of residential units affordable to households at or below 80% AMI. Affordable units must be spread throughout the development. They must be of similar quality in size, design, appearance, and energy efficiency as the market-rate units. Proposals should not include Low-Income Housing Tax Credits as part of their capital stack.

DIVERSITY

AUD in partnership with the City of Atlanta values diversity, inclusion, and hiring local talent. AUD and the City encourage but do not require, all Respondents to promote opportunities for diverse other types of businesses, including but not limited to Minority Business Enterprises ("MBE"), Female Business Enterprises ("FBE"), and Small Business Enterprises ("SBE"), to compete for business as subcontractors and/or suppliers. AUD is an equal-opportunity Employer.

FIRE SAFETY

Midtown Fire Station 15 provides crucial fire safety and health services to local Midtown residents, workers, and businesses. Redevelopment of the fire station should prioritize minimal disruption to the quality of fire safety in Midtown. AUD has examined options for either maintaining fire safety services on the existing site in a newly built ground floor facility or relocating the fire station to another property within the Midtown service area. AUD and AFRD's preference is to return and maintain fire safety services on the site after a temporary relocation of the fire station during construction. A new facility should enhance the quality of service for AFRD and successfully integrate residential and fire station uses.

AUD will work closely with AFRD to relocate Fire Station 15 to a temporary site during construction to minimally disrupt services. AUD is seeking to select a partner who is capable of coordinating redevelopment of the Property alongside AUD and AFRD's temporary relocation of Fire Station 15. Cost of relocation and temporary accommodation will be covered and subsequently recapitalized by AUD through the development partnership arrangement.



Priorities for AUD

COMMUNITY

Contributing to the quality of the community is an integral part of both AUD and AFRD's mission. AUD will prioritize selecting developers that demonstrate a creative approach to community building within this development. Active, ground-floor retail should be considered for inclusion. Additionally, projects that include non-ground floor commercial or community spaces that are accessible by local non-profits, community groups, or the general public will be prioritized. Development partners should plan to integrate non-residential amenities, co-working spaces, community events, and public services within the redevelopment, enhancing the development's overall value and functionality.

Midtown Atlanta is one of the most walkable neighborhoods in the City and one of the few locations where a lack of access to car transportation does not significantly inconvenience residents. AUD is seeking to select a development partner able to demonstrate resourceful solutions to reduce the number of proposed on-site parking spaces for residential tenants and reduce the resulting costs associated with providing parking.

SUSTAINABILITY

AUD is committed to sustainable development and clean energy practices. Respondents are encouraged to highlight relevant experience with sustainable development practices, potentially including but not exclusive to LEED and WELL Building Standards. Respondents should describe their approach to incorporating environmental sustainability into the project.

FINANCIAL

Projects should demonstrate long-term economic viability through a successful lease-up, incorporating AUD's long-term affordability objectives and costs associated with the ground floor construction of a new fire station. Respondents should demonstrate an understanding of AUD's desired partnership structure and financing tools.



ATLANTA URBAN DEVELOPMENT

KEY INFORMATION ABOUT ATLANTA URBAN DEVELOPMENT

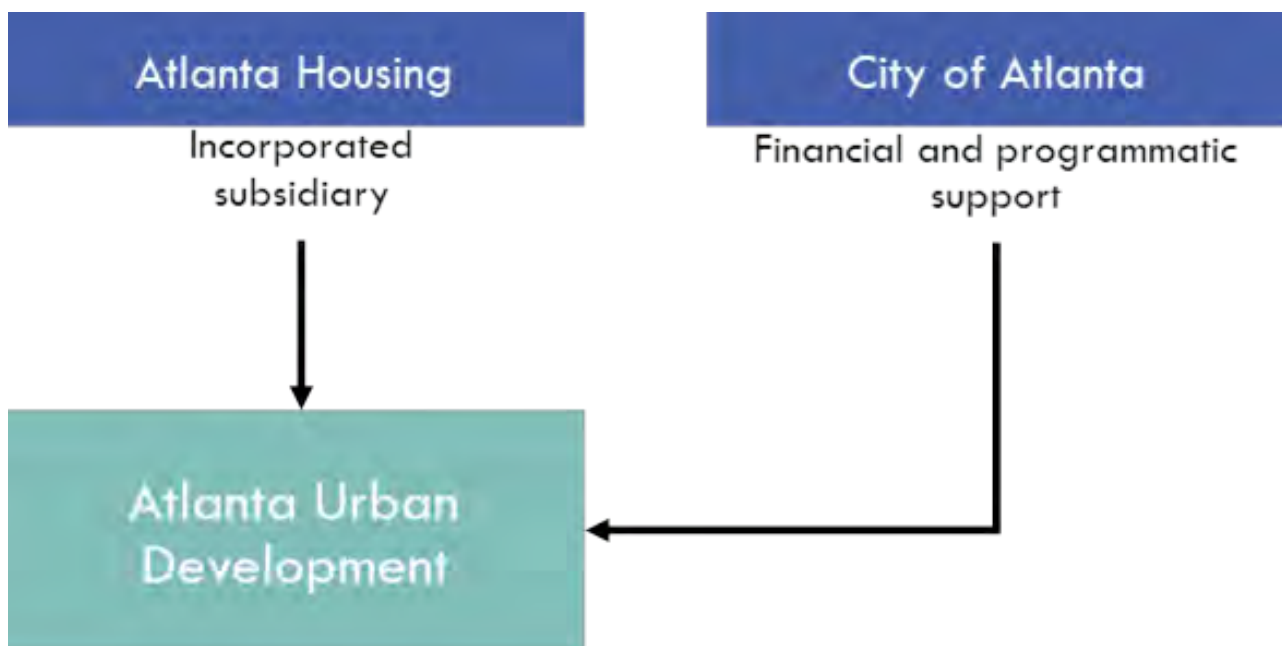
Atlanta Urban Development (AUD) has been chosen by the City of Atlanta to lead the Property's redevelopment and to serve as the primary public contact for this project.

AUD has been selected by the City of Atlanta to lead the redevelopment of the Property and operate as the main public point of contact for the Property's selected development partner during procurement, pre-development, construction, lease-up, stabilization, and beyond. AUD was created in the Summer of 2023 by Atlanta Housing in partnership with the City of Atlanta to enhance the public's capacity to deliver new mixed-income housing on public land. The organization has been designed from the ground up to realize a new model of mixed-income housing development through a unique toolkit of local funding and financing sources. Additionally, AUD was structured to create new efficiencies in procurement and partnership with development teams.

The following sections were drafted to provide an overview of AUD's goals, the tools at its disposal, and the envisioned development model and partnership structure for the redevelopment of this Property.

ABOUT AUD

Atlanta Urban Development is a specialized non-profit tasked with turning public land assets into marketable, mixed-income housing developments that offer quality, affordable, stable homes for all Atlantans. AUD is equipped with a unique toolkit to achieve affordability goals and facilitate project development. AUD will actively partner with developers and stakeholders to create inclusive communities where residents can thrive. AUD is governed by an independent board appointed by Atlanta Housing and the City of Atlanta, is directed by its CEO and Executive Director John Majors, and employs a dedicated staff.



MISSION

A key goal of the Dickens' administration is to create or preserve 20,000 units of affordable housing by 2029. The AUD was founded to relieve pressure from the Low-Income Housing Tax Credit (LIHTC) program while still allowing the City to achieve its housing production goals. The AUD is designed to increase the affordable housing production capacity of the City by overseeing developments across multiple public land assemblages, utilizing untapped sources of local funding, and providing an affordable housing financing model that can operate parallel to but outside of the LIHTC program.

Partnership Structure & Development Model

In line with the scale of its contributions to the deal, AUD will retain a majority interest (>51%) in the Midtown Fire Station development both during construction and after stabilization. The AUD model is centered around strong development partnerships with private sector experts, solidified in a joint venture structure. The JV will be structured to ensure that risk and project upside are appropriately scaled and aligned across development partners. Risk and profit sharing will be negotiated between AUD and the development partner and will be commensurate with ownership interest, activities, and contributions of the parties involved. Net project cash flow will go to the development entity and be divided between AUD and the selected development partner based on negotiated partnership terms and ownership stake.

Because of the importance of AUD projects to the City's future planning goals, AUD anticipates a close working relationship with development partners from initial project planning to asset stabilization. Partnerships may be structured to continue into operations or may convert to AUD ownership after stabilization. The AUD model is designed to allow project appreciation and value growth, representing a unique opportunity to enjoy a limited-risk upside through AUD partnership.

AUD's participation in the deal unlocks sources of subsidy to maintain financial viability of the project, including low-cost construction and permanent financing, property tax exemption, and low-cost public land. The reduced land, construction, operating, and capital costs allow projects to achieve AUD's affordability targets of 20% of units affordable at 50% AMI and 10% of units affordable at 80% AMI. Private Enterprise Agreements (PEAs) allow property tax exemption to further extend to any unit with stabilized rents affordable to households earning below 140% AMI, ensuring the creation of truly stable, mixed-income communities.

The AUD model provides affordability through innovations in financing without compromising on construction or architectural quality, ensuring that AUD projects are market-competitive with healthy finances while still meeting the organization's affordability mission.

Additionally, AUD will help coordinate relationships with public authorities and governing entities to secure access to public resources throughout the development process on behalf of the development partnership, including Invest Atlanta and the Urban Residential Finance Authority, the Tax Assessor of Fulton County, Atlanta Housing, AFRD, and the City of Atlanta.

AFFORDABILITY REQUIREMENTS



Net project cash flow will go to the development entity and be divided between AUD and the selected development partner based on negotiated partnership terms and ownership stake.

Financial Toolkit

AUD intends to unlock the following subsidy resources as its contribution to the Property's capital stack. These tools are designed to reduce costs, reduce risk, and improve efficiency during pre-development, construction, and after stabilization.

The tools are:

Tool 01

Public Land

AUD intends to discount the value of the land at Midtown Fire Station as a source of public support for the project. The cost of land will be negotiated to reflect the development's contribution to public goals and the financing needs of the ground-floor fire station. The property is currently zoned as Subarea 2: Midtown Residential (Juniper Street Transition Area) within the Midtown Special Purpose Interest District 16, which permits a by-right FAR of 6.4 for residential construction and a height of 400 feet.

Tool 02

Private Enterprise Agreements

AUD is authorized to grant up to 100% property tax exemptions on all affordable and workforce housing units up to 140% AMI in which AUD has an ownership stake, a tool known in Georgia as a Private Enterprise Agreement (PEA). PEAs are a power granted to housing authorities and their subsidiaries by Georgia State Code §8-3-8, §8-3-3 and §8-3-3.1, which provide up to a 100% tax exemption without expiration. The terms of the PEA are determined by a designated contract with AUD and must be approved by the AUD board. Terms of the PEA will be determined as a part of the deal-closing process, which will stipulate the length and amount of the tax exemption, as well as a possible payment in lieu of taxes (PILOT). PEAs will only be offered if AUD's affordability targets are met.

DIAGRAM (2) 2023 AMI LEVELS IN ATLANTA

	Studio	1-Bed	2-Bed	3-Bed	4-Bed
50% AMI	\$893	\$957	\$1148	\$1327	\$1481
80% AMI	\$1430	\$1532	\$1838	\$2124	\$2370
140% AMI	\$2501	\$2681	\$3215	\$3717	\$4146

Financial Toolkit



Tool 03

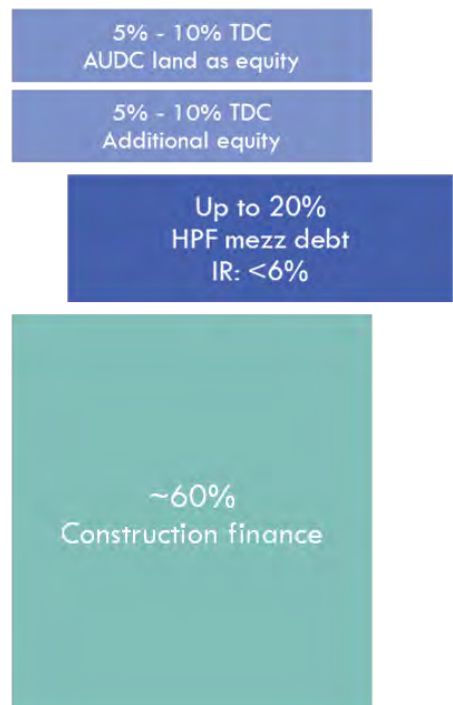
Housing Production Fund

The Housing Production Fund is a dedicated \$38M appropriation from the City of Atlanta, financed by the 2023 Housing Opportunity Bond, to provide mezzanine-level, low-interest construction loans to AUD developments. The HPF is allocated according to AUD needs and is administered by Invest Atlanta. HPF loans are designed to provide a three- to five-year equity-like position for up to 20% of the capital stack. The HPF program is designed to provide below-market interest-only loans to be taken out at stabilization and recapitalization.

The fund provides first-draw capital for construction projects on publicly-owned land, helping to finance and de-risk pre-development, site preparation, site improvements, horizontal development, and early vertical development. The fund ensures a lower blended cost of flexible capital that reduces risk, shortens construction timelines, and translates into more affordable rents downstream.

DIAGRAM (3)

EXAMPLE CAPITAL STACK CONSTRUCTION



**Tool
04**

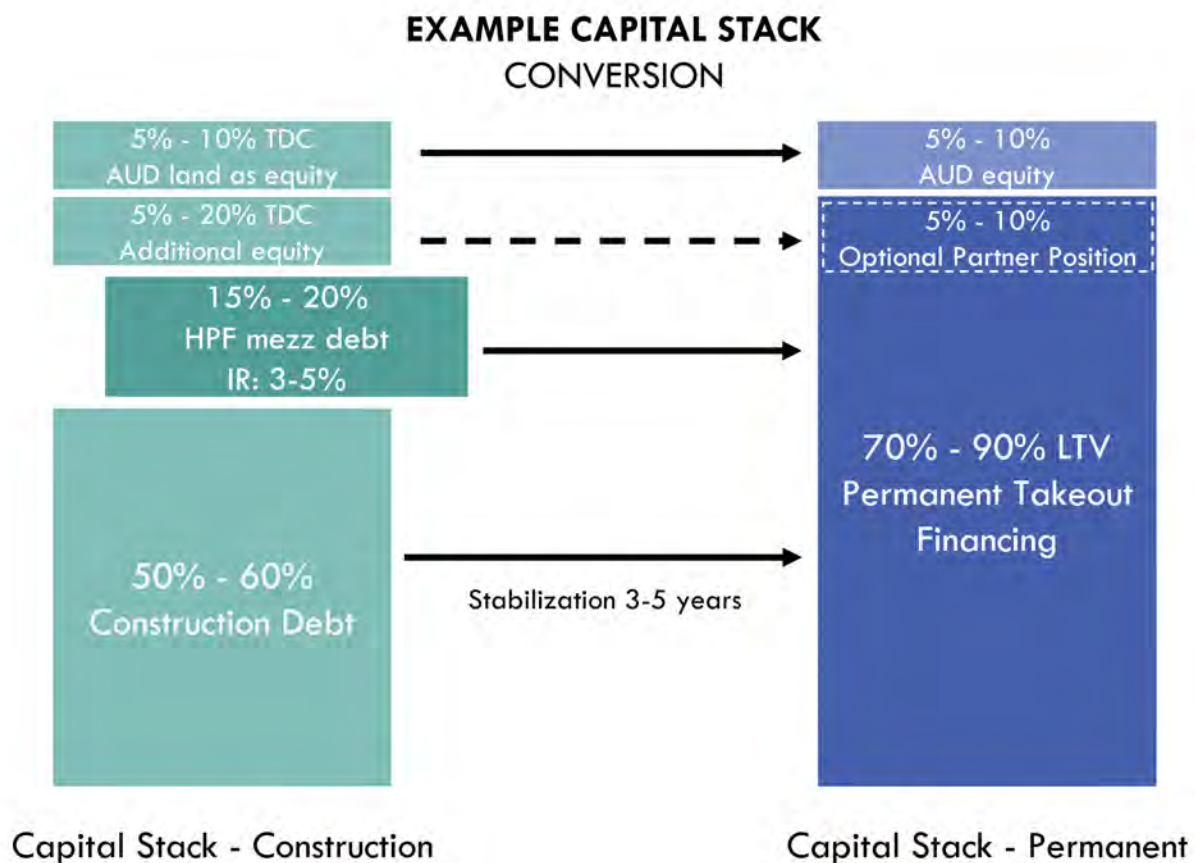
Low-Cost Permanent Finance

AUD, as a subsidiary of the housing authority, has the power under state law to issue debt through the municipal bond markets. The City and AUD are committed to using bonding authority flexibly to secure permanent takeout finance sourced from the municipal bond market, preferably as a tax-exempt government bond issuance. This permanent debt will recapitalize the residential and commercial uses of the property upon project stabilization and will reimburse both the HPF and construction debt.

The City and AUD will provide resources necessary to ensure that the permanent finance is priced competitively. Debt terms are expected to include a 30-50 year amortization and ~1.2 DCR. First-issue, LIHTC-eligible private activity bonds ("volume cap") will not be considered as a viable source of permanent finance due to resource constraints.

At stabilization, the development partner and AUD may negotiate optional ongoing partner participation in the form of an equity stake or mezzanine position. AUD and the development partner may also negotiate that the partner exits the project upon stabilization and the conversion capitalization event.

DIAGRAM (4) CAPITAL CONVERSION



PROJECT BACKGROUND

ATLANTA FIRE RESCUE STATION 15

Respondents are invited to submit their qualifications to redevelop the Property into a mix of uses that include a new fire station facility and market and affordable residential units. Submissions will be reviewed by a committee made up of staff and industry experts (the “Project Management Committee” or “PMC”). The PMC will evaluate responses and narrow the list to those deemed most qualified. Respondents deemed most qualified will be invited to participate in a round of interviews with AUD to determine a potential partnership framework and a general approach to redevelopment of the property.

AUD is not anticipating asking qualified developers to respond to a Request for Proposal during the procurement process. Instead, the contemplated RFQ process will prioritize selecting the most qualified development partner able to demonstrate a like-minded understanding of the project’s goals. Details related to the project will be developed after a development partner has been selected through this procurement process. As part of the stated priority of maintaining Fire Station 15 at the current site, AUD has identified a site for temporary relocation of Fire Station 15 and will work with AFRD to construct these temporary facilities.

Per our operational framework, it is imperative to delineate the distinct roles played by AFRD and the Department of Asset Management (DEAM) in developing and maintaining our facilities. AFRD is entrusted with crafting the programming blueprint for our facilities, ensuring that they align with our organizational objectives and functional requirements. Concurrently, DEAM is to provide the technical specifications necessary for the newly constructed and temporary facilities. This demarcation is paramount, underlining each department’s specialized functions.

AUD’s preferred alternative is for the ground floor of the proposed development to serve as the permanent home to Fire Station 15, a public fire station operated by Atlanta Fire Rescue Department. The fire station will be separated from the rest of the development via a condominiumization structure to allow for uninterrupted ownership and long-term operations by the City of Atlanta. Funding for the construction of the fire station is expected to come from proceeds from the sale of improvement rights on the site.

The specifications for a new Fire Station should replicate and provide for all features AFRD currently has access to at the existing Fire Station 15. Below is a summary of the key functional areas and equipment at the existing facility that a selected development partner should anticipate constructing in cooperation with AUD and AFRD:

FIRST FLOOR

- Apparatus Bay
- Watch Desk
- Company Office
- EMS Office
- Medical / Decon Room
- General Gear Storage
- Commercial Kitchen
- Sitting Room (Dining/Training)
- Staff Toilet
- Public Entry Area
- Laundry

SECOND FLOOR

- 1st Battalion Office
- Officer's Suite
- Officer's Toilet
- Support Spaces
- Men's locker room & bathroom
- Women's locker room & bathroom
- Bunkroom
- Exercise room with equipment
- File storage room

While maintaining Fire Station 15 on the Property is the preferred alternative, AUD is open to alternative suggestions for permanent siting of the new Fire Station 15 on the condition that the Respondent can demonstrate that the proposed alternative permanent site is within the Fire Station 15 service area and that, in proceeding with the alternative, the project is able to achieve the previously stated priorities.



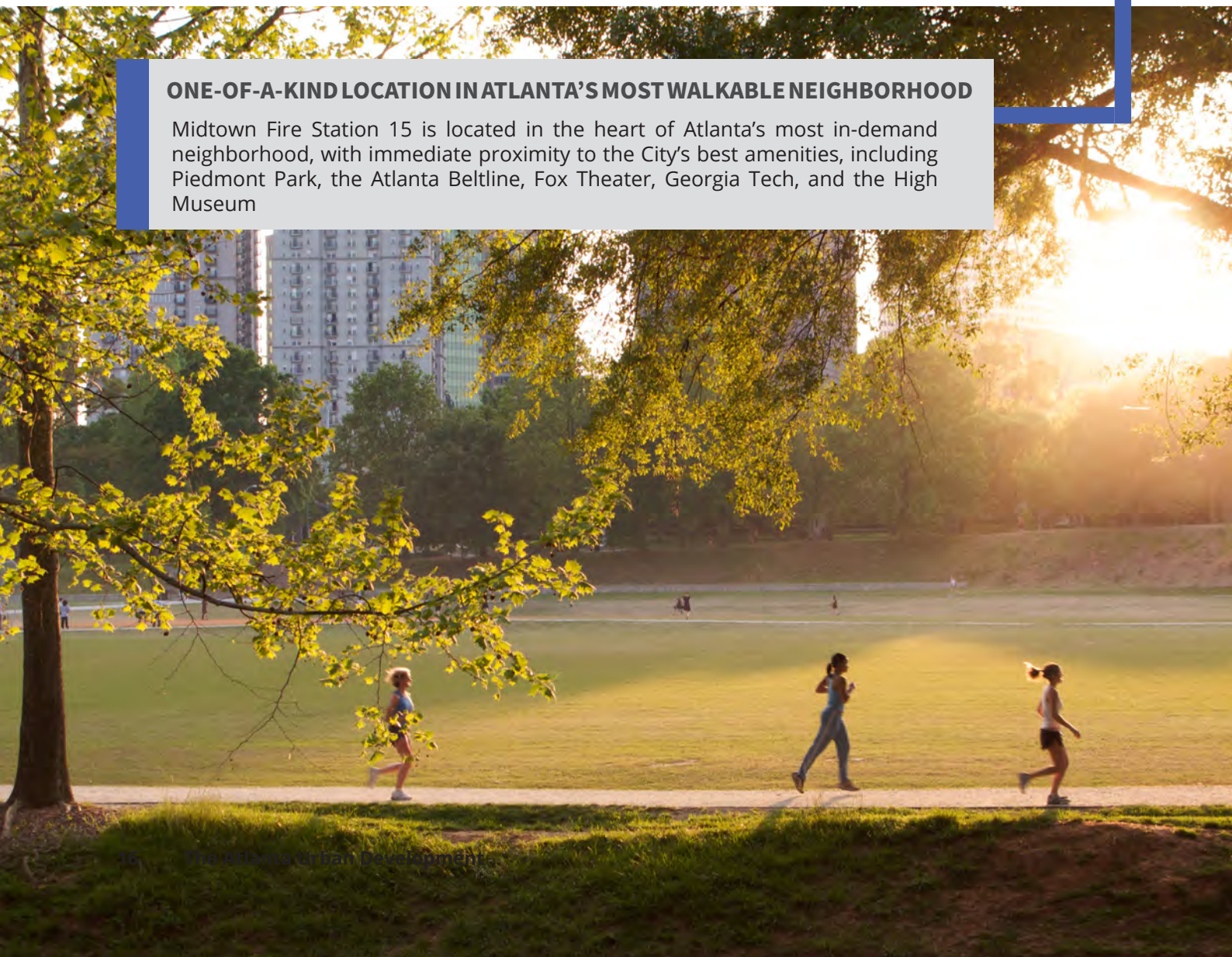
05

MIDTOWN OPPORTUNITY

THE OPPORTUNITY TO DEVELOP IN MIDTOWN ATLANTA. THE CITY'S MOST SOUGHT-AFTER NEIGHBORHOOD.

ONE-OF-A-KIND LOCATION IN ATLANTA'S MOST WALKABLE NEIGHBORHOOD

Midtown Fire Station 15 is located in the heart of Atlanta's most in-demand neighborhood, with immediate proximity to the City's best amenities, including Piedmont Park, the Atlanta Beltline, Fox Theater, Georgia Tech, and the High Museum





IT TAKES **HOW MANY** MINUTES TO WALK TO...?

5 MINUTES

Piedmont Nightlife District
.....
Piedmont Park
.....
Midtown Marta Station

10 MINUTES

Publix & Colony Square
.....

20 MINUTES

Fox Theater & High Museum
.....
Atlanta Beltline
.....
Georgia Tech
.....
Whole Foods



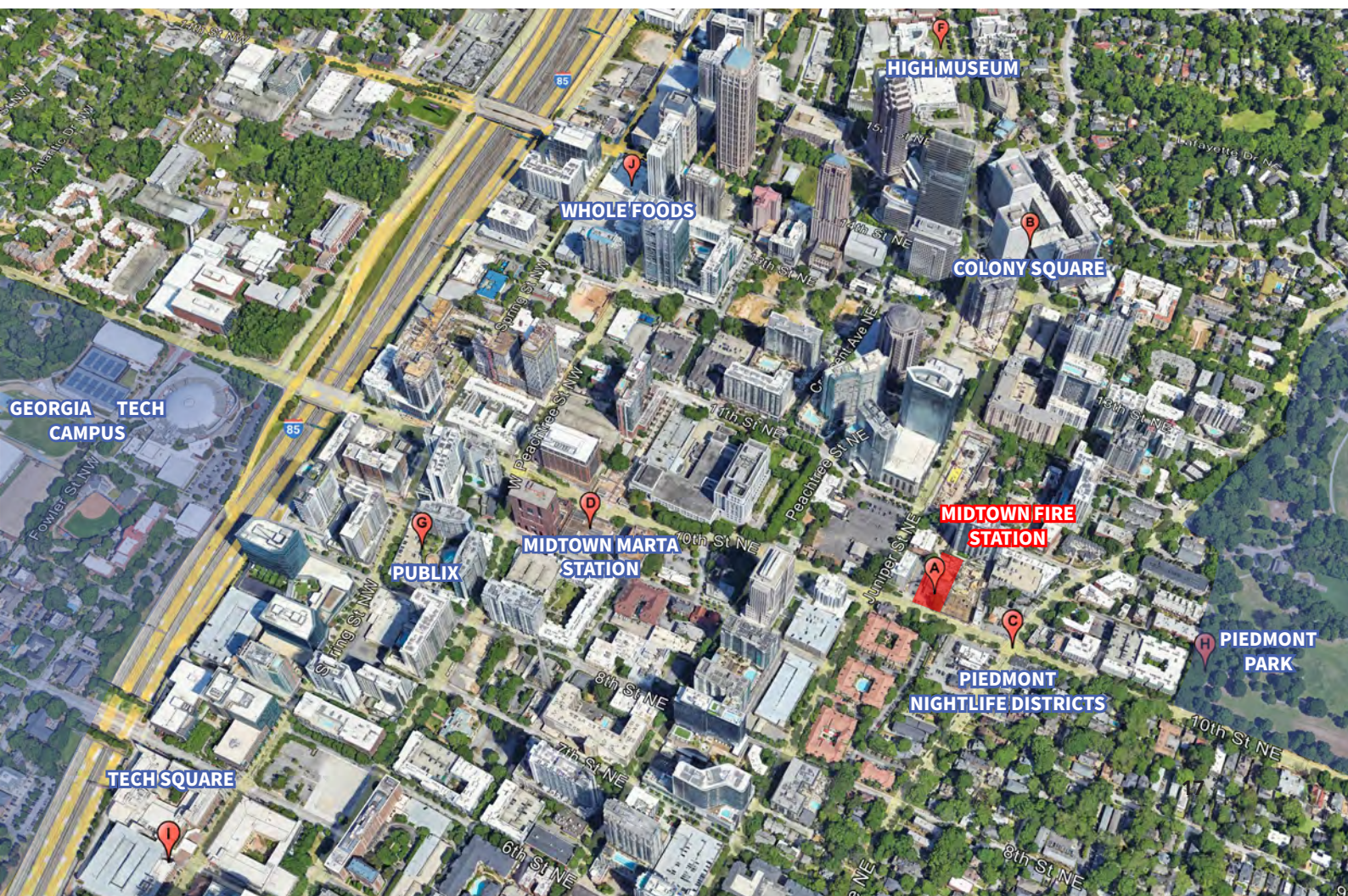
**PIEDMONT
PARK**



**PIEDMONT
NIGHTLIFE DISTRICTS**



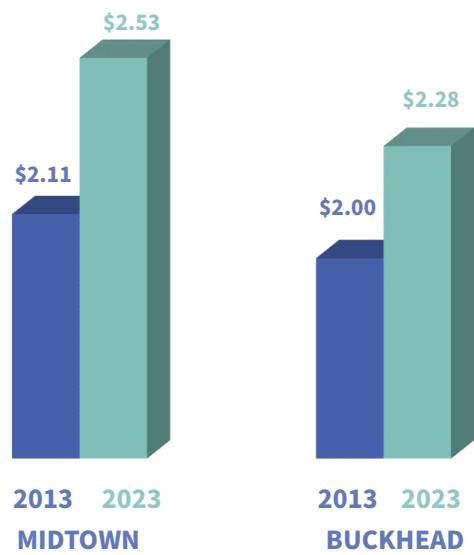
**HIGH MUSEUM
OF ART**



Strongest Multifamily Market in the Southeast

Midtown is experiencing **unprecedented development** with accompanying strong rent growth.

Class A Rent PSF 2013 vs 2023



PSF RENT 2023

Midtown **\$2.52**

Eastside \$2.32

Buckhead \$2.28

West Midtown \$2.06

46% Greater cumulative rent growth for Midtown compared to Buckhead since 2013

Top Destination for Employers

Midtown is the chosen landing spot for major corporations.



GOOGLE



NRC

Other Corporations Include:

Microsoft
AT&T
Honeywell
Norfolk Southern
Anthem
GE
KPMG

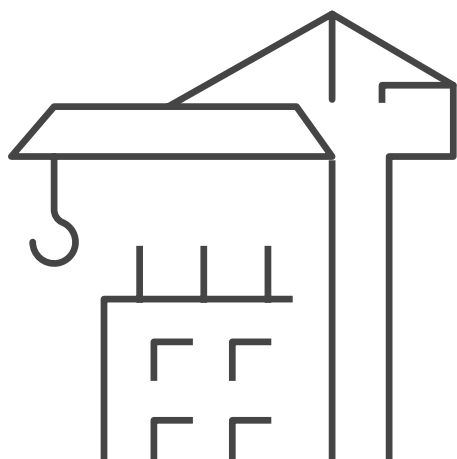
Market Trends at a Record High

“Midtown Atlanta ranked 7th in the U.S. for most apartment construction in 2022.” *Source: Atlanta News First*



Resource: Midtown Alliance

Midtown’s record setting construction pipeline is expected to slow considerably starting in 2026 - leaving open an opportunity for projects anticipated to be delivered in 2026 or 2027



3,155 Units

**Projects Under Construction
In Q1 '24 to Q1 '26**

829 UNITS

**Projects Under Construction
In Q2 '26 to Q4 '27**

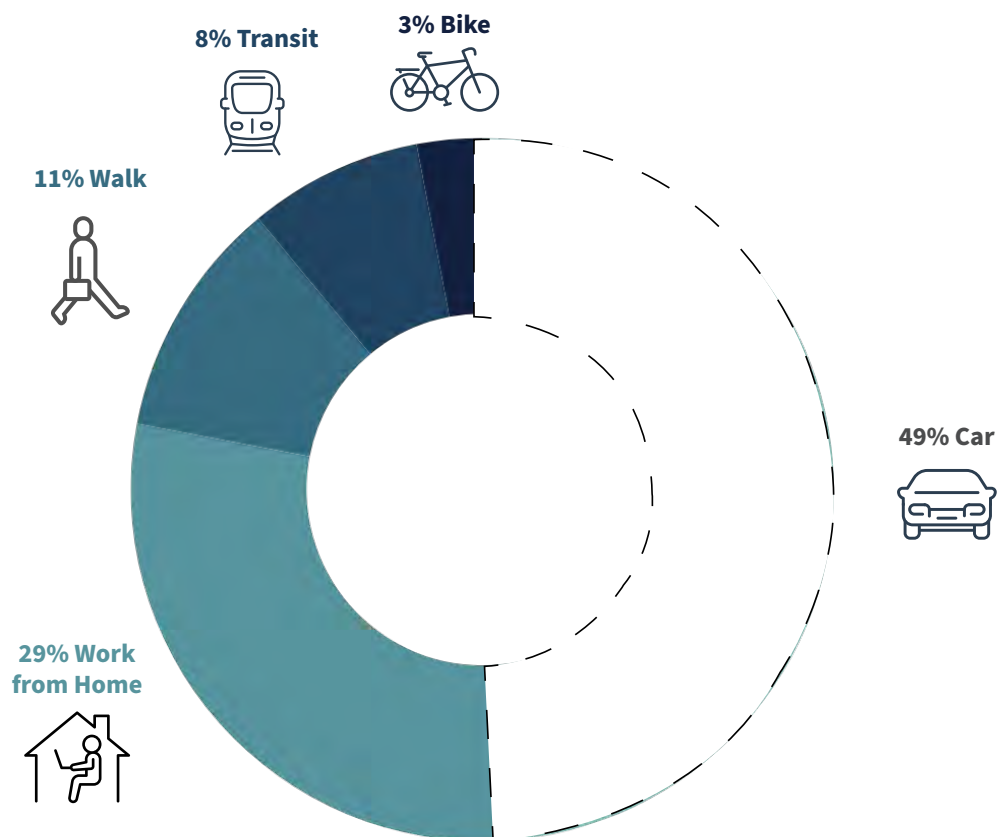
Revolutionizing Atlanta Commutes

Midtown is the most walkable and car independent neighborhood in the City of Atlanta.

TRANSPORTATION TYPES IN MIDTOWN

Data Source: ACS 1-year estimates, 2022, via Social Explorer

Less than half of Midtown residents west of Piedmont Avenue use their car daily to commute.



Source: American Community Survey 2022

3/10

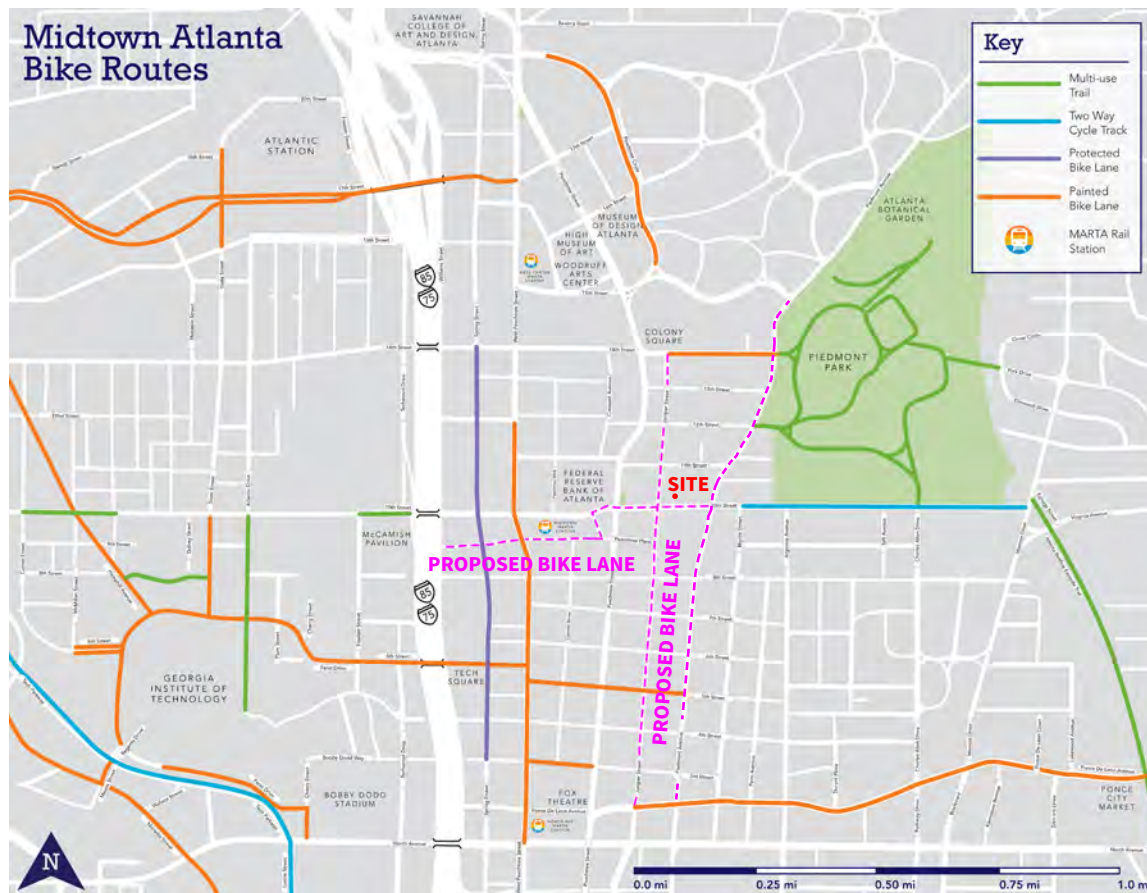
Daily Commuters

of workforce in Midtown commuting takes transit, walk, or bike.



Midtown : Leading the way in Car-Independent Infrastructure

The Juniper Complete Street Project, Piedmont, and 10th Street Cycle tracks will provide bikers a haven in the middle of the City.



Resource: Midtown Alliance





06

CONTRACTING AUTHORITY & ANTICIPATED TIMELINE

CONTRACTING AUTHORITY

The Atlanta Urban Development Corporation seeks a qualified partner for the redevelopment of the Property. AUD is leading this initiative directly and is seeking proposals from interested parties for this project.

ANTICIPATED TIMELINE

Publish / Release RFQ	01/12/2024
Property Tours	02/13/2024
Question & Response Period	Thru 02/15/2024
AUD Responses to Questions to be Posted	02/24/2024
Qualification Package Due	03/04/2024 at 5 PM ET
1st Round Interviews	Week of 03/25/2024
2nd Round of Interviews (as needed)	Week of 04/08/2024
AUD notifies selected developer partner	Week of 04/29/2024

CONTACT:

For all correspondence related to this procurement concerning the Midtown Fire Station, please direct your communications to the designated points of contact listed below:

John Majors

Chief Executive Officer, AUDC

admin@atlurbdevco.com

Under no circumstances should a Respondent or its representatives engage in any form of communication with individuals from the City of Atlanta, AUD, or AFDR procurement, starting from the issuance of the RFQ until **03/04/2024**

Unauthorized contact of this nature may result in the rejection of a submission for either the RFQ.

For additional information, including all due diligence documents collected up to this point, please refer to the following website: <https://www.atlurbdevco.com>

SUBMISSION REQUIREMENTS & SCORING



The AUD is seeking highly qualified, innovative, and financially capable Respondents who will lead the Project. Respondents who wish to be considered for this opportunity shall submit documentation that meets the requirements outlined below (the “Qualifications Package”). AUD’s selection of Respondents who will be subsequently invited to be interviewed will be based upon the determination, at its sole discretion, that the Respondents have met the following requirements in their submissions.

DEADLINE FOR SUBMISSION

Qualification Packages must be received electronically by **March 04, 2024 at 5:00PM Eastern**.

The Qualifications Package must be e-mailed to **admin@atlurbdevco.com**. Responses must be electronic only.

SUBMISSION OUTLINE

Respondents must include all information outlined below in the Qualifications Package. To ensure a uniform review process, the Qualifications Package shall be organized as follows:

1. Cover Letter

2. Table of Contents

3. Executive Summary

A) Respondents shall provide a brief written narrative of their proposed approach and team structure for the project. The purpose of the Executive Summary is to provide AUD with a summary of key elements of the submission and how such elements will be integrated, managed, and implemented to achieve a successful outcome.

4. Project Vision

A) Respondents shall provide a high-level description of the vision and program for the proposed project. AUD seeks a forward-thinking development partner prepared to execute a complex public-private project. Respondent shall provide a well-articulated vision for the project that is not only economically viable but also socially and environmentally sustainable. Your vision should establish the Project as a beneficial addition to the community and consider factors relevant to the success of a newly built fire station and mixed-income development. Respondents must include descriptions of the desired mix of uses, including the targeted mix of affordable units, the mix of incomes, and the integration of each.

5. Plan for Execution

The Plan for Execution shall include:

A) How the Respondent intends to work with AUD to achieve this project's priorities, goals, and objectives.

B) A narrative that describes how the Respondent would structure a general partnership with AUD and potential considerations to how it would function.

C) A description of the steps necessary to evaluate due diligence, financing, pre-development, design approach, construction, community engagement, lease-up, and property management.

D) A timeline for execution that includes proposed start date of construction and completion. The timeline must incorporate temporary relocation of Fire Station 15 and factor in how this will impact timing for redevelopment of the Property.



Submission Requirements & Scoring

SUBMISSION OUTLINE

6. Respondent Team Organization

An overview of the Respondent's team organization should include:

A) A description of the Respondent firm(s), including each member(s) role on the Respondent team. Respondents shall be evaluated based on the breadth and depth of their team members, and how each team member will contribute to the success of the Project.

B) A list of team members, including, but not limited to, architecture and engineering firms, legal counsel, financial partners, tenants, investors, shareholders, and other contractors, service providers, or partners as applicable.

C) Identification of the Team's Lead Member, responsible for overall Project engagement and execution.

D) Identification of a single point of contact for all future communications relating to this procurement. Please identify the contact person's name, title, organization, address, telephone number, and email address.

E) The intended entity type and structure (e.g. LLC) the members of that entity, and their roles (e.g. general partner, limited partner, contractor, etc.).

F) An optional description of how the Respondent demonstrates a commitment to diversity and inclusion, including through promoting MBEs, FBEs, and SBEs. An MBE, FBE or SBE may also apply and be selected independently, and MBEs, FBEs, and SBEs that meet the qualifications of this RFQ are encouraged to submit their qualifications for consideration. For an MBE, FBE or SBE that plans participate on a contract, AUD encourages but does not require certification as an MBE, FBE, or SBE and registration with The City of Atlanta's Office of Contract Compliance M/FBE Register. SBEs are also encouraged but not required to be registered with the City of Atlanta. AUD defines SBEs as businesses whose gross sales do not exceed \$2.5 million in the recent calendar or fiscal year.

Firms interested in obtaining applications for certification should contact these organization:

- City of Atlanta – Office of Contract Compliance (MBE/FBE): Jason Ingram, Deputy Chief Operations Officer, 55 Trinity Avenue, Atlanta, Georgia 30303, Tel: 404-330-6010, email: jingram@AtlantaGa.Gov
- Small Disadvantaged Business (SDB) certification by the U.S. Small Business Administration provided they reflect certification because of minority or women-owned status.

Submission Requirements & Scoring

7. Key Personnel Experience

A) Provide a list of key personnel who will be responsible for ensuring Project success. Personnel from each Respondent team member must be included. This list should include executives who will oversee the Project and project management personnel responsible for daily execution of Project components.

B) For all personnel listed, provide an overview of qualifications that support the success of the Project. This overview must include number of years' experience, education, employment history, and experience with at least five similar projects for project executive, and three similar projects for project managers, with a proven track record of successful financing, construction, and tenancy.

8. Experience with Similar Projects

Respondents shall provide demonstrable expertise with projects similar to this opportunity. Project examples from the lead member of the team are encouraged, though experience from any team member will be accepted and evaluated. Projects must demonstrate experience with at least one of the following, and ideally project examples collectively cover all the below criteria:

- i. Engagement and long-term coordination with institutions like AUD;
- ii. Engagement with community stakeholders;
- iii. Markets like Midtown Atlanta;
- iv. Projects with a mix of public and private uses;
- v. Projects with creative ownership and financing structures involving public and private partners;
- vi. Projects that mixed market rate and affordable units; and
- vii. Projects in similar size and scale to that envisioned by AUD for this property.

B) For each project example, Respondents should include, at a minimum:

- i. Name and location of project;
- ii. Statement summarizing the project's relevancy to Fire Station 15 including which of the items in Section A the project examples satisfies;
- iii. Site plans, massings, renderings, and/or photographs;
- iv. Development team members;
- v. Scope (land area, gross square footage by program/product type, etc.);
- vi. Total cost (excluding land);
- vii. Timeline; and
- viii. Details of the project financing, including Respondent's role in securing the financing.

Submission Requirements & Scoring

SUBMISSION OUTLINE

9. Financial Qualifications and Capacity

A) Respondents must provide evidence of their financial capacity, financial success over time, and demonstrate their credit worthiness to undertake the Project. For Respondents that are not publicly traded, audited financial statements in U.S. dollars for the three most recent years must be provided. If the Respondent is a joint venture or partnership, financial statements for each partner are required. In addition to financial statements, additional evidence shall include two financial references, a letter from a financial institution with whom the Respondent has a relationship, and the identification of sources of equity or debt capital that may or will be used for the Project.

Additionally, Respondents should disclose any potential or actual conflicts of interest.

SCORING

Team Organization	10 Points
Project Concept & Narrative	15 Points
Key Personnel Experience	20 Points
Experience with Similar Projects	30 Points
Financial Qualifications & Capacity	25 Points