



Mountain Line

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RFP 2025-200, Workforce Housing Developer

Final Proposal Clarifications and Question Responses

As of: 7/1/2025

The clarifications below address topics discussed in the Developer Workshops in addition to formal questions received to date. Related changes have been reflected in the “Updated” version of the RFP in the form of redlined edits.

1. Roadway

Based upon further discussions with the City of Flagstaff, the scope of this workforce housing project no longer requires developing the roadway to extend East Linda Vista Drive through to North Kaspar Drive (currently a dead end). This portion of land will be reserved by Mountain Line and excluded from the ground lease. It is expected that Mountain Line will dedicate this land to the City in the future if / when the City is ready to move forward with a roadway extension. The developer must incorporate two access drives for the housing development. The RFP submission requirements have been updated to remove items related to the roadway (e.g., schedule for roadway development).

The above direction does not preclude the developer from entering into a partnership with the City as part of this project to develop the roadway and resources to pursue.

2. Affordability Mix and Funding Approaches

Mountain Line’s objective is to deliver housing for the community with the most workforce (60-100% AMI) units possible (based on funding limitations). ML understands a mix of units (e.g., workforce, market rate, affordable) and funding approaches may need to be pursued to ensure project feasibility but strongly prefers a solution which targets the “missing middle.”

3. Ground Lease

Mountain Line is not open to a “no cost” land acquisition and plans to retain ownership of the land parcel. Mountain Line is open to creative ground lease rent proposals which may incorporate temporary ground rent abatements or discounts but is not open to a \$0 ground rent structure which spans the entire ground lease. Creative ground lease proposals, including ground rent payments which are below fair market rates, are subject to approval by the City of Flagstaff.

4. Number of Units

Mountain Line desires a project which will maximize community impact through the creation of the highest number of units possible. However, ML is open to proposals which include a reduction of units to ensure project feasibility and an affordability mix which targets the desired market (the “missing middle”).

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