

November 13, 2023

Addendum 1
REQUEST FOR EXPRESSIONS OF INTEREST (RFEI)
Development of County-Owned Land for Attainable Housing
Approximately 4.86 acres of Former Ashburn North Park and Ride Lot

This Addendum includes all questions received by Loudoun County (the County) regarding the above referenced RFEI, and the formal responses from County Staff to those questions.

Due to requests from potential applicants the deadline for applicants to submit a response to the RFEI has been extended to December 15, 2023.

Question 1 – Does the County have a preference for units above 80% of Area Median Income (AMI)?

Answer 1 – Responsive submissions shall include housing that is fully-attainable, or mixed-income that includes attainable units. Attainable units are defined as units affordable to household earning at or below 100 percent of the AMI. No additional income-restriction preference is prioritized within the RFEI.

Question 2 – Is a retail or mixed-use component required?

Answer 2 – A retail or mixed-use component is not required but can be included as part of a responsive submission.

Question 3 – Will project based section 8 vouchers be made available for this project?

Answer 3 – The RFEI provides no monetary award or other form of consideration to respondents. Project-based Vouchers from the County may be made available as part of a separate solicitation that is released in the future for this property, but that has not been determined at this time. The County does award project-based vouchers for affordable housing developments and could conceivably award those to a future developer who is selected to develop this property. Respondents are welcome to include project-based vouchers to help fund the development of this property in their response to the RFEI, at their discretion.

Question 4 – Will any waivers of proffers or impact fees be considered for this project?

Answer 3 – The RFEI provides no monetary award or other form of consideration to respondents. Waivers of proffers or impact fees by the County may be made available as part of a separate solicitation that is released in the future for this property, but that has not been determined at this time.

Question 5 – Per the RFEI, this is a Request for Expressions of Interest (RFEI) only and no award will result from this RFEI. What would be the plan and timing to award this site to a development team? Is there a possibility that this project will not move forward?

Answer 5 – Any potential future solicitations released by the County for this property would happen after the conclusion of this RFEI. Currently, the County does not have a firm timeline for the release of any subsequent solicitations for the property but aims to increase the supply of attainable housing in accordance with the Unmet Housing Needs Strategic Plan.

Question 6 – Can the County provide a virtual pre-submission conference to discuss additional questions and answers that teams may have after November 14th responses are posted?

Answer 6 – The County does not plan to host a virtual pre-submission meeting for this solicitation at this time.

Question 7 – Responses to questions will be posted November 14th and the RFP is due November 27th, right after Thanksgiving. This is not enough time to design, put together the Program Design and Financial sections which requires a base level of design work and feedback from our general construction contractor. Will you extend the deadline?

Answer 7 – The deadline for the RFEI has been extended to 4:00 PM EST, December 15, 2023.

Question 8 – In section 4 of the component of the RFEI, could you please provide additional clarity on what is being requested in item D related to the real estate contract or competitive procurement process with the County?

Answer 8 – Section 4.D. of the RFEI is asking respondents to describe their willingness to enter into a real estate agreement or competitive procurement process. If the County decides to release a subsequent solicitation or solicitations to identify and select a development partner to develop this property, ~~we are~~ the County is seeking feedback from respondents to this RFEI as to their willingness to respond to those future solicitation/s, and enter into real estate contracts or agreements that may result from them.

Question 9 – Is a 100% Residential proposal equally acceptable versus a mixed-use proposal?

Answer 9 – This is a non-competitive solicitation that will not result in any award of monetary or other consideration. The RFEI is meant to solicit feedback from respondents on potential development ideas for the property to assist the County to increase attainable housing units. This information is anticipated to be used to inform future solicitations to identify and select a development partner for the property. The RFEI welcomes responses that can include 100 percent residential or mixed-use development, to be determined at the discretion of the respondent.

Question 10 – Does the County expect the project to include Low-Income Housing Tax Credit (LIHTC) funding?

Answer 10 – The County does not have specific expectations regarding funding sources for any proposed development on the property ~~at this time~~. However, the RFEI does request respondents to identify funding sources to support their proposed development program. LIHTCs is certainly one conceivable funding source for funding the development of any attainable housing proposed to be developed on this property.

Question 11 – Is the County opposed to going as high as 120% of area median income?

Answer 11 – The RFEI seeks respondents to provide “creative and viable solutions for addressing the lack of housing options for households earning up to 100 percent of the AMI”. While the RFEI does not prioritize units above 100 percent of AMI, they could be included as part of a proposed mixed-income development.