

**REQUEST FOR QUALIFICATIONS  
FINANCIAL AND DEVELOPMENT ADVISORY SERVICES  
Questions Received  
RFQ No. 01-2025  
Addendum published: June 6, 2025**

1. Can the proposal response date be extended until June 23rd?  
**No.**
2. Can PHA provide an estimate of the anticipated number of Task Orders to be issued annually, and any specific high-priority projects already planned for 2025–2026?  
**No.**
3. What is the intended duration of the resulting contract(s)? Will there be renewal or extension options beyond 2026?  
**Negotiable up to a 5-year contract. No renewal or extension.**
4. Will specialty firms (e.g., LIHTC-only) be considered for partial awards?  
**Unable to answer.**
5. Will electronic submission via email or portal be accepted, or are hard copies required? If electronic, are there specific file format or naming conventions?  
**As per the RFQ, only submission via email will be accepted. No specific file format or naming conventions.**
6. Are joint ventures or teams with subconsultants allowed? If yes, how should roles and responsibilities be disclosed and how will scoring be handled across team members?  
**Unable to answer.**
7. Has PHA already completed any physical needs assessments (PNA) or 20-year capital replacement analyses on its current portfolio? Will that data be available to the selected consultant?  
**Yes, to both.**
8. For projects involving renovation or redevelopment of occupied units, does PHA already have relocation policies in place, or would the selected consultant develop them?  
**Yes, we have relocation plans that can be used.**
9. Does PHA already have development partners in place for anticipated LIHTC or HUD-financed projects, or will the selected firm be expected to assist in partner procurement?  
**None, currently.**
10. Will each Task Order likely include end-to-end services (from feasibility to preconstruction), or is PHA anticipating a segmented service model (e.g., financial modeling only)?  
**Negotiable.**
11. Will the selected consultant be authorized to issue RFPs/RFQs for services like environmental studies, appraisals, or architectural services, or will this be done directly by PHA?  
**Possibly.**

12. The RFQ notes hourly rates must be valid through 2026. Will there be any opportunity for rate review or adjustment if contract extensions go beyond 2026?  
**Negotiable.**
13. Among the listed funding sources (LIHTC, HUD 202, USDA-RD, HOME, CDBG, bonds, etc.), are there any that PHA considers especially high-priority for its 2025–2026 pipeline?  
**None, currently.**
14. Will the selected consultant be expected to coordinate directly with bond counsel and underwriters, or will PHA facilitate those relationships?  
**Possibly.**
15. How many LIHTC projects in PHA’s portfolio are expected to reach Year 15 within the contract period? Has PHA already conducted preliminary evaluations of these assets?  
**One. No.**
16. Does PHA have specific homeownership frameworks (e.g., shared equity, lease-to-own) in mind, or is the consultant expected to explore and recommend models from scratch?  
**Yes, to both.**
17. Are appendices such as resumes, references, or project examples included in the 15-page limit, or are they considered attachments not counted toward the total?  
**As per the RFQ, cover letter and required attachments are not included. All appendices will be included in the page limit.**
18. Should proposers include blended hourly rates for categories of staff (e.g., senior, mid-level, admin) or individual rates for each named team member?  
**As per the RFQ, include a fee proposal and schedule that identifies the reasonable hourly fee for real estate financial advisory services for all staff that might be required for work under the contract resulting from the RFQ. Indicate any other potential fee structure that your firm might be willing to propose. Either by staff member or staff role is reasonable.**
19. Will the consultant have a single PHA project manager as the main point of contact, or will coordination be required across multiple departments or staff?  
**Most likely, a single main point of contact, but that could vary based on the Task Order.**
20. Will the consultant be given access to internal systems (e.g., asset management data, tenant information, financials), and if so, what security or confidentiality requirements apply?  
**No.**