



Request for Qualifications for Development Services

RFQ No. 2026-01

Addendum No. 01

September 17th, 2026

The Agency's attention is hereby directed to the following changes and/or clarifications to the above-mentioned project, and to address the following questions received during the pre-bid conference and via email.

Acknowledge receipt of this addendum in bidder's proposal. Failure to do so may subject the bidder to disqualification.

ADDITIONS, MODIFICATIONS, AND DELETIONS TO THE RFQ

The following additions, modifications, corrections, clarifications, and deletions are hereby incorporated into the Request for Qualifications (RFQ). All other terms, conditions, and requirements of the RFQ remain unchanged.

Item No. 1 is issued to extend the proposal submission deadline for the above-referenced Request for Qualifications. The proposal submission deadline is hereby extended until October 5, 2026 at 4:00pm CDT. Accordingly, the anticipated interview schedule has also been revised. Potential interviews with selected respondents will now be conducted on October 19 through October 21, 2026.

All proposals must be received by the Housing Authority no later than the revised deadline stated above. Proposals received after the revised deadline may be considered non-responsive and may not be accepted, in accordance with the RFQ requirements and applicable procurement policies.

Item No. 2 – Section B. RECEIPT OF RESPONSES

Original Language:

"Facsimile and e-mail responses will not be accepted."

Revised Language:

"Facsimile and e-mail responses will be accepted."

Item No. 3 – Section E. FHA BACKGROUND AND NEW CONSTRUCTION GOALS

FAYETTEVILLE HOUSING AUTHORITY

Original Language:

"One of the Board of Commissioners is a resident of the Housing Authority."

Revised Information:

Fayetteville Housing Authority no longer has a member of the Board of Commissioners who is a resident of the Housing Authority.

Item No. 4 – Section E. FHA BACKGROUND AND NEW CONSTRUCTION GOALS

FAYETTEVILLE HOUSING AUTHORITY

Original Language:

"FHA consists of 200 Public Housing units on three separate sites, ..."

Corrected Language:

"FHA consists of 196 Public Housing units on three separate sites, ..."

Item No. 5 – Section E. FHA BACKGROUND AND NEW CONSTRUCTION GOALS

FAYETTEVILLE HOUSING AUTHORITY

Original Language:

"FHA also administers approximately 695 Housing Choice Vouchers."

Corrected Language:

"FHA also administers approximately 833 Housing Choice Vouchers."

Item No. 6 – Section E. FHA BACKGROUND AND NEW CONSTRUCTION GOALS

SITES FOR DEVELOPMENT – Lewis Plaza

Original Language:

"Lewis Plaza is a well-established 40-unit community of townhouses and duplexes, ..."

Corrected Language:

"Lewis Plaza is a well-established 38-unit community of townhouses and duplexes, ..."

Item No. 7 – Section E. FHA BACKGROUND AND NEW CONSTRUCTION GOALS

SITES FOR DEVELOPMENT – Willow Heights

Original Language:

"Willow Heights is a 40-unit townhouse community, ..."

Corrected Language:

"Willow Heights is a 38-unit townhouse community, ..."

Item No. 8 – Section E. FHA BACKGROUND AND NEW CONSTRUCTION GOALS

SITES FOR DEVELOPMENT – Willow Heights

Original Language:

"Built in 1975 and situated just 1,500 feet (a six-minute walk) from Fayetteville's historic downtown square, ..."

Corrected Language:

"Built in 1971 and situated just 1,500 feet (a six-minute walk) from Fayetteville's historic downtown square, ..."

Item No. 9 – Section E. FHA BACKGROUND AND NEW CONSTRUCTION GOALS

SITES FOR DEVELOPMENT – Morgan Manor

Original Language:

"Formerly operated as public housing, Morgan Manor was successfully converted to Project-Based Rental Assistance through the Rental Assistance Demonstration (RAD) program, ..."

Revised Language:

"Formerly operated as public housing, Morgan Manor was successfully converted to Project-Based Rental Assistance in 2016 through the Rental Assistance Demonstration (RAD) program, ..."

QUESTIONS AND ANSWERS

Question No. 1

Can you provide the following for the 4 projects listed in the RFQ?

- Capital Needs Assessment
- Survey
- Recent appraisal
- Rent rolls

Answer: The requested documents and information will be made available to the selected Developer Partner(s) during the due diligence process, as applicable.

Question No. 2

Is Dropbox an acceptable platform for our packet submission?

Answer: Yes. FHA will accept submissions via email containing a Dropbox link or another secure file-sharing platform. Prior to sending the file-sharing link, please notify Griselda Jaimes at griselda@fayettevilleha.org so we can anticipate your submission and confirm receipt.

Question No. 3

Will interviews be in person or zoom?

Answer: FHA intends to offer both in-person and virtual interview options.

Question No. 4

Is there a particular architect or GC that needs to be involved in the project/s?

Answer: At this time FHA has not designated a specific architect or general contractor for these projects. Any such determinations will be made with our Developer Partner(s).

Question No. 5

Floodplain and Environmental Conditions

The RFQ states that the Redevelopment Plan may need to consider mitigation of a flood zone designation. Please identify which Site(s), if any, are affected by a FEMA-designated floodplain or floodway. Will FHA make available any existing floodplain studies, environmental reports, surveys, mapping, or related documentation for the affected Site(s)?

Answer: FHA is not currently aware of any FEMA floodplain studies specific to the sites. Any available environmental or floodplain information will be provided to the selected Developer Partner(s), as applicable.

Question No. 6

Existing Due Diligence and Capital Needs Assessments

The RFQ references a recently completed Capital Needs Assessment for select properties. Will FHA make the Capital Needs Assessment(s), as well as any existing Phase I ESAs, surveys, geotechnical reports, utility or drainage studies, appraisals, market studies, or other available due-diligence materials, available to the selected Developer Partner(s)?

Answer: Yes. Available due diligence materials will be provided to the selected Developer Partner(s).

Question No. 7**HUD Repositioning Strategy**

Has FHA identified a preferred HUD repositioning strategy for Hillcrest Towers, Lewis Plaza, and Willow Heights, such as RAD, Section 18, a RAD/Section 18 blend, or another approach? Alternatively, does FHA expect the selected Developer Partner(s) to evaluate and recommend the preferred repositioning strategy for each Site?

Answer: No. FHA has not identified a preferred repositioning strategy at this time. FHA anticipates working collaboratively with the selected Developer Partner(s) to evaluate and recommend the most appropriate strategy for each site.

Question No. 8**Morgan Manor Expansion**

Has FHA completed any preliminary feasibility, site planning, zoning, density, utility-capacity, or environmental analysis related to development of the vacant land at Morgan Manor? Does FHA have a preliminary expectation regarding the number, type, or affordability mix of additional units it would like to develop at the Site?

Answer: No. FHA has not completed preliminary feasibility, zoning, density, utility-capacity, or environmental analyses for the proposed expansion area.

Question No. 9**Development Priorities and Sequencing**

Does FHA currently have a priority among Hillcrest Towers, Lewis Plaza, Willow Heights, and Morgan Manor? If so, which Site(s) does FHA anticipate advancing first? If not, does FHA expect the selected Developer Partner(s) to recommend the sequencing and phasing of the overall Redevelopment Plan?

Answer: FHA has not established development priorities or sequencing at this time and anticipates evaluating these matters during the redevelopment planning process.

Question No. 10

Selection of Multiple Developer Partners and Site Assignments

If FHA selects multiple Developer Partners:

- a) Will selection under this RFQ result in an assignment of at least one development opportunity to each selected Developer Partner, or will the selected firms constitute a pool from which future assignments may be made?
- b) When does FHA anticipate making individual Site assignments?
- c) Does FHA anticipate assigning individual Sites directly to selected Developer Partners, or could multiple selected Developer Partners be asked to submit additional proposals or otherwise compete for individual Site assignments?

Answer:

- a) FHA has not made this determination at this time.
 - b) Site assignment decisions will be made at a later date as the redevelopment process advances.
 - c) FHA reserves the right to assign directly or participate in further due diligence on select site assignments.
-

Question No. 11

Developer Fee and FHA Economic Participation

The RFQ states that FHA anticipates participating in developer fee, cash flow, and potentially incentive management fees. Does FHA have an established policy, target developer-fee split, or preferred economic structure for its participation, or does FHA anticipate negotiating these terms on a transaction-by-transaction basis?

Answer: These matters are anticipated to be negotiated on a project-by-project basis.

Question No. 12

Predevelopment and Other Funding Resources

Does FHA anticipate contributing any available funds toward predevelopment costs?

Additionally, does FHA currently have, or anticipate having, committed or potential resources available to support the redevelopment efforts, including local government or philanthropic funds, HOME, CDBG, Public Housing Capital Funds, operating reserves, project-based vouchers, replacement housing factor funds, HUD Choice Neighborhoods funding, or other gap financing?

Answer: FHA intends to explore all available funding/grant sources from local, state, and federal levels. Predevelopment costs will be negotiated on a project-by- project basis.

Question No. 13

Replacement Housing and Transfer of Assistance

Is FHA open to relocating or transferring existing rental assistance among the current Sites or to newly acquired Sites as part of the overall Redevelopment Plan?

Answer: FHA is open to potentially exploring these possibilities on a project-by-project basis.

Question No. 14

City of Fayetteville Coordination and Affordable Housing Study

Has FHA had preliminary discussions with the City of Fayetteville regarding increased density, rezoning, redevelopment, or mixed-income/mixed-use concepts at any of the four Sites? If so, can FHA provide any preliminary feedback received from the City?

Additionally, the RFQ references an affordable housing study jointly commissioned by FHA and the City. What is the anticipated completion date of the study, and will the study or any preliminary findings be made available to the selected Developer Partner(s) to inform the Redevelopment Plan?

Answer: FHA has held preliminary discussions with the City of Fayetteville. However, there is no information available for release at this time. Information regarding the housing study will be shared as appropriate and when available.

Question No. 15

FHA Ownership and Control

What forms or structures of ownership and control does FHA anticipate retaining in each redevelopment transaction, either directly or through an FHA affiliate?

Answer: FHA or its affiliate intend to be part of the ownership structure.

Question No. 16

Property Management

Does FHA have a preferred initial property-management structure for the redeveloped properties, including the anticipated division of responsibilities among FHA and/or its affiliate, the Developer Partner, and the property-management team?

Answer: Yes, FHA has a preferred property-management structure for the redevelopment properties.

Question No. 17

Utility Allowances

For properties that currently have tenant utility allowances, what is FHA's anticipated approach following redevelopment? Does FHA currently anticipate maintaining a similar utility structure, transitioning additional utilities to tenant-paid utilities, or evaluating the appropriate structure on a Site-by-Site basis as part of the Redevelopment Plan?

Answer: Utility allowance structures will be evaluated on a site-by-site basis as part of the redevelopment planning process.

Question No. 18

Section 3

Please clarify whether the Section 3 Participation Election Form is to be completed solely by the Respondent at the RFQ stage. Will individual subcontractors and consultants be required to make separate Section 3 elections or commitments following award?

Answer: Yes, subcontractors will be subject to the same Section 3 requirements.

Question No. 19

Evaluation Committee

The RFQ states that the Evaluation Committee will consist of FHA staff and consultant(s). Please identify the consulting firm(s), if any, anticipated to participate on the Evaluation Committee.

Answer: Natural State Housing Group is anticipated to participate as the development consultant on the Evaluation Committee.

Question No. 20

Pre-Proposal Conference Recording

Was the September 1, 2026 pre-proposal conference recorded? If so, will the recording be made available to prospective Respondents or posted on FHA's website?

Answer: Yes. The pre-proposal conference was recorded and may be provided upon request.

Question No. 21

Addenda

Please identify the webpage or location on FHA's website where addenda and responses to Respondent questions will be posted.

Answer: All addenda and responses to questions will be posted on the FHA website, fayettevilleha.org/bids and distributed via email.

Question No. 22**Submission Method**

Section B, "Receipt of Responses," states that qualifications may be submitted electronically by email; however, the same section subsequently states that email responses will not be accepted. Please confirm the acceptable method(s) for submission of the Statement of Qualifications.

Answer: This discrepancy has been corrected by Addendum No. 02. Electronic submissions by email are acceptable. FHA will also accept Dropbox links and similar electronic file-sharing methods submitted via email.

Prior to submitting a file-sharing link, please notify Griselda Jaimes at griselda@fayettevilleha.org so that FHA can anticipate your submission and confirm receipt.

Question No. 23

What are FHA's expectations of a development partner? In terms of predevelopment funding, management operations, asset management responsibilities, and other partnership roles and accountabilities.

Answer: FHA anticipates working collaboratively with the selected Development Partner to establish the specific roles, responsibilities, expectations, and accountabilities associated with each development opportunity. Responsibilities related to predevelopment funding, management operations, asset management, and other partnership activities will be further discussed and determined as the redevelopment planning process moves forward.

Question No. 24

What are FHA's expectations of developer fee and cash flow splits from a project?

Answer: These matters are anticipated to be negotiated on a project-by-project basis.

Question No. 25

Is FHA looking for a long-term co-developer/owner, or looking to exit the developer partner at completion?

Answer: FHA has not yet made a determination regarding the long-term ownership and partnership structure. This will be subject to further discussion and may vary depending on the specific project and development opportunity.

Question No. 26

What funding resources does FHA have access to that would support these redevelopment projects?

- a) Vouchers
- b) Tax abatement
- c) Grant sources
- d) Loan sources
- e) Etc.

Answer: FHA intends to explore all available funding/grant sources from local, state, and federal levels.

Question No. 27

Has FHA recently commissioned or completed any topographical surveys, Phase I/II Environmental Site Assessments, or geotechnical studies for the Sites—particularly for the vacant land designated for new units at Morgan Manor—and will those reports be made available to the selected Developer Partner during the pre-development phase?

Answer: FHA has not recently commissioned or completed any topographical surveys. Any available reports and documentation relevant to the redevelopment Sites will be made available to the selected Developer Partner as the pre-development process moves forward, as applicable.

Question No. 28

Has FHA had any preliminary discussions with the City of Fayetteville's planning department regarding rezoning, variances, or density bonuses for the Sites (specifically Lewis Plaza, Willow Heights, and Morgan Manor), or will the Developer Partner be entirely responsible for initiating and navigating those entitlement conversations?

Answer: Yes. FHA has had preliminary conversations with the City of Fayetteville regarding the redevelopment Sites. However, additional discussions and coordination will be necessary as the redevelopment planning process moves forward.

Question No. 29

Does FHA have a specific green building certification target in mind (e.g., Enterprise Green Communities, LEED, or simply strictly meeting ADFA's Energy Star requirements), or is the Developer Partner free to propose the most appropriate and financially viable sustainability framework?

Answer: At this time, FHA has not established a specific green building certification requirement or sustainability framework. FHA is open to further discussion and welcomes recommendations from the selected Developer Partner regarding the most appropriate and financially viable approach for each project.

Question No. 30

Given FHA's goal of promoting safety and defensible space, is there existing crime or incident data for the Sites that the architectural team can review to ensure our Crime Prevention Through Environmental Design (CPTED) strategies are properly targeted to the current lived experiences of the residents?

Answer: FHA does not have existing crime or incident data available for release at this time. FHA is amendable to providing this information as part of the redevelopment process.

Question No. 31

Will the Developer Partner be expected to build the resident engagement framework from the ground up, or does FHA have active resident councils or tenant associations at Hillcrest Towers, Lewis Plaza, Willow Heights, and Morgan Manor that our community engagement leads can plug into immediately?

Answer: FHA currently has one semi-active resident council at Hillcrest Towers. At this time, FHA does not have active resident councils or tenant associations at the other identified Sites.

Development Program and Housing Requirements

Question No. 32

Is FHA seeking a specific number or mix of housing units, affordability levels, unit types, or other program requirements for each site, or is the Developer Partner expected to determine the appropriate development program based on its evaluation of the sites and market conditions?

Answer: FHA has not yet established a specific development program, including the number or mix of housing units, affordability levels, or unit types for each Site. FHA is open to further discussion and recommendations from the selected Developer Partner based on its evaluation of the Sites and market conditions.

Financing and FHA Financial Participation

Question No. 33

What level of financial participation, land contribution, grants, loans, project-based rental assistance, or other resources does FHA anticipate making available to support the redevelopment? Additionally, what financing sources does FHA expect the Developer Partner to secure?

Answer: At this time, FHA is open to working collaboratively with the selected Developer Partner to identify and secure appropriate financing for the redevelopment projects. FHA has land and voucher resources that may assist with project financing. Additional funding sources and financial participation will be evaluated as the redevelopment planning process moves forward.

Scope, Deliverables, and Performance Expectations

Question No. 34

What specific deliverables does FHA expect from the selected Developer Partner during the initial evaluation and redevelopment planning phase—for example, market studies, conceptual

site plans, development budgets, financing strategies, community engagement, schedules, and pro forma analyses—and what is the anticipated timeline for completing these activities?

Answer: FHA anticipates working collaboratively with the selected Developer Partner to establish appropriate deliverables, priorities, and timelines as the planning process moves forward.

Flood Zone Information

Question No. 35

Is there FHA information on the site that has experienced flooding?

Answer: Based on FHA's current information, the Site is not located within a FEMA-designated floodplain. However, Willow Heights and Lewis Plaza has experienced water accumulation associated with creek runoff and city stormwater. This information should be considered as part of the evaluation and redevelopment planning process.

This addendum **ONLY** changes or clarifies the above-mentioned items, this addendum does not change any other specifications, the scope of work, or requirements of the above-mentioned Request for Proposal.

END OF ADDENDUM

We do business in accordance with the Federal Fair Housing Law which states: It is illegal to discriminate against any person because of race, color, religion, sex, disability, familial status or national origin.