

# **REQUEST FOR QUALIFICATIONS (RFQ) CO-DEVELOPER / HOUSING IMPLEMENTATION ENTITY CHOICE NEIGHBORHOODS IMPLEMENTATION GRANT CITY OF FAYETTEVILLE, NORTH CAROLINA**

**RFQ Publication Date:** December 30, 2025

**Proposal Due Date:** January 19, 2026, 5:00 PM Eastern Time

## **I. PURPOSE AND STRATEGIC CONTEXT**

The Fayetteville Metropolitan Housing Authority ("FMHA"), in partnership with the City of Fayetteville, North Carolina ("City") is soliciting Statements of Qualifications from experienced development firms to serve as Co-Developer / Housing Implementation Entity for a renewed application to the U.S. Department of Housing and Urban Development (HUD) FY 2025 Choice Neighborhoods Implementation Grant.

FMHA and the City previously submitted a Choice Neighborhoods Implementation application that was selected for a site visit but was regrettably not included in the final list of funded projects. HUD feedback and internal assessment identified the need for a stronger demonstration of housing implementation capacity, financial feasibility, leverage commitments, and execution readiness. Staff has considered HUD's feedback and is in the process of addressing key areas for improvement. The team currently in place has developed preliminary architectural drawings and renderings, which will be shared with respondents to this RFQ to inform proposals and strengthen the renewed application.

**Given the anticipated submission deadline for the FY 2025 CNI application in early 2026, the selected Co-Developer must have qualified staff immediately available to engage intensively during the application preparation period.** This RFQ is intended to secure a qualified development partner with demonstrated capacity to meet HUD's rigorous requirements within this compressed timeline.

## **II. PROGRAM OVERVIEW**

Choice Neighborhoods is HUD's signature place-based initiative focused on transforming severely distressed public housing and the surrounding neighborhood. The FY 2025 Implementation Grant program provides funding **up to \$26,000,000** (subject to the grant sizing methodology in the NOFO), with a performance period extending through September 30, 2034.

The selected firm will serve as the **Housing Implementation Entity** as defined in the NOFO and will work collaboratively with FMHA and the City to implement the housing components of the Murchison Choice Neighborhood Transformation Plan.

## **III. HOUSING SCOPE & STRATEGIC CONTEXT**

The anticipated housing program is based on the HUD-approved Murchison Choice Neighborhood Housing Element and includes:

- Redevelopment of Murchison Townhouses and Elliott Homes;
- Approximately 353 dwelling units developed in multiple phases;
- One-for-one replacement of public housing units with full Right-to-Return protections for existing residents;
- Mixed-income, mixed-finance development utilizing LIHTC (4% and/or 9%), PBVs, RAD-PBRA, conventional debt, City sources, and other leveraged resources.

**Strategic Context:** FMHA, in partnership with a local developer, has secured a property within the designated Choice Neighborhoods boundary for the development of 84 Project-Based Voucher (PBV) rental assistance units. This asset represents a significant leveraged resource and provides a strategic opportunity for integration into the overall housing plan. Respondents are encouraged to consider how this committed project can complement and enhance the broader Transformation Plan.

#### **IV. SCOPE OF SERVICES**

The selected Co-Developer / Housing Implementation Entity shall provide services including but not limited to:

- **Immediate and sustained participation** in preparation of the FY 2025 Choice Neighborhoods Implementation application, with a focus on strengthening areas previously cited by HUD and meeting an anticipated early 2026 submission deadline;
- Development phasing, relocation sequencing, and implementation scheduling aligned with HUD's 18-month first-closing requirement;
- Preparation of preliminary development budgets, sources/uses, and pro formas;
- Securing and structuring LIHTC equity, debt financing, voucher-based assistance, and other leveraged resources;
- Compliance with HUD cost controls, environmental review coordination, mixed-finance requirements, Davis-Bacon wage standards, and Section 3 obligations;
- Post-award development execution, construction oversight, close-out, and long-term asset management.

#### **V. MINIMUM QUALIFICATIONS**

Respondents must demonstrate:

- Experience with **Choice Neighborhoods, HOPE VI, or comparable HUD redevelopment programs;**
- Successful delivery of **multi-phase LIHTC developments with PBV or RAD-PBRA assistance;**

- **Immediately available, qualified staffing resources** with the capacity to dedicate significant time to application development between selection and the CNI submission deadline;
- Capacity to meet **HUD's 18-month first-closing requirement** post-award;
- Financial strength, investor relationships, and a track record of leveraging federal funds with other public/private resources;
- Experience with **mixed-income, mixed-finance housing** and compliance with HUD's One-for-One Replacement, Right-to-Return, and affordability requirements.

## VI. SELECTION CRITERIA

Qualifications will be evaluated based on:

- **Relevant HUD redevelopment experience** (Choice Neighborhoods, HOPE VI, RAD, etc.);
- **Financing and leverage capacity**, including experience with LIHTC, bonds, PBV, and other layered financing;
- **Development team structure and immediate execution readiness**, including evidence of qualified, available staff to meet the accelerated application timeline and NOFO milestones;
- **Demonstrated understanding of Choice Neighborhoods requirements** (e.g., Section 3, Davis-Bacon, URA, environmental review);
- **Reasonableness of proposed development fees**;
- **Strength and innovation of the proposed approach to addressing past application shortfalls**, including the articulation of at least one **new idea or concept** to improve upon the previously submitted housing plan. This idea must be consistent with the revitalization goals of FMHA and the City, align with the FY 2025 NOFO, and demonstrate added feasibility, community benefit, or transformative impact.

## VII. REQUIRED SUBMITTALS

Responses shall include:

- **Letter of Interest;**
- **Firm qualifications and relevant project experience**, including at least one example of a comparable HUD-funded development;
- **Description of financing capacity and past HUD closings;**
- **Sample development pro forma** for a mixed-income, mixed-finance project;

- **Narrative addressing how the firm would strengthen a previously unsuccessful HUD application**, explicitly referencing the City's prior site-visit application and proposed strategies to improve capacity, feasibility, and leverage. **This narrative must include at least one specific, new housing concept or innovative approach** that enhances the prior housing plan;
- **Resumes of key personnel** to be assigned to the project, with a clear statement of their **availability and commitment level** for the application preparation phase (January–March 2026);
- **Evidence of bonding capacity and financial stability.**

## **VIII. PROCUREMENT AND GENERAL CONDITIONS**

This RFQ is issued in accordance with applicable federal, state, and local procurement requirements, including 2 CFR Part 200 and 24 CFR 905.604(h), which permits selection of the Housing Implementation Entity through a qualifications-based process.

FMHA and the City reserve the right to:

- Reject any or all responses;
- Negotiate terms with selected respondents;
- Modify this solicitation as deemed in their best interest;
- Request additional information or presentations from short-listed firms.

**All submissions must be received no later than January 19, 2026, at 5:00 PM Eastern Time.**

**Submit electronic proposals to:**

Dawn Weeks, Executive Director, [dweeks@fmhanc.org](mailto:dweeks@fmhanc.org)

**Questions regarding this RFQ may be submitted to:**

Dawn Weeks, [dweeks@fmhanc.org](mailto:dweeks@fmhanc.org)

**Deadline for questions:** January 9, 2026, 5:00 PM Eastern Time

## **IX. ATTACHMENTS PROVIDED TO RESPONDENTS**

Upon request, the City will provide:

- Preliminary architectural renderings and site plans;
- HUD feedback summary from the previous application;
- Draft sections of the renewed Transformation Plan;
- Relevant market studies and existing conditions reports;
- Information regarding the secured 84-unit PBV property within the CN boundary.