

## **Town Center Submitter Questions and Answers**

Question 1: How will the town be evaluating the proposal with regard to energy efficiency and will that provide any advantage to the applications?

*Answer: As noted in the RFQ Invitation, the response to energy efficiency will be under Submittal Item 3.e. While there is not a points system, the Town is very interested in this issue and experience will be noted and discussed in selection.*

Question 2: Does the Town of Carbondale have flexibility in terms of meeting parking code requirements for the site?

*A. As noted in the RFQ Invitation, the Town Trustees expressed some flexibility for parking requirements. For instance, the Trustees suggested that tandem parking could be allowed in this situation even though the UDC does not allow it. The Invitation also notes that a transit stop exists at the site and that the property has 23 parking credits from previous public improvements. Any off-street parking changes would be considered in the context of a specific development plan.*

Question 3: Does the town hold subsurface rights on the property for potential purposes of geothermal-based energy extraction?

*A. A detailed research of the ownership of minerals rights has not been conducted at this time, the original land grants have been provided with the Due Diligence documents at: [https://www.carbondalegov.org/top\\_alert\\_detail.php](https://www.carbondalegov.org/top_alert_detail.php)*

*Additional research would be required to establish the status of those subsurface rights.*

Question 4: Does the Town have a desired ratio of affordable rental to affordable ownership units for the project?

*A. That has not been identified by the Town Trustees. The RFQ asks submitters to share their experience with either or both as well as commercial uses, if any, in response to Section 3. Submitters may share their interest in that split of ownership or rental in response to Section 8.*

Question 5: Does the Town prefer a response from a group of affiliated partners in seeking to provide comprehensive project development vs individual firms responding to respective segments of the project?

*A. The Town welcomes submittals in either format. During the selection of potential partner/s, the Town will need to address the development of both residential and commercial development. The Town is open to a more expansive definition of commercial uses that might attract “creative” industry users as the Town is a Colorado Creative District. Some submitters may have experience with mixed-use projects. If there are submitters who have complementary development interests to meet the mixed-use goal who wish to submit together, then that would be welcome.*

Question 6: Who will be the members of the Review Committee?

*A. The Review Committee is made up of two Trustees (Colin Laird and Erica Sparhawk with Chris Hassig as alternate) and four staff members (Town Manager, Finance Director, Public Works Director, and Planning Director).*

Question 7: Does the Town desire to maintain ownership of the land throughout the development process? If ownership would be transferred, would it be sold or leased (please share anticipated terms) and would the Town own any or all portions of the land at the end of the development process?

*A. The Trustees will address this question in the Development Agreement, once a project has been co-created. The Trustees have not yet taken any alternative “off the table”. The Town’s most relevant comparison to date is the 3<sup>rd</sup> St. Center in which the Town owns the property and leases the property for \$1 a year to the organization that redeveloped and manages it.*

Question 8: Will the Town finance any portion of the development or will the developer(s) finance the entire project?

*A. The Town Trustees have not addressed this directly. The initial discussions have centered on development partner financing, however no specific proposals have been rejected related to private activity bonds, COPs, or other financing approaches.*

Question 9: Does the Town view the land as financial contribution to the project to determine how many affordable housing units (or other spaces) they would receive in exchange for their contribution? Has a valuation for the land been discussed for this purpose of calculating contribution?

*A. These issues will be addressed during the creation of a Development Agreement. During the period in which a Pre-Development Agreement is in place, this issue will be discussed in the context of a more specific project. Resolution of that issue was not necessary for offering the RFQ. No formal valuation has been commissioned, that could happen as part of negotiations.*

Question 10: For the Affordable Housing component, has a mix of unit types or sizes been discussed as a goal? Does the Town have a specific demographic it would like to target for this specific housing? These questions are asked to gauge the amount of parking and other requirements for the residential component, and or if other / mixed demographics are desired.

*A. Neither a specific development program nor unit type was required in preparation for issuing a RFQ, the intention is to co-create a Schematic Design during the Pre-Development phase. A regional housing study conducted in 2019 identified existing and near-term needs. That document is available at [https://www.carbondalegov.org/top\\_alert\\_detail.php](https://www.carbondalegov.org/top_alert_detail.php) and the results specifically to Carbondale are on page 27. The Town recognizes that the market has changed since then, exacerbating the challenge. It is noteworthy that the Town has recently approved, and private developers are building about 200 units of rental housing targeting 120-150 AMI households.*

Question 11: Will the Town Planning dept be part of the design team to aid in approvals/entitlements or should an independent land-use planner be included on the team?

*A. An independent land-use planner will be needed.*

Question 12: What experience does the Town of Carbondale have working with developers on projects that utilize affordable housing agencies, programs, etc?

*A. The Town has experience supporting rather than leading housing projects that received federal or state funding. Examples include the Crystal Meadows senior housing and Red Hill Lofts. While Carbondale has its own Housing Guidelines, all the deed restricted units in Carbondale are currently under the oversight of the Garfield County Housing Authority for resident selection and Guideline compliance. The Town has also sponsored government grants for the 3<sup>rd</sup> St. Center, which provides below market office space for primarily non-profit sector organizations.*

Question 13: Does the town have any preconceived notions for what the public-private partnership for this project will look like? If so, can an explanation be provided? If not, is the town open to collaborating with the development team to develop and establish a partnership that is a “win-win” for the community and the development team?

*A. In advance of issuing the RFQ, the Town Trustees reviewed and discussed the Urban Land Institute’s document “Successful Public-Private Partnerships”. The Trustees also responded to various questions about partnering that are reflected in the contents of the RFQ. Discussion included a conversation about the relationship between risk and reward in development projects. The Pre-Development period will be utilized to collaborate on Schematic Design. The Town does not see itself as the lead developer of the project. The partnership agreement will be detailed in the Development Agreement for the project.*

Question 14: Will the development team, selected by the town, have the opportunity to own the development and the site?

*A. As stated above, the Trustees will address this issue in the Development Agreement. That has not been ruled out at the Request for Qualifications phase.*

Question 15: Will the development team, selected by the town, be responsible for taking the project through completion of construction? Or is there a possibility that the town could pursue a different team to construct the project once the development plan has been approved?

*A. The anticipation is that the development partner/s will deliver the project. If there was some unique advantage to another scenario, the Trustees could consider that in the Development Agreement.*

Question 16: Is the town amenable to working with a development team that may not have experience with affordable housing agencies, programs, etc. but does have experience with other approaches to delivering affordable housing products?

*A. The Town will consider all submissions. Submittal item 4 requests information about experience with funding/financing and that will one of the assessment criteria. Information about the Submitters alternative approach should be included there.*

Question 17: The RFQ indicates that the town may select more than one (1) development team to partner with for this project. How does the town envision working with more than one (1) development team on this project?

*A. The Town recognizes that the project includes both residential and commercial development and that there may be submitters who are qualified in residential, commercial or both. There may also be different demographic segments of the community to address. It may be that one development partner can address the entire site. If not, the current parcel layout would allow more than one development partner to work separately or together. If a partnership is required to deliver both, then the Pre-Development period will be used to assess the viability of that partnership. The Town is looking to the responses from submitters to determine whether more than one development team is involved.*

Question 18: When does the town expect the development team, selected for the project, to submit a land use application (site plan, development program, architectural drawings, etc.) to the town?

*A. The Town does not currently have a deadline for submitting a land use application. A schedule can be developed during Pre-Development. Submitters are asked for any critical time elements that would impact their ability to deliver the project in Section 7.*

Question 19: Is the town open to considering waiving application fees, permit fees, tap fees, impact fees, etc. for this project?

*A. Yes, additional info on fee waivers may be found in the Town's UDC under Section 6.3.*

Question 20: Does the town have a timeframe in mind for completion of the development?

*A. A critical path is expected to be discussed during the Pre-Development phase and addressed in the Development Agreement.*

Question 21: Does the town have any specific requirements for community outreach and engagement in mind for this project? If so, what are those?

*A. The Town would partner to develop outreach efforts during development of a Schematic Design. The goal is to keep the public aware of evolution of the design and project goals.*

Question 22: How does the math work on Resident Occupancy requirements on for-sale units?

*A. By way of example, if there were 60 for sale units, then at least 12 (20% of 60) would be required to be deed restricted based on income. Of the remaining 48 units 10 (20% of 48) units would have a Resident Occupancy deed restriction. That restriction is not based on income, price restriction, or assets, but rather on full-time occupancy.*

Question 23: What is definition of Resident Occupancy?

A. See the Carbondale Affordable Housing Guideline, a link is available at the project website:  
[https://www.carbondalegov.org/top\\_alert\\_detail.php](https://www.carbondalegov.org/top_alert_detail.php)

*“R.O. is a category for resident-owner occupied Community Housing Sale Units, deed restricted to require the owner to live in the unit as the sole place of residence at least nine (9) months out of any twelve (12) months. There is no (1) income limit, (2) asset limit, appreciation cap, or (4) sales price restriction. Potential buyers of R.O. units must have worked in the Employment Area for four years immediately prior to retirement; priority will be given to qualified persons who have been employed within the Town of Carbondale boundaries. Disabled applicants must have worked in the Employment Area for at least two years.*”