GREER HOUSING AUTHORITY

REQUEST FOR QUALIFICATIONS

DEVELOPMENT PARTNER – FOUR PUBLIC HOUSING PROPERTIES

Greer Housing Authority
103 School Street
Greer, South Carolina 29651

RFQ No.: 2026-04
Issue Date: 10/23/2026
Pre-Bid Conference Date: 11/16/2026
Questions Due: 11/23/2026
Proposal Due Date: 11/30/2026

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1. PURPOSE OF SOLICITATION

The Greer Housing Authority ("GHA") is soliciting competitive proposals from qualified affordable housing developers and development teams to provide development services for the potential repositioning, rehabilitation, redevelopment, new construction, financing, and preservation of four GHA public housing properties.

This solicitation will be conducted using the RFQ (Request For Qualifications) Method. Selection will be based upon the proposal determined to provide the best overall value to GHA, considering qualifications, experience, technical approach, financial capacity, proposed development strategy, past performance, and proposed fees/costs.

This procurement is not a low-bid procurement, and award will not necessarily be made to the proposer offering the lowest developer fee.

To the greatest extent possible, it is the intent of GHA to remain as property management post-closing.

GHA will select one development partner for all four properties. Therefore, proposers may only submit proposals for all four properties. All proposals must be compliant with HUD Section 3 requirements.

All 4 properties have already received a CHAP.

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2. DEVELOPMENT OBJECTIVES

GHA is interested in evaluating a range of potential repositioning and financing strategies. GHA has not predetermined that one development approach will be appropriate for all four properties.

Potential strategies may include, but are not limited to:

- RAD conversion;
- RAD/Section 18 Blend;
- Debt-only financing;
- Section 18 demolition/disposition;
- Rehabilitation;
- Substantial rehabilitation;
- Demolition and new construction allowable under RAD;
- Opportunity Zone investment or financing;
- Mixed-finance development;
- Public-private partnerships;
- Other HUD-approved repositioning strategies; and
- Other innovative financing or development structures proposed by respondents.

GHA seeks a development partner capable of evaluating each property independently and documenting potential outcomes of various strategies. The developers' recommendation should identify the long-term benefit to GHA and its residents, financial factors, timelines and risks in a format that may be made available to the GHA Board of Commissioners.

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3. PROPERTIES

Property 1 – Northgate Manor
Location: 220 Biblebrook Drive, Greer, South Carolina
County: Spartanburg County
Site Size: Approximately 5.56 acres
Total Units: 46
Buildings: Five (5) two-story buildings and two (2) one-story buildings

Unit Mix:

- 14 three-bedroom units
- 20 two-bedroom units
- 12 one-bedroom units

Property 2 — Elderly Development – Victoria Arms

Location: 103 School Street, Greer, South Carolina.
County: Greenville County
Site Size: Approximately l.150 acres
Total Units: 74
Unit Type: 74 one-bedroom units
Buildings: One (l) three-story building
Population: Elderly-designated housing

The proposed strategy should give particular consideration to preservation of affordable senior housing, accessibility, aging in place, resident services, modernization, and minimizing disruption to elderly residents.

Property 3 – Kendrick Apartments

Location: 211 Austin Street, Greer, South Carolina
County: Spartanburg County
Site Size: Approximately 2.257 acres
Total Units: 24
Buildings: Eight (8) one-story buildings

Property 4 -- Drummond Village Apartments

Location: 801 South Main Street, Greer, South Carolina
County: Greenville County
Total Units: 42
Buildings: Fifteen (15) one-story buildings

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4. SCOPE OF SERVICES

The selected developer(s) may be required to provide or coordinate services including, but not limited to:

Development and Repositioning Analysis

- Evaluate each property independently
- Review existing physical conditions and capital needs
- Analyze rehabilitation versus redevelopment
- Evaluate RAD, Section 18, RAD/Section 18 Blend, and other HUD repositioning options
- Identify other known tools for repositioning public housing acceptable to HUD

- Identify potential sources of additional "soft" or concessionary funding required known to Developer
- Evaluate opportunities to preserve or increase affordable housing
- Identify potential opportunities for increased density where feasible

Financial Analysis and Structuring

- Develop preliminary sources and uses.
- Identify appropriate debt financing.
- Evaluate debt-only financing where feasible.
- Evaluate LIHTC or other equity structures where appropriate.
- Evaluate Opportunity Zone financing or investment opportunities where applicable.
- Identify state, federal, local, private, and philanthropic funding opportunities.
- Prepare financial feasibility and operating projections.
- Identify anticipated developer fees and other transaction costs.
- Prepare a solicitation for potential lenders, score proposals appropriately, make recommendations to GHA for ultimate selection of various lenders needed to complete approved transactions.

All final decision making will be in GHA's discretion with the input of the selected Development partner.

HUD Coordination

The selected developer shall be responsible for:

- Managing the RAD Resource process, including management of the RAD Resource desk through post-closing and final HUD approvals, including engagement with the assigned HUD RAD transaction staff;
- Preparing for and leading concept calls;
    - Preparing all required notices to HUD, residents, municipality coordination, conducting required resident meetings, arranging all applications associated with the HUD RAD, LIHTC, Lender or other entities necessary for the project success;
- Providing guidance to PHA when necessary to engage with HUD Special Applications Center;
- Environmental review coordination and requisite notices to GHA residents and other involved parties
- Preparing an RFP for a relocation consultant if such service is conducted by a third party
- Preparing relocation plans as needed in accordance with HUD uniform relocation guidelines, including updates to documentation associated with resident activity during RAD process
- Preparing:
    - Financing plans;
    - Development proposals;
    - HUD approvals and closing requirements; and

- Other repositioning requirements.

Design and Construction

As applicable to the approved development strategy:

- Coordinate architects, engineers, contractors, and consultants.
- Assist with conceptual site planning
- Develop preliminary construction budgets.
- Coordinate design development
- Provide construction oversight.
- Monitor schedules and budgets.
- Assist GHA with project closeout.
- NOTE- GHA has formerly engaged an architect who has completed substantial work on the properties. It is preferred that the selected Developer consider the benefits and financial impact of securing access to this data.

Resident Relocation and Engagement

The selected developer shall work closely with GHA to:

- Assure that no permanent displacement occurs as a result of development activity;
- Develop appropriate relocation strategies
- Address elderly and disabled resident needs associated with relocation or other development engagement
- Schedule and manage required resident meetings with GHA support;
- Coordinate required notices and consultations;
- Address elderly and disabled resident needs;
- Develop phased construction strategies where appropriate; and
- Comply with applicable HUD relocation requirements.

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5. PROPERTY-SPECIFIC DEVELOPMENT PROPOSAL

For each property included in its proposal, the respondent shall provide a separate development recommendation.

At a minimum, each property-specific recommendation should identify:

1. Recommended repositioning strategy;
2. Rationale for the recommended strategy;
3. Proposed ownership and partnership structure;
4. Preliminary financing approach;
5. Anticipated sources of funds;

6. Preliminary development budget or estimated development cost;
7. Estimated developer fee and share of Developer Fee applicant will share with Greer Housing Authority
8. Preliminary development schedule;
9. Rehabilitation versus demolition/new construction recommendation;
10. Proposed resident relocation strategy;
11. Anticipated HUD approvals;
12. Major risks or challenges;
13. Opportunities to leverage GHA assets;
14. Long-term financial and operational benefits to GHA; and
15. Alternatives the developer recommends GHA consider.

GHA is specifically interested in respondents who can demonstrate why a particular strategy is appropriate for an individual property rather than proposing a single approach for the entire portfolio.

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6. PROPOSAL REQUIREMENTS

Each proposal should contain the components outlined below and submitted by the proposal deadline. (1) one paper copy of the proposal should be delivered to the Greer Housing Authority and one electronic copy with (1) one flash drive should be delivered to the Greer Housing Authority office by the proposal deadline.

A. Executive Summary

Provide an overview of the development team, proposed partnership, properties being proposed, and overall development approach.

B. Developer Qualifications

Describe the firm's history, organizational structure, ownership, financial capacity, and affordable housing development experience. Describe experience in working with communities with similar demographics, housing stock, weather/climate conditions and other community attributes which closely mirror Greer. Describe experience and completed projects through the RAD program.

Describe previous experience working with the SC QAP

C. Key Personnel

Identify personnel who will be assigned to GHA and provide resumes describing their responsibilities and relevant experience.

D. HUD/RAD/Section 18 Experience

Provide examples of projects involving:

- RAD;
- RAD/Section 18 Blend;
- Section 18 demolition/disposition;
- Public housing redevelopment;
- HUD mixed-finance development; and
- Comparable HUD transactions.

E. Property-Specific Development Approach

Provide the separate analysis required under Section 5 for every property included in the proposal.

F. Financing Experience and Capacity

Describe experience securing and closing:

- FHA/HUD financing;
- Conventional debt;
- Tax-exempt or taxable financing;
- LIHTC equity;
- Opportunity Zone investment;
- State housing resources;
- Grants; and
- Other public/private financing.

G. Development Team

Identify proposed:

- Developer/co-developer;
- Architect;
- Engineer;
- Financial consultant;
- Legal counsel;
- General contractor or construction manager, if known;
- Property management partner, if applicable; and
- Other major consultants.

Identification of a team member in the proposal shall not constitute GHA's approval of that firm or relieve the selected developer from complying with applicable procurement requirements.

H. References and Past Performance

Provide at least three references for comparable affordable housing or public housing redevelopment projects.

I. Proposed Fees and Compensation

Provide a clear description of:

- Proposed developer fee with indicative split of Developer Fee to GHA;
- Development consulting fees;
- Predevelopment fees;
- Construction management fees, if any;
- Guarantees or guarantee fees;
- Property management fees, if applicable;
- Reimbursable expenses; and
- Other anticipated compensation.

All forms attached and/or required to be attached to the RFQ as throughout this request, including but not limited to: HUD Form 5369 B, HUD Form 5369 C, HUD Form 5370 C, HUD Form 50070, Certification Regarding Debarment, Suspension, Proposed Debarment, and Non-Collusion Affidavit.

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7. EVALUATION AND POINT SCORING

A GHA evaluation committee will evaluate responsive proposals using the following criteria:

Evaluation Factor	**Maximum Points**
Developer Experience and Qualifications	20
HUD RAD, Section 18 and Public Housing Repositioning Experience	20
Property-Specific Development Strategy and Technical Approach	20
Financial Capacity and Proposed Financing Approach	15
Development Team and Key Personnel	10
Affirmative Section 3 Compliance	5

Past Performance and References	5
Developer Fee, Compensation and Other Proposed Costs	10

TOTAL: 105

1. Developer Experience and Qualifications — 20 Points

Evaluation may consider:

- Affordable housing development experience;
- Multifamily rehabilitation and new construction;
- Experience working with public housing authorities;
- Experience with developments of similar size and complexity;
- Organizational capacity; and
- Successful completion of comparable developments.

2. HUD RAD, Section 18 and Public Housing Repositioning Experience — 20 Points

Evaluation may consider demonstrated experience with:

- RAD conversions;
- RAD/Section 18 Blend transactions;
- Section 18 demolition/disposition;
- HUD approvals;
- Public housing repositioning;
- Mixed-finance development; and
- Successful HUD closings.

3. Property-Specific Development Strategy and Technical Approach — 20 Points

Evaluation will consider:

- Quality and feasibility of the proposed strategy;
- Understanding of each GHA property;
- Creativity and innovation;
- Rehabilitation versus redevelopment analysis;
- Resident relocation approach;
- Preservation of affordable housing;
- Long-term benefits to GHA; and
- Ability to implement the proposed strategy.

GHA may score this factor separately for each property for which the respondent seeks consideration.

4. Financial Capacity and Proposed Financing Approach — 15 Points

Evaluation may include:

- Developer financial capacity;
- Access to predevelopment capital;
- Ability to provide or obtain required guarantees;
- Experience securing debt and equity;
- Strength and feasibility of proposed financing;
- Ability to leverage GHA assets; and
- Experience with innovative financing sources.

5. Development Team and Key Personnel — 10 Points

Evaluation may consider:

- Experience of assigned personnel;
- Availability and capacity;
- Experience working together;
- Relevant HUD expertise; and
- Ability to successfully manage the proposed development.

6. Compliance with Section 3 — 5 Points

GHA may evaluate:

- Compliance in Section 3 in accordance with HUD requirements for hiring Section 3 residents and/or local disadvantaged individuals and businesses;

7. Past Performance and References — 5 Points

GHA may evaluate:

- Quality of completed developments;
- Ability to remain within budget;
- Ability to meet schedules;
- HUD/PHA experience;
- Responsiveness;
- Claims or litigation history; and
- References.

8. Developer Fee, Compensation and Other Proposed Costs — 10 Points

GHA will evaluate the reasonableness and competitiveness of:

- Developer fees;
- Consulting fees;
- Predevelopment costs;
- Construction management fees;
- Guarantee fees;
- Reimbursable costs; and
- Other compensation

The lowest proposed fee will not automatically receive the award. GHA will consider costs in relation to the scope, complexity, financial structure, risk assumed by the developer, and overall value provided to GHA.

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8. INTERVIEWS AND ORAL PRESENTATIONS

GHA may establish a competitive range consisting of the highest-ranked proposers.

GHA may invite those proposers to participate in interviews and/or oral presentations.

During interviews, GHA may request clarification regarding:

- Development strategies;
- Financing structures;
- Proposed partnership arrangements;
- Developer compensation;
- Resident relocation;
- Project schedules;
- Financial capacity; and
- Other elements of the proposal.

GHA reserves the right to adjust evaluation scores following interviews or oral presentations when disclosed in accordance with the solicitation and applicable procurement requirements.

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9. NEGOTIATIONS

Following evaluation, GHA may enter into negotiations with the highest-ranked proposer or proposer(s).

Negotiations may include, but are not limited to:

- Scope of services;
- Development strategy
- Financing structure;
- Ownership structure;
- Developer fee;
- Predevelopment expenses;
- Guarantees;
- Development schedule;
- GHA participation;
- Ground lease or property disposition terms;
- Cash flow distributions;
- Purchase options;
- Right of first refusal;
- Property management;
- Resident protections; and
- Other business terms.

If GHA is unable to negotiate terms that it determines are fair, reasonable, and in the best interests of GHA, GHA may discontinue negotiations and negotiate with another highly ranked proposer.

Selection under this RFQ does not constitute final approval of any development transaction.

Any final development transaction shall be subject to all required GHA Board, HUD, lender, investor, governmental, and other approvals.

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10. RESERVATION OF RIGHTS

GHA reserves the right to:

- Reject any or all proposals;
- Waive minor informalities or irregularities when legally permissible;
- Request clarification or additional information;
- Conduct interviews;
- Establish a competitive range;
- Negotiate with one or more proposers as permitted by applicable procurement requirements;
- Select different developers for different properties;
- Award work for fewer than all four properties;

- Modify the proposed development strategy;
- Require additional due diligence;
- Cancel or reissue this solicitation;
- Decline to proceed with any proposed transaction; and
- Make an award determined to be in the best interests of GHA.

GHA's issuance of this RFQ does not commit GHA to reimburse any proposer for costs incurred in preparing a proposal, conducting due diligence, attending interviews, or negotiating a potential transaction.

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11. PROCUREMENT REQUIREMENTS

This procurement shall be conducted in accordance with GHA's applicable procurement policies and applicable federal requirements, including Section 3.

The selected developer and any resulting development transaction shall also be subject to applicable HUD requirements and approvals.

GHA intends to maintain documentation supporting the solicitation, evaluation, scoring, negotiations, cost/price analysis, selection, and resulting contract in its procurement record.

The successful proposer shall comply with all applicable federal, state, and local requirements incorporated into the resulting agreement.

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12. CONFLICT OF INTEREST AND DISCLOSURES

Respondents shall disclose:

- Actual or potential conflicts of interest;
- Financial or business relationships with GHA officials or employees;
- Pending litigation materially affecting the firm's ability to perform;
- Debarment, suspension, or other restrictions involving federal programs; and
- Any other circumstances that could materially affect the proposed transaction.

The selected developer and applicable development team members may be required to verify eligibility to participate in Federally assisted transactions.

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13. PROPOSAL SUBMISSION

Each proposal should be submitted with (1) one paper copy of the proposal delivered to the Greer Housing Authority and one electronic copy with (1) one flash drive delivered to the Greer Housing Authority office by the proposal deadline.

Janice Fowler, Executive Director
Greer Housing Authority
103 School Street
Greer, South Carolina 29651

Optional Pre-Bid Conference Date: 11/16/2026

Information discussed at the optional pre-bid conference will be made available on GHA's website (greerha.com). An electronic virtual meeting link will be made available on GHA's website (greerha.com).

Questions Due: 11/23/2026

All questions must be presented in writing. All questions posed and GHA's answers to those questions will be made available on GHA's website (greerha.com).

Proposal Deadline: 11/30/2026

GHA Response/Addendum Date: GHA will provide formal response following GHA's applicable approval processes.

Proposals received after the stated deadline will be rejected in accordance with GHA's procurement policy.

All appliable and available property surveys and PCNA (Property Conditional Needs Assessment reports) will be available in the electronic link accompanying this RFQ on GHA's website (greerha.com).

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14. AWARD

GHA anticipates making an award based upon the proposal or combination of proposals determined to provide the best overall value to GHA.

The selected proposer(s) will be required to negotiate and execute an agreement acceptable to GHA before commencing development services.

No respondent shall acquire any right or interest in GHA property solely by virtue of selection under this RFQ.