



## Mountain Line

3773 N. Kaspar Drive · Flagstaff, AZ 86004 · 928-679-8900 · FAX 928-779-6868 · [www.mountainline.az.gov](http://www.mountainline.az.gov)

### RFP 2025-200, Workforce Housing Developer

#### Initial Proposal Questions and Answers

As of: 4/4/2025

1. **Question:** When is this project expected to go to bid for contractors and what is the expected start date for construction?

**Answer:** *The expected dates at which this project will go to bid for contractors and commence construction are to be determined by Mountain Line and the future development partner to be selected through this RFP process.*

2. **Question:** Could you clarify the following:
  - a. Does the desire to avoid reimbursement not apply to Termination scenarios contemplated under a typical Pre-Development Agreement? (see referenced RFP text below)

It should be noted that Mountain Line does not intend to contribute funds towards pre-development expenses directly or via reimbursement, and the selected Respondent is expected to be responsible for the pre-development cost and risk for the Project. However, Mountain Line will consider assisting the Respondent in securing grant or other funding sources identified by the Respondent.

**Answer:** *Specific terms and conditions regarding the relationship between parties during pre-construction will be negotiated between Mountain Line and the developer upon selection. Mountain Line's funding sources restrict use of funds to transportation activities, which limits the ability of Mountain Line to contribute towards pre-development expenses for the Project. Mountain Line has access to limited unrestricted funds that may be able to be applied towards pre-development, but this is subject to further negotiation with the selected partner. Acknowledging this limitation, ML agrees to not terminate the Project for convenience post-selection so long as there is a materiality clause that indicates that the Project scope (and ML's desire to target workforce housing) does not change subject to approval (not unreasonably withheld by Mountain Line) by both parties.*

- b. Does Mountain Line intend to approve all development team personnel / changes in line with market norms (i.e., approval will not be unreasonably withheld)? (see referenced RFP text below)

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- e. The Respondent's organization as identified in its response must remain intact for the duration of the procurement process. If a Respondent wishes to make changes in the Respondent team members or key personnel identified in its Response, including, without limitation, additions, deletions, reorganizations and/or role changes, the Respondent shall submit to Mountain Line a written request for approval of the change. Any such request shall be addressed to Mountain Line's designated point-of-contact for this RFP. If a request is made from a Respondent to allow the deletion or role change of any Respondent team member or key personnel identified in its Response, the Respondent shall submit such information as may be required by Mountain Line to demonstrate that the changed team member meets the RFP criteria. Mountain Line is under no obligation to approve such requests and may approve or disapprove an entire request, or any portion of a request, in its sole discretion.

**Answer:** *This stance is acceptable to Mountain Line, we do not intend to unreasonably withhold approval.*

3. **Question:** Is there any preference for 1) a 4% LIHTC project with an average of 60% AMI or 2) a project more aligned with the blended AMIs throughout the 60-120% AMI range with a 501c3 Bond structure for financing?

**Answer:** *Mountain Line is open to considering alternative strategies for developing the site (e.g., different mixes of Affordable / workforce / market, different financing options) so long as it is feasible and the proposal clearly outlines the tradeoffs in terms of rental rates / unit mix by AMI, risk transfer, financial participation, etc. With a solution that mixes LIHTC financing with workforce housing and/or market rates, additional detail is requested to clarify how this project will serve both tenant populations.*

4. **Question:** Please provide clarifications on the items outlined below:
  - a. What is the address?

**Answer:** *3520 East Linda Vista Drive*

- b. What is the Parcel Number?

**Answer:** *11322001S*

- c. Are there any exceptions for Affordable Housing?

**Answer:** *Please see the response to question number 3 regarding ML's stance on "Affordable" housing*

- d. The RFP says the site is zoned High Density Residential. What is the maximum allowable Population Density [in Units per acre]?

**Answer:** *The baseline allowance for HDR (with the RPO, outside a pedestrian shed of an activity center) before the density bonus is applied is 22 units/acre. Please reference the Flagstaff code linked in the RFP for further detail (<https://www.codepublishing.com/AZ/Flagstaff/html/Flagstaff10/Flagstaff1040030.html#10.40.30.030>)*

- e. What is the allowable Floor Ratio?

**Answer:** *The maximum lot coverage for HDR is 80%, this calculation can take into account the entire parcel, which includes the land allocated for housing and the roadway (Area A and Area B). Please reference the Flagstaff code for further*

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*(<https://www.codepublishing.com/AZ/Flagstaff/html/Flagstaff10/Flagstaff1040060.html#10.40.60.280>)*

- f. Zoning and building heights are complex subjects in the Ordinance. In one section there is a “60-ft” height restriction. For this property, would there be such a limit? If so, would that be the max height of the structure or the highest occupiable floor?

**Answer:** *Yes, the building height restriction for HDR is 60 feet and this limit will apply to the property (unless, as the footnote in the code reflects, there is approval to exceed the height limit through a conditional use permit). Please reference the Flagstaff code for further detail on the restrictions*

*(<https://www.codepublishing.com/AZ/Flagstaff/html/Flagstaff10/Flagstaff1040030.html>) and how to measure building / structure height*

*(<https://www.codepublishing.com/AZ/Flagstaff/html/Flagstaff10/Flagstaff1050030.html>)*

- g. The document mentions the “increases in AMI,” could you provide the AMI?

**Answer:** *Please find the 2024 AMI levels here:*

*<https://www.flagstaff.az.gov/DocumentCenter/View/58827/2024-HUD-Area-Median-Income-AMI-Table-up-to-80-percent-PDF?bidId=>*

- h. Is this considered a high resource area?

**Answer:** *The Flagstaff Regional Plan 2030 Interactive Map includes maps illustrating the current conditions of various aspects including natural resources (maps 7 and 8), future growth, and roads. The maps are publicly available on the City of Flagstaff website here:*

*<https://www.flagstaff.az.gov/3412/Interactive-Map>.*

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