

# Woodbridge Neighborhood Development and Cinnaire Solutions Phase I RFP Q&A

4.16.21

## General RFP Questions

1. **What is the relationship/engagement of Cinnaire Solutions with the selected development team?**  
It is broad for now; it depends on the capacity of the development team and what gaps may exist that Cinnaire Solutions may be able to help support.
2. **Does the development team need to be complete by submission deadline?**  
No, although the developer and the architect are the biggest piece and are highly encouraged to be in place prior to submission.
3. **If the developer does not have a contractor in mind, can we still submit?**  
Not a problem, we are open to that. We just need to understand what the intent is.
4. **What other things does WND and CS need to see?**  
Regarding community engagement: We do not need to see a selected consultant, but strategy around future community engagement knowing the heavy lift that has already taken place.
5. **Can there be a hybrid approach of market rate and affordable housing developers?**  
It should reflect what's in the community and an extension of that (i.e, what's missing in housing typologies). No preference on who the development team is (for profit, nonprofit) as long as it meets the requirements. There's language in the RFP regarding equitable development that we will be looking for.
6. **Is there a preference for one developer to take on two parcels?**  
No preference.
7. **Would one developer be able to win both RFPs, or would this be unlikely?**  
Yes one developer may be able to win both RFPs.
8. **Is the community interested in 50% affordable units?**  
It is in the realm of possibilities.
9. **Do we need to submit a completed capital stack?**  
Not necessarily; the team will be looking at the reasonableness of any gaps in the capital stack and the feasibility of the funding sources.
10. **How closely should the proposed design match the conceptual renderings depicted in the RFP? Whatever is proposed by the development team should keep the spirit of the scale and massings in the RFP. Assuming the overarching objectives are met, is the jury open to a site plan that differs by offering smaller buildings and a broader range of typologies?** Yes but not too far. Again, the development team should keep the spirit of the scale and massings in the RFP.
11. **Is the shared street envisioned as pedestrian and bicyclist only or open to vehicular circulation? It is envisioned as being open to pedestrians, cyclists and vehicular circulation. Can the shared street be utilized to service the parking needs of Block C3?**  
Yes
12. **Is there a specific programmatic intent for the open space? Such as a garden, public park, playground, sports field etc.**  
No specific programmatic intent for the open space.
13. **Can architecture firms or other consultants interested in the project but not part of a current development team be included in a list of potential firms?**  
Yes, interested firms will be placed on a bidder's list.
14. **If we present a "for sale" product, do you also want a pro-forma for this as well?**  
Yes
15. **What is the sequence of the additional RFPs and phases to be finished and when?**

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The sequence of the additional RFPs and phases are to be determined; however, we anticipate issuing similar RFPs annually for the next two/three years.

**16. Has there been any talk with the city about establishing an NEZ district for the entire area encompassing all the current and future phases?**

No conversation has taken place with the city regarding an NEZ district.

**17. Will there be any subsidies offered to the selected developer for either development. If yes, can you please share the details?**

No subsidies are offered by the team to the selected developer for either development.

**18. In your Affordability Paragraph it is not clear if you want these units to be for rent or could this be a for sale product?**

Block B South (townhomes) could be for rent or sale

Block C3 (multifamily w/corner retail) could be for rent or sale

**19. If this can be a for sale product, what is the mixed of affordability that you will like to see?**

It is up to the development team to propose the mix of affordability and which affordable living factors will be included in their proposed development (see page 4 of the RFP)

**20. Is there a minimum requirement for the % of private equity that the deal needs to have?**

Development team needs to present a reasonable working proforma

**21. Will the developer be responsible for any traffic impact modifications? (new infrastructure, roads, traffic signals, etc.)**

We don't anticipate there will be any.

**22. Are the sites in a "new market tax credit" zone?**

Yes

**23. Is a parking deck required? If so, will there be any shared funding?**

No, all parking for these two developments should be handled on their individual site or other creative solution. If a developer has interest in advancing the parking deck development phase as part of their current response they are encouraged to do so.

**24. Are there any known environmental issues with either site that will require remediation?**

Developers will have the opportunity to perform their own due diligence in this regard for any site they are awarded. Existing environmental due diligence reports may be made available post award.

**25. Are there existing DWSD utilities in the area that serve the sites? And if so, what are the conditions of these utilities?**

Yes there is water, sewer and gas on Rosa Parks which is currently operational. There is gas and water on Canfield which is currently operational.

## BLOCK C3 – Multi-family with Corner Retail

**1. Is there a specific square footage for the corner retail?**

There is no specific square footage. The 3d images provided were to serve as guiding starting points, but teams submitting can use creative license in determining square footage as long as it meets other RFP requirements and objectives.

**2. Can block C be developed as a mix of residential for sale and for rent?**

Yes

**3. Can the corner retail piece be included inside the multifamily development?**

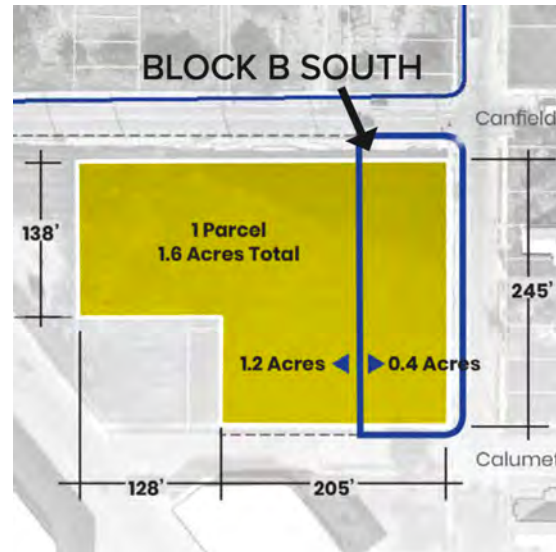
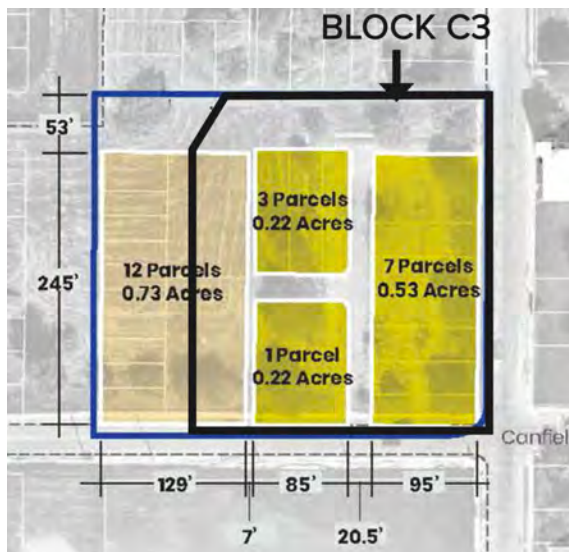
The retail piece can be inside the multi-family building, as long as the development team meets the rest of the requirements of the RFP.

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4. What are the exact boundaries of the site? Does it include the parcels in tan, or only the parcels in yellow, below? Is there flexibility in the precise site boundaries?

Yes it does include the parcels in tan, but only within the black outline. C3 has a total of approximately 66,653 square feet measuring roughly 245' x 272'. B1 South has a total of approximately 18,130 square feet measuring roughly 74' x 245'



5. Should all parking requirements for Block C3 be met on-site?  
Yes or creative off-site solutions. If a developer has interest in advancing the parking deck development phase as part of their current response they are encouraged to do so.
6. Are proposed parking structures in future phases to hold a percentage of Block C3's parking needs?  
The parking deck construction date is TBD, so minimum parking needs should be accounted for in this current phase.

## Block B South – Townhomes

1. Did the RFP envision block B developed as a for sale product? If so, are there any guidelines for what would be considered an “affordable” for sale product?  
Yes it can be a for sale product. Examples of factors impacting affordable living are described on page 4 of the RFP. It is up to the development team to propose the mix of affordability and which factors will be included in their proposed development.
2. We see that the lot for the proposed development is a site that needs to include the parking structure and our development: what is the maximum depth we can take for our development?  
For Block B South (Townhomes), the depth is approximately 74'. Adjacent parking structure is not part of the development.
3. Will the service drive between our development and the parking structure be part of our development or the parking structure development costs?  
The service drive will be part of the development Block B South.
4. We see a proposed Parcel Purchased Price to be 150k is this negotiable?  
The purchase price is already below market to encourage the best possible projects, as such we expect sales price to be near what we offered.