

Acquisition Partner Request for Qualifications (RFQ) # HOST-52-2022 Questions and Answers Addendum

4/12/23

1. How long does the City anticipate the partner holding the property with the bridge loan?

We would like to minimize any bridge-loan interest to the greatest extent possible. However, HOST understands the need for a bridge loan. The City anticipates that the City's financing will be in place to partially take-out the bridge loan within six months. If additional sources are used for bridge loan take-out, respondents should connect with the sponsors of those funding sources.

2. Follow up, what, if any, long-term debts would the partner continue to carry after the bridge loan payoff?

The City's financing will likely be in the form of a performance loan with a 99-year term, which will require repayment only in the case of non-compliance. The City's financing will be evidenced by a loan agreement and promissory note and secured by a deed of trust recorded on the land for the 99-year term of the loan. Partners are encouraged to minimize hard debt on the property to maximize the availability of cash-flow for allocation to reserves and supportive services.

3. How many properties are in question, where are they approximately, and how big are the lots?

The City hopes to target 3-4 properties located within the City and County of Denver. The lots range in size, but the buildings will range from 100 to 250 units each. Respondents are encouraged to express any size preferences in their responses.

4. Is there a formal definition of what the City means by "bridge housing"? I saw detail on the supportive housing component, but less on the bridge.

The solicitation details the City's operations requirements for bridge housing. Bridge housing is intended to be a short-term bridge between, in this case, unsheltered homelessness and a long-term housing unit. It is not considered transitional housing in HMIS due to the repercussions of being labeled as such, but still provides a stable place while clients are getting matters sorted and building that bridge to the next step.

5. Is it a requirement that all guests have that housing resource- specifically for bridge housing?

We would assess based on the proposals. Ideally, people should have identified resources. The intent of these investments is to develop bridge housing and long-term

supportive housing. The respondents will work with the City to source guests and residents, and most deeply affordable units (30-40% of AMI) will be covered by a project-based voucher. Higher-level income units (up to 50-60% of AMI) will be encouraged to accept tenant-based voucher resources.

6. Is there an engagement requirement for bridge?

Clients must be engaged with case management. The goal is to have case management throughout the bridge housing into a permanent solution. Respondents are asked to describe their preferred method of engagement of unsheltered households, including partnership with the City's outreach resources.

7. Would a 24/7 shelter on the 1st floor with PSH units on the upper floors be appropriate for this RFP?

This would in theory be an acceptable arrangement and is an eligible design. However, HOST will look at the full proposals and appropriate plans hinge on the details of the full proposal including ability to achieve goals and provide services in accordance with the RFQ

8. There are less families staying in encampments. Will referrals to bridge for families still require outreach engagement?

Respondents are asked for their preferred method of engagement to serve families.

9. What is the City's expectation for long-term use of the properties? What, broadly, will the 99-year covenant require?

The covenant and contracts will cover expectations for operations with income restrictions, supportive service standards, reporting requirements, operations standards, building condition quality, and other terms that will apply for the period of 99 years.

10. Is an organization eligible to apply if an organization's current program options for unhoused individuals fail/s to meet the definition of Supportive or Bridge Housing?

An organization's current program or lack of current supportive or bridge housing programs does not impact eligibility to apply but the applicant will need to be able to show they will be able and are willing to meet compliance with the standards that were communicated in the RFQ. Given that the primary intent is permanent housing, applicants should think about team composition and experience regarding the bridge and supportive housing services in their applications. Chosen respondents will be expected to meet the definitions provided in the RFQ with the subject properties.