

1. What does the City want to see in terms of inclusion of an engineering lead? Should teams include engineering firms for all disciplines?

Each team must include a civil engineering or land planning firm that will serve as the lead engineer for the project. Teams may include other additional engineering firms, but the City does not expect that teams will have identified more specialized disciplines at this time.

2. Does the City anticipate needing a traffic study for the site?

No, the City does not anticipate needing a traffic study for the site.

3. Is the City expecting proposals to follow strict adherence to existing zoning code? What level of flexibility is there with regards to zoning?

Respondents should demonstrate their understanding of the City's zoning code. If the proposed development program doesn't conform with current zoning, the City and respondent will work collectively to develop creative solutions while meeting the intent and objective(s) of the code.

4. What is the importance of providing a pro forma that includes a 10-year cash flow? Is the City concerned about the project's profitability, or does the City want to see that the respondent has thought through the long-term implications of the project?

The City is interested in both these dimensions of the pro forma. The City is very committed to the long-term success of the development project. In asking for a pro forma that includes a 10-year cash flow, the City wants to make sure the development program being proposed is financially feasible, and that the respondent's underlying assumptions are realistic. Further, the inputs into the cash flow inform the respondent's financial offer to purchase the property, which is an important part of the City's evaluation process. Obtaining this cash flow from each respondent better enables the City to compare financial offers on an apples-to-apples basis.

5. Does the City anticipate selecting a team or a scenario?

The City will select its preferred Scenario A and its preferred Scenario B, which may come from different teams. From these two preferred scenarios, the City will advance one recommended scenario to Council. Council will ultimately approve the preferred scenario and the preferred development entity with whom to commence negotiations.

6. Does the commercial component of the site program need to include just office? Or can this encompass commercial uses other than office?

The City is interested in having development on site generate significant employment opportunities for Durham residents. The desire for a significant office space component reflects the City's preference for uses that create employment opportunities. If respondents wish to include uses other than office that create employment opportunities, the City will take this into consideration. The intent of specifying that the mixed-use program must include office is to clarify that mixed-use in this instance does not mean residential over ground-floor retail space, and to emphasize the City's desire to see employment generation on site.

7. Can the City provide any greater clarification about their scoring matrix for the affordable housing units, particularly any more information they can share about scoring the 50-80 units of MF at 60% AMI, and how they plan to score units at higher or lower % AMI?

The City will be evaluating development scenarios in relation to one another, and scoring responses on a curve. There is no specific weight assigned to units included at levels of affordability other than 60% AMI. As stated in the RFP, in order to receive the maximum 35 points for provision of on-site affordable housing units in Scenario A, respondents must provide 80 units affordable at 60% AMI, and these units must be: (1) well-integrated with the overall development program, and (2) of similar quality as market-rate units. For development scenarios that provide between 50 and 79 units affordable at 60% AMI, respondents can receive points for also providing units at differing levels of affordability below 100% AMI (e.g. 30% AMI, 80% AMI), but these scenarios will not be eligible for the maximum 35 points.