

MECHANICSVILLE BUNDLED SITES

REQUEST FOR QUALIFICATIONS

For the Redevelopment of Publicly-Owned Properties at 0 Cooper Street and 360 Richardson Street To create family-oriented, mixed-income neighborhood development

ATLANTA
URBAN DEVELOPMENT

Guiding Vision



Atlanta Urban Development Corporation (AUD) and the City of Atlanta (City) are thrilled to announce the Mechanicsville Redevelopment Request for Qualifications (RFQ) for the development of two sites: a 0.95-acre vacant parcel located at the corner of Fulton Street SW and Windsor Street SW, and a 2.8-acre vacant parcel located on Cooper Street, both in the heart of Atlanta's historic Mechanicsville neighborhood.



This effort demonstrates how thoughtful redevelopment of underutilized public land can advance the goals of the City of Atlanta's Neighborhood Reinvestment Initiative. This RFQ seeks respondents who share a commitment to support thriving, equitable, and healthy neighborhoods via place-based development.

A crucial component of this plan is the expansion of affordable housing options along a spectrum of income levels and family sizes. The use of city-owned land to support affordable, stable housing options within amenity-rich and well-connected neighborhoods is central to our shared vision for thriving neighborhoods, family stability, and academic achievement.

The partnership between AUD and COA to facilitate the development of the Mechanicsville sites reflects a broader commitment to equity and interagency collaboration – ensuring public land is part of a comprehensive strategy to address housing challenges and strengthen Atlanta's communities for future generations.

Contents

2 | *Guiding Vision*

01 Executive Summary

4 | *Executive Summary*

02 Project Information

6 | *Project Background*
8 | *Site Context*
12 | *Background on the Initiative*
13 | *Site Control and Land Agreements*
15 | *Previous Studies and Prior Planning*
17 | *Zoning and Entitlements*

03 Project Scope

18 | *Project Vision*
20 | *Team Composition*
20 | *Ability to Execute*
21 | *Development Priorities*
22 | *Design Considerations*

04 Neighborhoods

24 | *Surrounding Area*
25 | *Schools and Amenities*
26 | *Current and Upcoming Development Activity*
27 | *Market Overview*

05 Project Sponsors

32 | *Atlanta Urban Development*
35 | *City of Atlanta*

06 Procurement Requirements

38 | *Overview, Timeline and Scoring Criteria*
40 | *Submission Requirements*
40 | *Project Vision and Narrative*
41 | *Team Composition*
42 | *Ability to Execute*
43 | *Attachments*

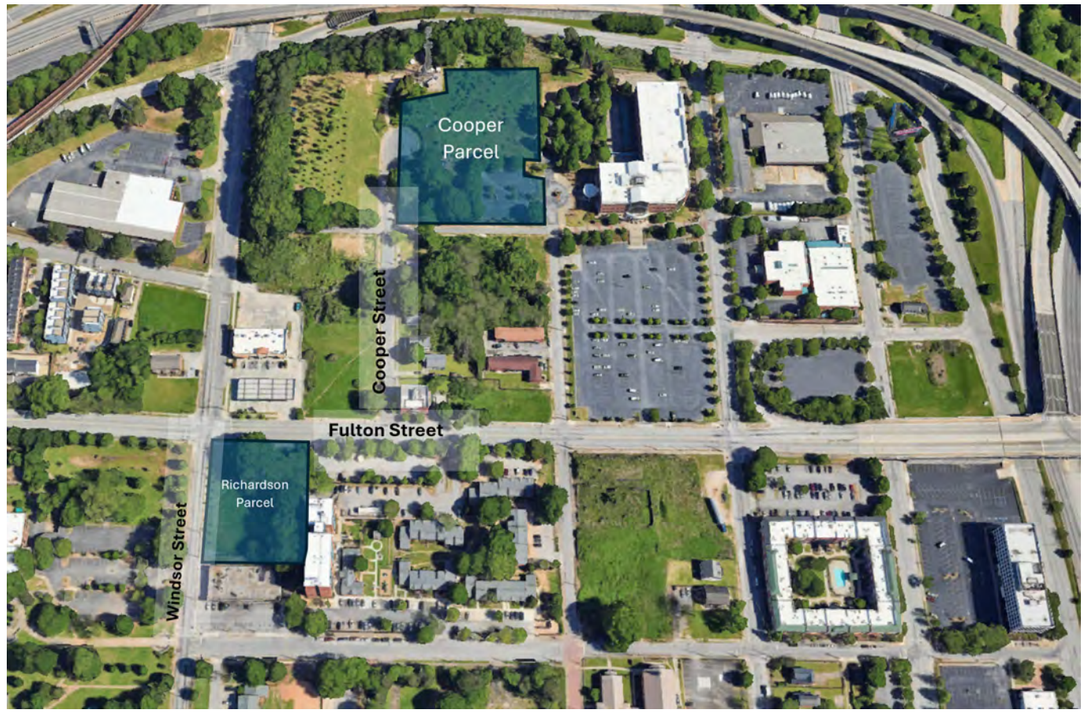
Section 01

Executive Summary

AUD requests submissions from qualified respondents demonstrating the capacity and vision required to redevelop both Mechanicsville Bundled Sites as mixed-use/ mixed-income housing through a dynamic public-private partnership model.

The City of Atlanta (COA) and Atlanta Urban Development Corporation (AUD) have partnered to solicit responses to this Request for Qualifications ("RFQ") from qualified developers ("Respondents") to be awarded both sites. Proposals submitted for just one of the sites will not be considered.

- **The properties are located at 360 Richardson Street SW, Atlanta GA, and 0 Cooper Street SW, Atlanta, GA**
- **Parcel IDs: 14 0076 LL09 and 14 0076 0004168**

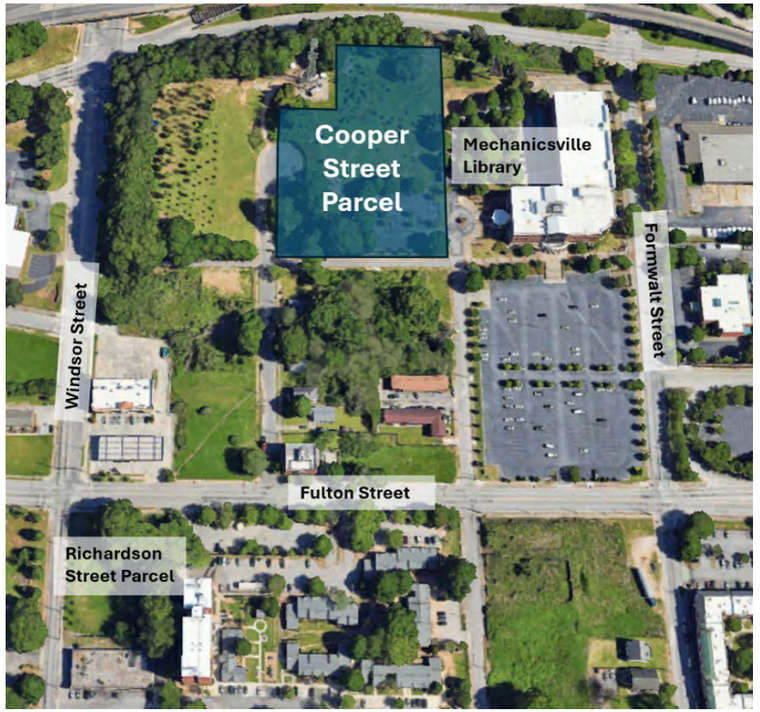




The properties and their proposed redevelopment have gone through extensive community engagement. The results of those efforts are outlined in this RFQ and detail the community's expectations and hopes, which emphasize the creation of missing-middle, mixed-use, mixed-income, mixed-tenure housing that harmonizes with the surrounding neighborhood character.

The community engagement and planning process included several public meetings, multiple stakeholder meetings, design tours, and more to understand community needs, the surrounding neighborhood character, and the potential of the sites for future redevelopment. The resulting plan responds to demographic data trends, parking requirements, programmatic restrictions, architectural styles, community preferences, and more.

The recommendations for the Bundled Procurement parcels support a mixed-use and income, mixed-tenure project that introduces missing middle development in line with the historical character of the neighborhood. To best serve the community, plans should offer a wide variety of unit sizes and types catering to a diverse population.



AUD requests submissions from qualified Respondents demonstrating the technical and financial capacity and the vision required to redevelop the sites through a dynamic public-private partnership model. After evaluation of respondents, the selected Respondent will be given the opportunity to collaborate with AUD to finalize a development concept and plan. AUD does not intend to issue additional procurement documents for the Mechanicsville Bundled Procurement outside of this RFQ.

Project Information

Project Background

This RFQ offers two City-owned, vacant properties in Mechanicsville for development as a single bundled opportunity: the Cooper Street site, a block of approximately 2.8 acres, and the Richardson Street site, a corner parcel of approximately 0.9 acres. The two sites are a few blocks apart.

The City of Atlanta and Atlanta Urban Development Corporation (AUD) are bundling the two sites so that a single development partner can deliver approximately 100 units of missing-middle, mixed-income housing across both sites (final unit count to be determined by the Respondent). Together, they offer a development partner a coordinated pipeline, shared design and construction efficiencies, and the flexibility to balance tenure, unit mix, and affordability across the portfolio. The selected Respondent will be expected to deliver both sites.

	Cooper Street Site	Richardson Street Site
Location	Block bounded by Rawson St SW (north), Formwalt St SW (east), Eugenia St SW (south), and Cooper St SW (west)	360 Richardson St SW; corner of Windsor St SW and Fulton St SW
Parcel ID	Consolidated Tract 1, Lot Reconfiguration Plat, Plat Book 475, Page 2 (recorded May 29, 2025)	14-0076-LL-009-2
Land area	±2.82 acres (122,657 SF)	±0.91 acres (39,735 SF) per 2024 boundary survey
Land Lot / District	Land Lot 76, 14th District, Fulton County	Land Lot 76, 14th District, Fulton County
Current owner	City of Atlanta (Title reports available but not included)	City of Atlanta (since 1981) (Title reports available but not included)
Existing zoning	SPI-18 SA2 (Mechanicsville Neighborhood SPI, Subarea 2)	SPI-18 SA1 (Mechanicsville Neighborhood SPI, Subarea 1)
NPU	NPU-V	NPU-V
Flood zone	Zone X, outside the 100- and 500-year floodplains (FIRM 13121C0357F)	Zone X, outside the 100- and 500-year floodplains (FIRM 13121C0357F)
Anticipated program	±60 units: townhomes and lower density residential (4–12 unit buildings); ±82 parking spaces, including 7 reserved for library users	±40 units: lower density multifamily (6–12 unit buildings); ±37 parking spaces

Site Context

Cooper Street Site

The Cooper Street site occupies a full block at the northern edge of Mechanicsville, just south of Interstate 20. Rawson Street and the I-20 right-of-way bound it to the north, Formwalt Street to the east, Eugenia Street to the south, and Cooper Street, which ends in a cul-de-sac at the site, to the west. The Fulton County Mechanicsville Library sits directly across Formwalt Street. The block was historically divided into more than a dozen small residential lots and a 15-foot alley (Lingo Way). A lot reconfiguration plat recorded in May 2025 consolidated these parcels into a single developable tract.

Site Conditions:

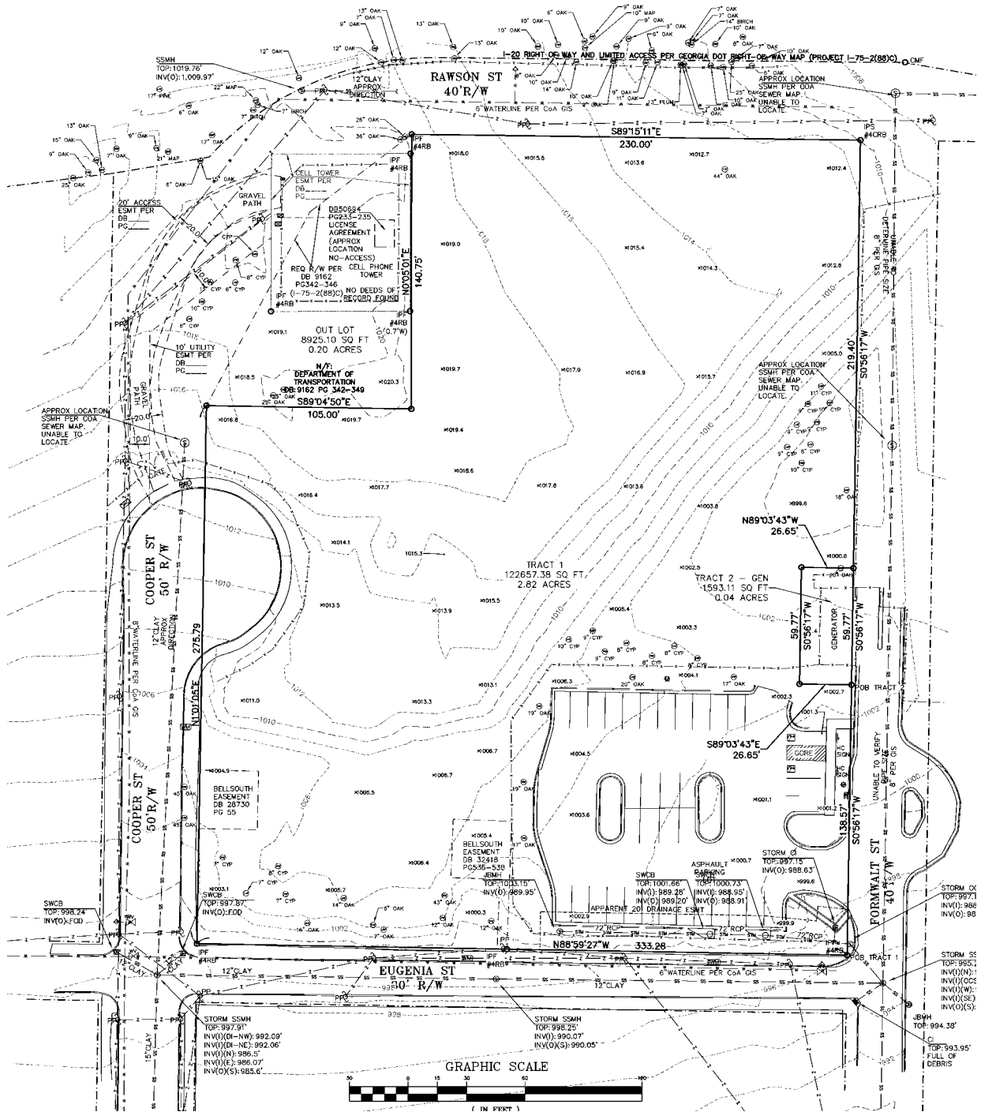
- The site slopes about 20 feet from its high point near Cooper Street and Rawson Street (±1,019 ft) down to Formwalt Street (±1,000 ft).
- A surface parking lot in the southeast corner, currently used by library patrons. **The development must continue to provide 7 parking spaces for library users (see Site Control and Land Agreements);**
- A small Georgia DOT-owned outparcel in the northwest corner containing a cell tower under a separate license agreement. The outparcel is not part of the development site;[lb1.1][MD1.2]
- A small tract along Formwalt Street containing an existing generator (Tract 2 on the recorded plat);
- Recorded BellSouth utility easements in the southwest portion of the block and an apparent 20-foot drainage easement along Eugenia Street;
- Mature trees across the interior of the block, subject to the City's Tree Protection Ordinance.



Existing Conditions: The Cooper Street site is adjacent to the recently completed Beacon at Cooper Street (Image 1). It is largely vacant with light tree coverage[kt4.1] (Image 2), except for a generator that will remain in place (Image 3) and a parking lot currently used by the Mechanicsville Library (Image 4).

Directly west, across Cooper Street, is The Beacon, a 112-unit rapid housing community that the City opened in 2026 on the former Atlanta Public Schools parcel at 405 Cooper Street. The Cooper Street site is the next phase of the City's investment on this block.

The City is seeking a mixed-income program on this site, including workforce and homeownership options, to complement The Beacon, in line with the commitments the City made to Mechanicsville residents during engagement on 405 Cooper Street.



Richardson Street Site

The Richardson Street site is an approximately 0.91-acre corner parcel with 170 feet of frontage on Fulton Street and 230 feet on Windsor Street, one of Mechanicsville's primary north–south corridors.

The parcel was developed with single-family homes from at least 1899 until the mid-1970s, with historical addresses on Windsor Street, Fulton Street, and Ramona Avenue. The Housing Authority of the City of Atlanta cleared the homes during the Model Cities urban renewal era. It transferred the land to the City in 1981 as part of the Model Cities Urban Redevelopment Area. The site has been vacant since 1978. For more than four decades, it has been one of the most visible vacant parcels on the Windsor Street corridor.

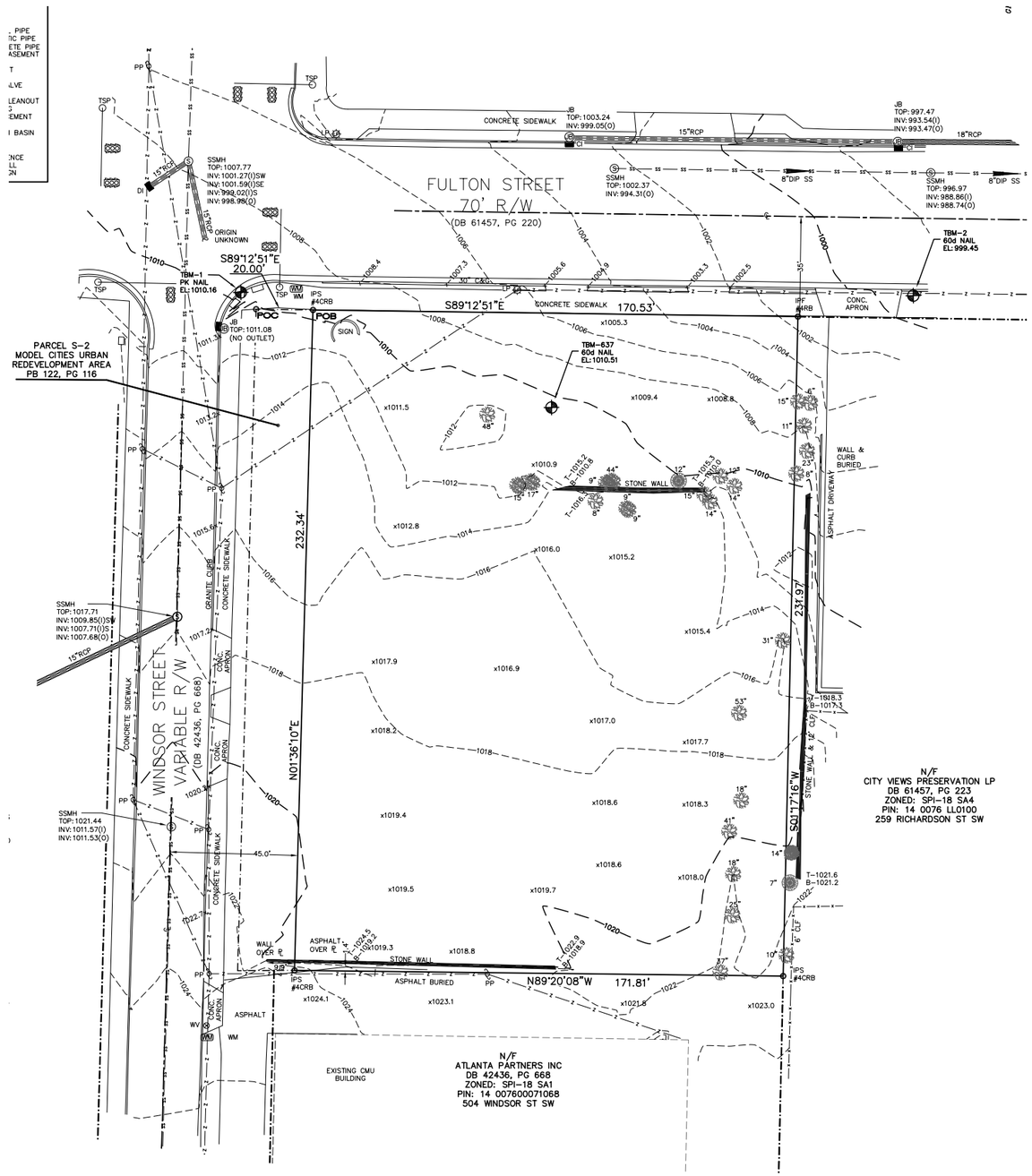
Site Conditions:

- The site slopes gently to the northeast, with remnant stone retaining walls and light tree coverage, including several mature oak and hackberry trees, some over 40 inches in diameter, remaining on the site.
- Environmental due diligence: A 2022 Phase I Environmental Site Assessment (Partner Engineering and Science) found no concerns tied to the site's own history. It did identify one Recognized Environmental Condition: dry cleaners operated on the adjoining property to the south from about 1966 to 1980. The Phase I recommended a limited subsurface investigation. All due diligence documents are available at www.atlurbdevco.com.

Surrounding uses include City Views at Rosa Burney Park, a multifamily community, to the east; a multi-tenant retail center at 504 Windsor Street to the south; and a gas station across Fulton Street to the north. Rosa L. Burney Park and the Dunbar Neighborhood Center are a short walk away, as is Paul L. Dunbar Elementary School.



Existing Conditions: The Richardson Street site is located at the corner of Fulton Street and Windsor Street, and it is largely vacant with light tree coverage (Image 1). It is located across the street from Dunbar Community Center (Image 2), as well as Rosa L. Burney Park (Image 3).



Background on the Initiative

Mayor Andre Dickens has set a goal of building or preserving 20,000 units of affordable housing by 2030. A key strategy is putting publicly owned land to work as housing. In 2022, the City of Atlanta's Housing Innovation Lab began due diligence on a portfolio of City-owned properties that included 360 Richardson Street. Since then, the City has partnered with AUD to move surplus public land into mixed-income development through a consistent, transparent procurement model.

Mechanicsville is a focus neighborhood of the City's Neighborhood Reinvestment Initiative (NRI), which coordinates public investment in housing, infrastructure, and economic opportunity. The NRI aims to stabilize legacy residents while guiding the reinvestment now reaching Atlanta's southside neighborhoods. Developing the Cooper Street and Richardson Street sites is an early, visible NRI housing investment in Mechanicsville.

The community engagement process has included meetings and convenings dating back several years. Most recently, convenings were held with developers and the Mechanicsville community to present different housing types, gather feedback, and ensure the community's needs were being met. The engagement efforts surfaced several consistent priorities: new homeownership opportunities for legacy and new residents; housing that serves working households, first responders, and City employees; building forms that fit the scale of the historic street grid; and visible, near-term progress on long-vacant land.

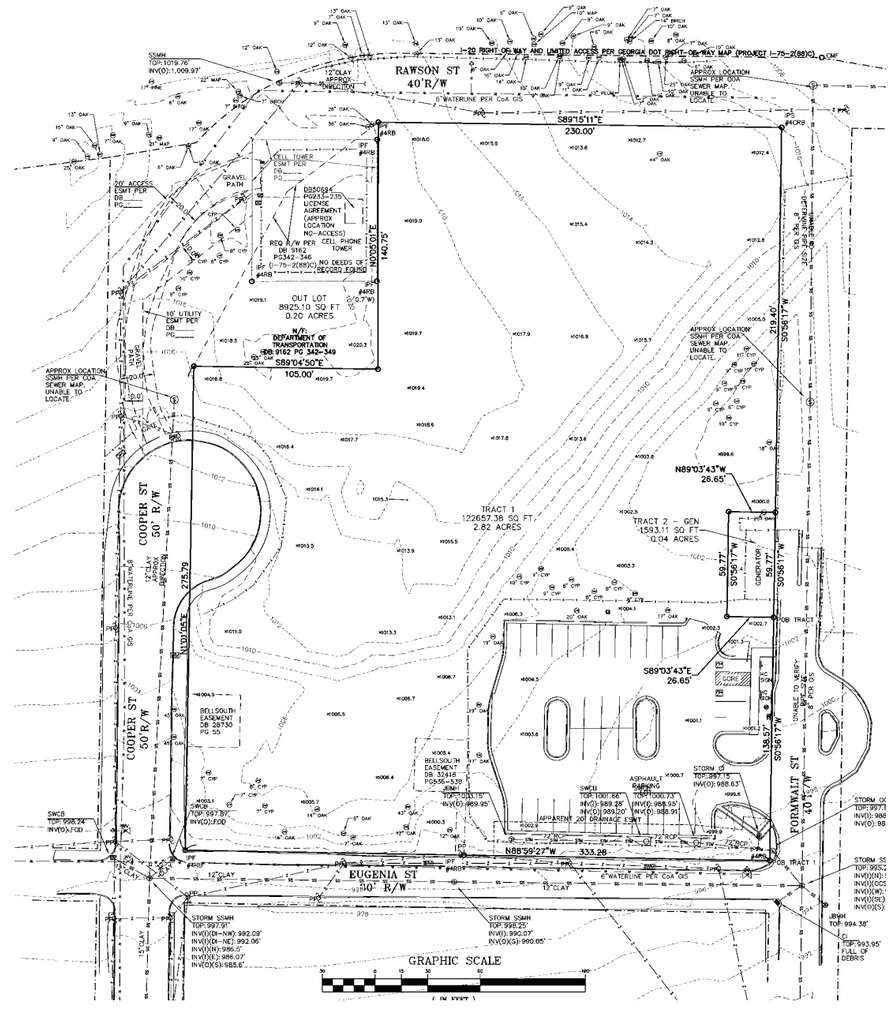
The City and AUD chose to bundle the two sites in one procurement for three reasons:

- **Scale and efficiency.** Combining roughly 100 units across two nearby sites creates a program large enough to attract experienced development teams and to spread design, permitting, construction, and property management costs;
- **Portfolio-level outcomes.** Affordability, tenure, and unit mix can be planned across both sites rather than forced onto each small site separately, while still distributing affordable units fairly between them;
- **Coordinated delivery.** One partner can sequence both sites deliberately, using lessons and momentum from the first phase to reduce risk on the second.

Site Control and Land Agreements

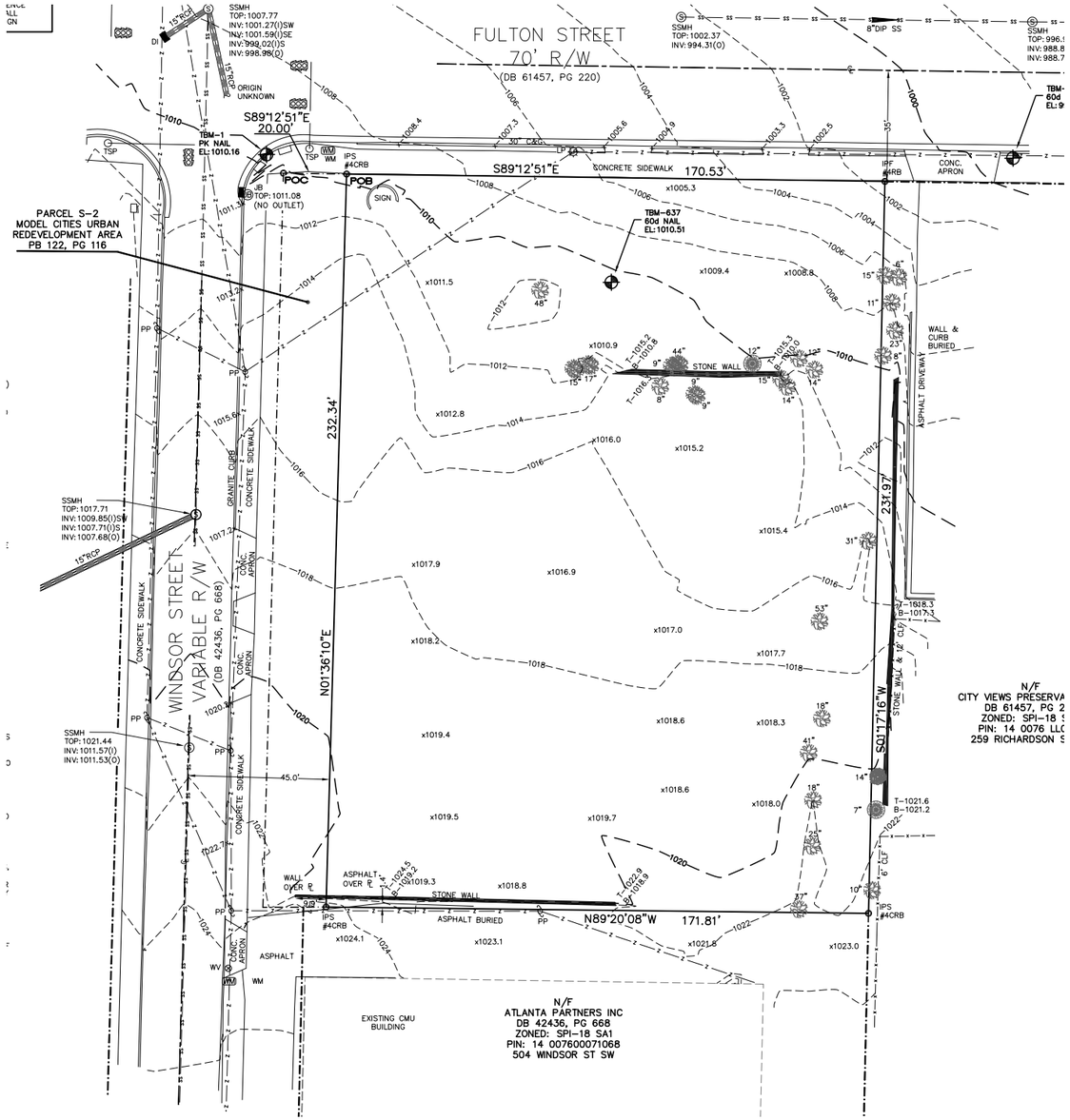
The City of Atlanta controls both sites and will make them available to the selected development partner through AUD. As detailed in Ordinance 25-O-1162, all rental property associated with the plan would be conveyed to the chosen respondent via a long-term ground lease, and all for-sale housing would be conveyed via fee disposition. The proposed site plans demonstrate a possible configuration of the housing units throughout the site to support the desired density.

Cooper Street. The City has assembled the Cooper Street block through a series of land agreements. Under Ordinance 26-O-1371, the City and Fulton County entered into a land exchange tied to the Mechanicsville Library across Formwalt Street. **As a condition of that exchange, the redevelopment must permanently reserve 7 parking spaces for library users.**



Survey of the Cooper Street site – 2025

Richardson Street. The City has owned 360 Richardson Street since 1981.



Survey of the Richardson Street site - 2025

Previous Studies and Prior Planning

Mechanicsville has been the subject of repeated planning efforts, each of which has pointed to the neighborhood's vacant land as the key to rebuilding its residential fabric. The neighborhood grew in the late nineteenth century as a working-class community next to the rail yards and shops that gave it its name. It lost most of its population between 1960 and 1990: construction of I-75/85, I-20, and Atlanta–Fulton County Stadium, together with urban renewal clearance, removed much of the neighborhood's housing and cut it off from Downtown. The Richardson Street site is a direct legacy of that period.

- **SPI-18 Mechanicsville Neighborhood Special Public Interest District (2007)** created neighborhood-specific zoning to encourage residential infill at a scale consistent with the historic street grid, pedestrian-oriented building forms, and the retention of long-time residents;
- **Turner Field Stadium Neighborhoods LCI (2016)** identified vacant and publicly owned land in Mechanicsville as a priority for mixed-income housing and called for reconnecting the neighborhood to the Summerhill and Downtown redevelopment areas;

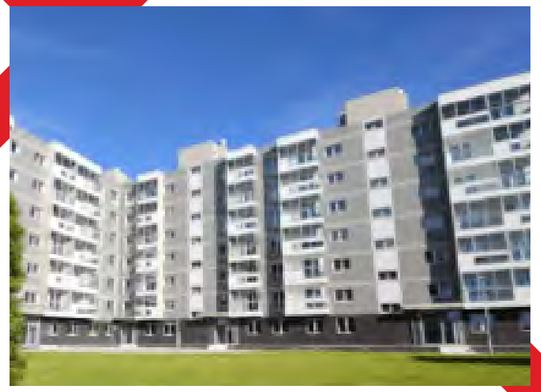
YES














NO

- **City of Atlanta Housing Innovation Lab public land due diligence (2022):** completed environmental and boundary due diligence on a portfolio of City-owned sites, including 360 Richardson Street, to prepare them for housing development;
- **405 Cooper Street engagement (2023–2025):** during engagement on the City's rapid housing investment at 405 Cooper Street, Mechanicsville residents and the Mechanicsville Civic Association called for nearby for-sale and market-rate housing to create a genuinely mixed-income neighborhood. That feedback shaped the program objectives for the Cooper Street site.
- **Neighborhood Reinvestment Initiative (2026):** designated Mechanicsville as a focus neighborhood for coordinated public investment, including affordable housing production and reactivation of vacant public land.

Together, these efforts show a sustained public commitment to returning housing to Mechanicsville's vacant land. The Cooper Street and Richardson Street sites are a meaningful opportunity to carry that commitment forward.

Zoning and Entitlements

Both sites are within the SPI-18 Mechanicsville Neighborhood Special Public Interest District (Chapter 16-18R of the Atlanta Code of Ordinances). The Cooper Street site is zoned Subarea 2 and the Richardson Street site Subarea 1. A wide variety of uses are permitted in both subareas, including multi-family housing, single-family housing, and varying commercial uses.

The anticipated program is permitted under existing zoning, and no rezoning is required. All development must comply with SPI-18 regulations, including sidewalk, supplemental zone, and pedestrian-oriented design requirements, and with the City's Tree Protection Ordinance. Upon adoption of Zoning 2.0, the sites will be subject to the most compatible zoning category at that time.

Development Summary	Cooper Street Site	Richardson Street Site
Gross land area	±2.82 ac	±0.91 ac
Zoning	SPI-18 SA2	SPI-18 SA1
Max FAR	.696 plus .50 affordable bonus	1.49 plus 1.00 affordable bonus
Anticipated units	±60	±40
Approximate density	±22 units/acre	±40 units/acre
Housing types	Townhomes; small multifamily (4–12 units per building)	Small multifamily (6–12 units per building)
Anticipated parking	±82 spaces, incl. 7 reserved for library users	±37 spaces

*Unit counts, densities, and parking are illustrative, based on the City's concept massing, and will be refined with the selected development partner.

Section 03

Project Scope

Priorities for Development

Recognizing the vital importance of affordable housing options in Atlanta, the City of Atlanta and AUD seek to reactivate its surplus and vacant properties to support mixed-income developments with a variety of housing types. The overall vision for the Cooper and Richardson sites could integrate approximately 100 units – 60 at Cooper, and 40 at Richardson.

Project Vision

The selected respondent will demonstrate a clear vision for the bundled sites portfolio in line with the following priorities.

As shown in the included renderings, the sites should be developed with a variety of low-density housing types. Responses should include a diverse variety of unit types and sizes catering to a wide mix of residents, complementing the historic fabric of the neighborhood while contributing to thriving, sustainable community development.

The City of Atlanta and AUD are committed to mixed-income projects that lock in affordable, stable housing options for a neighborhood that has recently seen significant expansion of mostly market-rate, multifamily housing options and catalytic development in nearby Summerhill.

Affordability requirements

Across the portfolio, the development must meet the following requirements, which will be recorded in the development agreement: 20% of rental units affordable at or below 50% AMI,10% at or below 80% AMI, with the remaining 70% at or below 140% AMI; 20% of for-sale units affordable at or below 80% AMI, 10% at 100% AMI, with the remaining at market-rate. Respondents may propose how to distribute affordable units between the two sites, but no single site may be exclusively market-rate or exclusively affordable. Consistent with AUD's development model, AUD will not consider respondents that propose the use of Low-Income Housing Tax Credits (LIHTC).

The development priorities for the *Cooper site* include:

- A mix of townhomes and small multifamily housing construction in the 4-12 unit range.
- Approximately 82 parking spaces, predominantly located on the interior of the developments as shown in the renderings.
- Seven (7) additional parking spaces at Cooper Street will be reserved for library users, as part of a land swap (ordinance 26-O-1371) with Fulton County for the Mechanicsville Library, to be located across Formwalt Street from the development site.



***Cooper Street** example site plan showcasing a mix of housing typologies.*

The development priorities for the **Richardson site** include:

- Small multifamily construction in the 6-12 unit range.
- Approximately 37 parking spaces, predominantly located on the interior of the developments as shown in the renderings.
- Commercial space along Fulton Street

Richardson Street example site plan showcasing a mix of housing typologies.



Team Composition

- AUD seeks a forward-thinking, innovative, community-minded development partner prepared to execute a catalytic public-private partnership that will establish a standard of housing quality and design for this development and beyond.

Ability to Execute

The selected respondent will demonstrate an ability to deliver the bundled sites portfolio in line with the following priorities:

- An implementation strategy for both sites, including sequencing, phasing, resource allocation across sites, and their approach to delivering the City's priorities for each site.
- Experience managing multiple active development projects concurrently, including staffing, project management systems, and organizational capacity required to advance more than one site simultaneously.
- Experience developing missing middle housing or assembling teams with relevant missing middle design, construction, and development expertise.

Development Priorities

The City of Atlanta and AUD have defined the following development priorities for the project, informed by community engagement conducted in Mechanicsville through the Neighborhood Reinvestment Initiative . Respondents to this RFQ will be evaluated based on their demonstration of an ability to develop the Cooper and Richardson sites in alignment with these priorities.

Respondents should provide a high-level description of their understanding of the vision and program for the project, and should demonstrate an ability to achieve the following development priorities:

- A quality bundled site strategy, including a sound relationship between the two sites, strong proposed housing outcomes, and a clear approach to advancing City priorities across the portfolio;
- A specific plan for phasing development across the two sites, including timing and vision for tenure and affordability on the two sites;
- Consideration of all the neighborhood conditions for zoning approval and inclusion where mandated by the zoning code;
- Creation of missing middle, affordable housing options including townhomes and small multifamily;
- A wide variety of unit types and sizes creating a unique mix of housing options catering to a diverse population.
- Fair distribution of affordable units across the two site locations, and regarding unit finishes, tenure, and unit size;
- Commercial options located along Fulton Street (Richardson Street Parcel) that create smaller, affordable commercial space.
- Sitewide housing density, sidewalks, and tree preservation and planting should be

compatible with existing development along Cooper, Eugenia, Formwalt, Fulton, and Windsor Streets;

- Creation of internal streets in compliance with city requirements if needed;
- Preservation of historic trees on the sites in compliance with city requirements under the newly passed Tree Protection Ordinance;
- Creation of a context-appropriate parking plan including the required 7 parking spots reserved for the Mechanicsville Library as described above;

Design Considerations

In addition to development priorities, respondents should emphasize their ability to achieve the following design considerations:

- Architecture:
    - o Building-level architecture that offers a variety of multifamily housing types and prices to meet a range of housing needs
    - o Special architectural attention to the historical components of the Mechanicsville SPI and other elements that highlight and complement the historical significance of the neighborhood.
    - o Develop pedestrian-oriented building forms which are compatible with the scale, character, and needs of the Mechanicsville neighborhood .
- Site and Landscape Design:
    - o Design components that prioritize safe connections and appropriate relationships to the surrounding area and nearby assets, including the Mechanicsville Library and the Dunbar Neighborhood Center / Rosa L. Burney Park.
    - o Providing sufficient parking in a manner that is unobtrusive and located away from the perimeters of the sites;
    - o A plan to study which native tree and plant species onsite can be preserved;
    - o Inclusion of new tree plantings and the introduction of native tree species into the design of the site in keeping with the Tree Protection Ordinance and city code;
- Sustainability:
    - o HERS55 requirement for for-sale housing options included in the project.
    - o Inclusion of sustainable building- and site-level features that reduce long-term energy burden and address possible heating and flooding issues, including:
    - o Site design which plans for and improves stormwater conditions in the area, including low impact development (LID) stormwater management;
    - o Consideration of green building techniques where and when possible.



Cooper Street *example site plan showcasing a mix of housing typologies.*



Richardson Street *example site plan showcasing a mix of housing typologies.*

Section 04

Neighborhoods

Surrounding Area

The Cooper Street sites are located in the heart of Mechanicsville, one of Atlanta's oldest residential neighborhoods and one of the city's most significant historic African American communities. Located just south of Downtown Atlanta and adjacent to Summerhill, Pittsburgh, Peoplestown, and the Atlanta University Center, Mechanicsville offers exceptional access to employment centers, educational institutions, transit infrastructure, and major civic destinations.

The neighborhood's location offers direct access to Downtown Atlanta, Georgia State University (GSU) and the Atlanta University Center (AUC), and major regional employment centers. MARTA rail service is available via the nearby Georgia State and Garnett Stations, while Interstate 75/85, Interstate 20, and the Downtown Connector provide regional connectivity. Residents benefit from access to central Atlanta employment opportunities while maintaining the character of a historic residential neighborhood.

Mechanicsville developed during the late nineteenth century as a working-class neighborhood serving Atlanta's growing industrial economy. The area remains characterized by a traditional street grid, historic housing stock, walkable blocks, and a strong network of neighborhood institutions. Despite decades of disinvestment, the neighborhood has maintained a strong sense of community identity and is increasingly benefiting from reinvestment occurring throughout Atlanta's southside neighborhoods.

Neighborhood Reinvestment Initiative

Mechanicsville is one of the focus neighborhoods within Atlanta's Neighborhood Reinvestment Initiative (NRI), a place-based investment strategy designed to coordinate public investments, community development resources, affordable housing production, infrastructure improvements, and economic development initiatives. The NRI framework seeks to stabilize existing residents while catalyzing equitable neighborhood revitalization.

Key goals of the initiative include:

- Preservation and development of affordable housing
- Reduction of vacant and abandoned properties
- Infrastructure and streetscape improvements
- Expansion of economic opportunity for residents
- Support for legacy residents and community-serving institutions
- Coordination of public and private investment activities

The initiative recognizes Mechanicsville's strategic location near Downtown and seeks to leverage ongoing growth while reducing displacement pressures on long-term residents.





Schools and Amenities

The Cooper/Richardson sites offer residents the opportunity to build strong community connections and experience the culture of one of Atlanta's oldest working-class neighborhoods, while also benefiting from proximity to the city's world-class institutions.

In 2026, the sites are located within Atlanta Public Schools' Maynard Jackson High School cluster:

School	Distance
Pual L. Dunbar Elementary (Closing 2027)	0.3 mile
Post-2027 - Jaguar School Choice (Benteen, Barack Academy, or Parkside)	Varying
Martin Luther King Middle School	1 mile
Maynard H. Jackson High School	2 miles

The sites are prime locale for staff and students of higher education institutions. Georgia State University's (GSU) campus is approximately 0.5 miles away, while the Atlanta University Center (AUC), which includes Clark Atlanta University, Morehouse College, Morehouse School of Medicine, Spelman College, and Morris Brown College, is only 1 mile from Cooper and Richardson. GSU employs over 10,000 workers and has an enrollment of 53,000 students. The AUC contains over 12,000 students, faculty, and staff across all institutions.

In addition to local schools, the development site is directly adjacent to the Mechanicsville

Fulton County Library, providing additional opportunities for learning outside of the classroom. The Mechanicsville Civic Association regularly hosts their monthly meetings at the library. The organization represents the heart of civic engagement in the neighborhood, organizing events and opportunities for civic participation.

Nearby historic, cultural, and religious centers highlight the Cooper/Richardson site's centrality to the City of Atlanta. Just a few minutes' drive from the area are numerous museums and cultural attractions such as Georgia State Capitol Museum (0.5 mi), College Football Hall of Fame (0.8 mi), National Center for Civil and Human Rights (0.9 mi), Spelman College Museum of Art (1 mi), and the African Diaspora Art Museum (1.5 mi).

Entertainment attractions proximate to the sites include Georgia State University sports arenas (0.3 mi) for football, basketball, and baseball that frequently host other events such as concerts and conventions. Home for the city's professional sports teams, the Atlanta Falcons and Atlanta Hawks, are less than a mile away at Mercedes-Benz Stadium (0.8 mi) and State Farm Arena (0.8 mi). Zoo Atlanta is also in close proximity, about 1.5 miles to the east.

Retail and commercial options abound in the area, with the nearest grocery store, Publix, just under three-fourths miles east of the site. The next closest is Azalea Fresh Market, Atlanta's first city-backed, full-service grocery store, located less than mile to the north in the heart of Downtown Atlanta. Dining options include a variety of cuisines and restaurant styles from national fast-casual chains such as Tropical Smoothie (0.5 mi) and Cava (0.5 mi) to local establishments such as Wood Chaple BBQ (0.8 mi) and James Beard Award semifinalist Southern National (0.8 mi).

Current and Upcoming Development Activity

Mechanicsville sits within one of Atlanta's most active redevelopment areas. Several major investments are influencing market conditions and housing demand in and around the neighborhood. Just 0.5 miles east of the Cooper and Richardson sites, Georgia State University and Atlanta-based developer Carter invested more than $1 billion over the past decade in 85 acres surrounding the former Atlanta Braves stadium. The redevelopment of the former Turner Field area into GSU's athletic campus has brought substantial educational, institutional, and residential investment to the area. Thirty-five (35) acres were developed into a true mixed-use development that includes a Publix grocery store, multiple multifamily and retail options, for-sale townhomes, student housing, office space, along with fast-casual and chef-driven restaurants. Most recently, one of the last remaining large vacant parcels was sold to Kaiser Permanente for the future development of a major healthcare facility. The creation of MARTA's first Bus Rapid Transit line will connect this district to Downtown to the north and the Southside Beltline trail to the south.

Just north of the sites are two of Downtown Atlanta's largest real estate development projects ever. Centennial Yards and South Downtown are transforming the historic Downtown area with the injection of entertainment venues, hospitality options, office and start-up space, commercial and retail investment, and housing options. Centennial Yards is a $5 billion, 50-acre ground-up mega-development transforming a former railyard site known as the Gulch. Many new aspects of the roughly 6 million square foot mixed-use development have already started delivering, including residential towers like The Mitchell, hotels such as Hotel Phoenix, and a major entertainment venue Cosm. South Downtown is an adaptive reuse effort focused on restoring historic 1920s commercial buildings. Atlanta Tech Ventures has spearheaded the effort, investing $140 million in renovating dozens of historic buildings across a multi-block district to develop boutique residential housing options, creative offices, and local food and beverage spots. Together, these developments, along with the adjacent Mercedes-Benz Stadium, were the epicenter of the 2026 FIFA World Cup games in Atlanta, hosting approximately 500,000 visitors from around the world.

To the west of Cooper/Richardson, the most significant upcoming commercial addition is the proposed redevelopment of the former West End Mall into One West End – a mixed-use transit-oriented shopping district. The proposed development plan introduces hundreds of new multifamily rental housing units, as well as new commercial, shopping, and office uses. Additionally, the same developer behind GSU/Summerhill redevelopment, Carter, just sold the 1.1 million square foot historic adaptive reuse complex The MET to Atrium Health to develop a $700 Million health care complex in partnership with nearby Morehouse School of Medicine. An independent analysis by HR&A Advisors estimates the project could spur roughly 5,400 construction jobs and 4,800 permanent roles when fully built, including roughly 150 healthcare providers and 1,000 new health system employees, with an economic impact in the ballpark of $1.25 billion annually.



Market Overview

The Cooper/Richarson sites represent a compelling opportunity for missing-middle, mixed-income housing development. Mechanicsville is one of Atlanta's most strategically located reinvestment neighborhoods. Immediate access to Downtown employment, educational institutions, transit infrastructure, and major redevelopment initiatives helps create strong long-term housing demand. Similar to adjacent neighborhoods including Summerhill, Pittsburgh, and Grant Park, Mechanicsville has experienced increasing investor interest and redevelopment activity as households seek more centrally located housing options.

A demographic analysis of the American Community Survey (ACS) census data within a two-mile radius of the Cooper and Richardson sites was conducted to assess current market

conditions. The area contains approximately 87,100 residents, 36,800 households, and more than 43,400 housing units. The study areas' population has increased by 23% from 2010 to 2024 (70,836 to 87,101). While the majority (58%) of the study area population identify as black, the growth rate has continued to decline over the past decade, although it has slowed from a -30% decrease in 2010 to a -18% decrease in 2020. Residents who identify as white make up 30% of the population in the area, and the growth increased 32% between 2010 and 2020. All other race groups in the study areas' population have increased by 74%.

Like other neighborhoods surrounding Downtown Atlanta, Mechanicsville is experiencing increasing development pressure driven by proximity to employment centers, higher education institutions, transit infrastructure, and major public investments. These conditions create a strong foundation for new residential development while highlighting the importance of providing housing options that remain attainable to existing and future residents.





Population Growth and Housing Demand

The study area exhibits several characteristics that support continued demand for missing middle housing products.

The population is relatively young, with a median age of approximately 32 years and a large concentration (58%) of residents between the ages of 18 and 44. This age cohort represents the primary household-forming years when residents typically seek larger rental units, starter homeownership opportunities, and housing located near employment and transportation networks.

The average household size in the study area is larger than the City of Atlanta as a whole. Average household size is approximately 2.62 persons compared to 1.98 citywide. Owner-occupied households average 2.72 persons, while renter households average 2.43 persons. These figures could suggest stronger demand for family-sized housing products than is typically found elsewhere in the city.

Despite ongoing demographic changes across central Atlanta neighborhoods, the area remains home to a substantial number of families and multigenerational households. This household composition supports the development of two- and three-bedroom housing products that can accommodate both current residents and new households seeking housing close to Downtown Atlanta.

Demographic Fast Facts:

- **Population Age:** Median age is approximately 32 years, with a large concentration of residents in prime household-forming years.
- **Household Size:** Average household size is 2.62 persons, substantially larger than Atlanta's citywide average of 1.98 persons.
- **Mixed Income Market:** Household incomes span a broad range, with both 31% of households earning less than $35,000 and 33% earning more than $100,000.
- **Cost Burden Households:** Nearly four in ten households are cost burdened, spending at least 30% of their income on housing.

The study area's estimated median household income is approximately $64,600. Household incomes are distributed across a broad spectrum, indicating demand for a variety of housing products and price points. Approximately one-third of households earn less than $35,000 annually, while roughly one-third earn more than $75,000 annually. About 12% of households report incomes exceeding $200,000 per year.

Housing affordability remains a significant issue throughout the study area. Approximately 39% of households spend more than 30 percent of income on housing costs, and nearly 23% spend more than 50% of income on housing costs. These figures exceed citywide averages and suggest there may be demand for housing options that can alleviate cost burdens.

The study area's housing market reflects the growing importance of ownership opportunities near Downtown Atlanta. Approximately 38% of occupied units are owner-occupied, while 62% are renter-occupied, and there is an 11% vacancy rate. A third (31%) of the market is made up of single-family detached homes, and over half (51%) of the market contains multifamily buildings with 10 or more units. Owner-occupied units tend to be larger, with most (64%) having either 2 or three bedrooms. Rental units in the area are smaller, with 74% containing 1 or 2 bedrooms. Owner-occupied home values reflect the demand for homes in City center neighborhoods, with only a 5% difference between median home values in the area ($394,433) and the City of Atlanta at large ($417,320).

The study area demonstrates strong workforce indicators with nearly one-third of residents holding a bachelor's degree or higher. Resident employment is concentrated in professional services (19%), education & health care (21%), and arts and entertainment (11%), major sectors that anchor Atlanta's economy. A strong employment base may support demand for housing that allows workers to live near employment centers and transportation.

Additionally, the neighborhood's central location provides residents with access to major employment centers throughout Downtown, Midtown, and the greater Metro-Atlanta region. Transportation patterns indicate that over half (54%) of workers drive or carpool to work, while public transit usage exceeds citywide averages (8% vs. 6%), reflecting the area's proximity to MARTA rail and bus service. Roughly 30% of workers also work remotely.

Ownership, Rental, and Commercial Market Conditions

The market for missing middle rental and ownership in Mechanicsville is relatively unproven. An analysis of CoStar data reviewed properties built since 2000 with two to sixty-five units

within a 2-mile radius. CoStar data for smaller multifamily properties such as missing middle housing is often self-reported, updated irregularly, or estimated based on available market information. As a result, some data points may not fully capture current market conditions, particularly for individually owned or recently completed properties that do not consistently report operating data. To support the missing middle market data from Costar, census data was also analyzed for similar data sets but was not filtered to focus only on missing middle. It instead reflects the entire housing market for renter- and owner-occupied units unless otherwise stated.

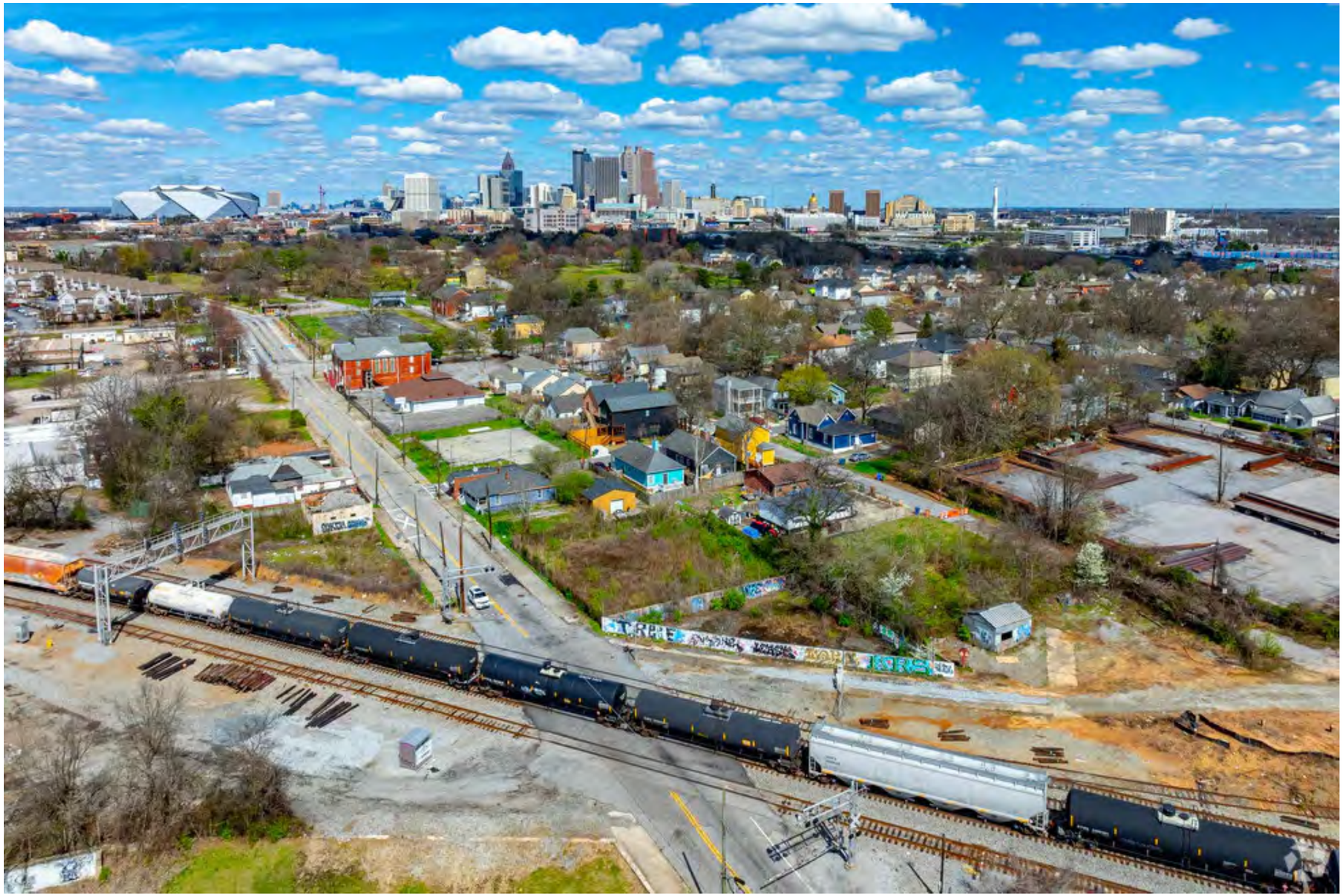
The market contains approximately 503 multifamily units across 29 buildings, with an average building size of seventeen units. Twenty-eight units are currently under construction. Vacancy within the 2-mile study area is approximately 6.3% (Costar), compared to the City's 11% (ACS), and average market rents are approximately $1,128 per unit (Costar). ACS data reveal that across all housing types, the median rent for a one-bedroom is $1,432, whereas reported data from Costar, missing middle rent for a 1-bedroom asks $1,099 in 2026. For 2-bedroom units the difference is $1,774 (ACS) vs $1,210 (Costar). The average sale price is approximately $168,000 per unit as reported by Costar and there has been no significant sales activity over the past twelve months reported within the dataset.

Average multifamily rents in the area have increased 5% since 2025, following 2.5% growth the prior year. In 2025, 10 new units were delivered, and 14 units were absorbed in the market. While in 2024 132 units were delivered and 59 units were absorbed. This demonstrates an active market with demand for new products, but developers should consider a phased approach for new developments to limit risk. Currently, 28 units are under construction.

Expanding beyond strictly missing middle developments with less than 65 units reveals demand for missing middle typologies such as townhomes and stacked flats. Some of the comps included are part of larger multi-phase developments.

Kennett 776, a nearby new construction rental townhome development, has 102 units offering 2- and 3-bedroom options well suited for families and has 1% vacancy. Rents range from $2,548 for 1,059 sf to $2,791 for 1,314 sf.

Another nearby townhome apartment property, Saylor at Southside, contains 110 units ranging from 2- to 4-bedroom units. Rents start at $2,631 for 2-bedroom units in 1,272 sf to 4-bedroom units in 1,632 sf. Current vacancy stands at 6.4% well below the market average 11%.



Project Sponsors

Atlanta Urban Development

About AUD

AUD is a non-profit, independent subsidiary of Atlanta Housing and is responsible for facilitating the development of publicly owned land as mixed-income communities that contribute positively to the needs of the City and its residents. The organization has been designed from the ground up to realize a new model of mixed-income housing development through a unique toolkit of local funding and financing sources.

Additionally, AUD was structured to create new efficiencies in procurement, long-term phased development, and partnerships with development teams, as well as with other public and nonprofit stakeholders.

AUD intends to work closely with the selected development partner during procurement, pre-development, construction, stabilization, and beyond. The following sections provide an overview of AUD's background, priorities, available resources, and partnership structure for the redevelopment of the bundled parcels.

Atlanta Urban Development is a specialized nonprofit tasked with turning public land assets into marketable, mixed-income housing developments that offer quality, affordable, stable homes for all Atlantans. AUD is equipped with a unique toolkit to achieve affordability goals and facilitate project development. AUD will actively partner with developers and stakeholders to create inclusive communities where residents can thrive. AUD is governed by an independent board appointed by Atlanta Housing and the City of Atlanta, is directed by CEO John Majors, and employs a staff dedicated to public land development.

Values

AUD will select a developer that demonstrates its ability to strategically partner to meet the following organizational priorities.

Develop projects that introduce, deepen, or widen affordability offerings in accordance with AUD's Private Enterprise Agreement (attached as a link to this RFQ) and provide long-term affordability to stabilize tenants and neighborhoods.

Represent the City of Atlanta and other public partners to ensure that projects align with shared housing and neighborhood development priorities, including affordable and stable housing for families with school-aged children, and introducing development into up-and-coming markets, especially in support of the City's Neighborhood Reinvestment Initiative.

Deploy innovative solutions for procurement, acquisition, financing, and deal structuring to optimize a project's benefit to the public.

Deliver permanently affordable homeownership opportunities through leveraging AUD's innovative use of public subsidy and financing tools to create lasting community stability while maintaining high design standards and alignment with the historic fabric of the neighborhood.

The AUD model provides affordability through innovations in public subsidy and financing, without compromising on construction or architectural quality. AUD properties should be market-competitive with healthy financial performance that ensures holistic public goals can be met.

Available Resources

As required by a project's capital plan, AUD's participation in deals may unlock unique resources and subsidy sources to maintain the financial viability of the project while meeting affordability and neighborhood development goals:

Channel publicly sponsored financial incentives to lower the cost of capital for construction and permanent financing, including:

Housing Production Fund: mezzanine, early-draw predevelopment and construction financing that may cover up to 20% of residential construction costs. Housing Production Fund use is subject to availability. To access Housing Production Fund, AUD must hold at least a 51% long-term ownership share of the residential portion of the project.

Below-market permanent financing: AUD will coordinate access to public financing tools that may unlock below-market permanent financing

Full property tax exemptions for the rental housing portions of projects that meet AUD's affordability requirements and other programmatic requirements of the Private Enterprise Agreement.

AUD will help coordinate relationships between public authorities, financial partners, and governing entities to secure access to public resources throughout the development process on behalf of the development partnership. This includes working with the selected developer to maintain relationships with AUD, Invest Atlanta, the Urban Residential Finance Authority, the Tax Assessor of Fulton County, the City of Atlanta, Atlanta Beltline Inc., and others.

AUD can also help coordinate relationships to support applications for Historic Tax Credits,

New Markets Tax Credits, or other federal and state funding sources.

Partnership Structure

Once a Respondent is selected, AUD will work to establish partnership terms.

On public land developments, AUD or an affiliated public entity will retain a majority interest (50%+) in the residential portion of the development during construction and after stabilization, excluding parts of the redevelopment dedicated to homeownership. The AUD model is centered around strong development partnerships with private sector experts, solidified in a joint venture structure. The JV partnership agreement will ensure that risk and project upside are appropriately structured and aligned across development partners. Risk and profit sharing will be negotiated between AUD and the development partner and will be commensurate with ownership interest, activities, and financial participation of the parties involved.

The selected development partner will be responsible for ensuring the successful completion of construction and stabilization of the Project, including:

Providing or compiling a capable, experienced, professional development team to realize AUD's and the City's goals of this procurement and development.

Playing a significant role in ensuring that the final site planning and design align with the initial master plan and project priorities.

Securing financing for construction, including appropriate guarantees, and providing a permanent finance takeout plan.

Working with partners to ensure the seamless integration of both parcels into broader area growth infrastructure planning.

Supporting the development of community amenities as determined by the development agreement

Leading vertical site development as determined by the development agreement

Participating in ongoing community engagement and communications throughout the development of the property

Marketing housing units to future renters, commercial tenants, and other users

Because of the importance of AUD projects to the City's future planning goals, AUD anticipates a close working relationship with development partners from predevelopment to asset stabilization. Partnerships may be structured to continue into operations or may be dissolved at stabilization. The AUD model is designed to allow project appreciation and value growth, representing a unique opportunity to enjoy limited-risk upside through AUD partnership.

In addition to facilitating relationships with public entities, AUD will support ongoing collaboration with aligned public partners, foundations and nonprofits such as City of Atlanta, Invest Atlanta, Community Foundation of Greater Atlanta, and others. AUD will support ongoing partnerships with community members that were established during the City of Atlanta's community engagement and rezoning processes.

City of Atlanta

The City of Atlanta, under the leadership of Mayor Andre Dickens, is committed to expanding affordable housing opportunities, with a particular emphasis on homeownership. Recognizing the importance of stable, long-term housing solutions, the Mayor has set an ambitious goal to build or preserve 20,000 units of affordable housing by 2030. The City plays a key role in the redevelopment of public land across the City. The City serves as an advisor to its partners at AUD.

Potential Resources

The City of Atlanta recognizes the need for support across agencies, departments, organizations, and partners to meet the holistic project goals. While the expectation is that much of the development of the Cooper and Richardson Street properties is self-capitalizing through the use of AUD's development tools, additional resources may be required to meet other broader economic development, community development, affordability, and homeownership goals.

The City of Atlanta expects the development team to do its best to align development programming and timelines with the subsidy requirements of public and non-profit entities to reduce project costs and support efficient and timely delivery. Below is a list of some of the funding and resources that may be available for project development.

Stadium Area Tax Allocation District (TAD) Programs

Both parcels are located within the Stadium Tax Allocation District (TAD), which is a designated economic development zone managed by Invest Atlanta. For more information and detail, the Stadium TAD Redevelopment Plan is included as an attachment. Both the City of Atlanta and AUD will assist the chosen respondent in accessing all available resources via the Stadium Area TAD.

TADs are a redevelopment tool by which governments can provide financial assistance to eligible public and private redevelopment efforts within an officially designated area. Stadium Area TAD financing tools include:

Resurgens Grant Funding: Invest Atlanta intends to utilize available tax increment from the Stadium Area Tax Allocation District to provide gap financing for catalytic real estate projects. Under the Resurgens Fund program, qualified property owners and/or developers may apply for a grant to aid in the construction of small- to medium-sized catalytic real estate projects, including but not limited to single-family and multifamily residential projects, commercial (retail/office) property development, and public infrastructure or public facility improvements within the designated TAD boundary.

Invest Atlanta's priority objectives for projects seeking to apply for Stadium Area TAD funding through the Resurgens Fund include:

- Creation of new or renovated affordable, workforce residential development, including new for-sale affordable residential options, located at or adjacent to existing MARTA stations and/or bus stops, and planned Stadium Area BRT stations;
- Reuse of historic, vacant and/or obsolete buildings and redevelopment of parking lots

into activity-generating uses; and

- New retail development that provides neighborhood goods and services, dining options, or cultural amenities, and contributes to the accessibility of living-wage jobs within the Stadium Area TAD neighborhoods.

Pay As You Go Incentives: Invest Atlanta invites qualified developers and property owners to apply for Stadium Area TAD Pay As You Go funding assistance for large-scale catalytic real estate projects within the Stadium Area Tax Allocation District. Pay As You Go Financing is not an upfront grant; it is a program that reimburses eligible projects for a portion of their annual property taxes. Once a project is completed and the property tax revenues it generates increase, property taxes paid are eligible for partial annual reimbursement.

Invest Atlanta's priority objectives for projects seeking to apply for Stadium TAD funding through the Pay As You Go program include:

- New mixed-income residential development located along or adjacent to future Atlanta Streetcar or other transit routes, existing MARTA stations and/or bus stops, and planned BRT stations;
- Reuse of historic, vacant and/or obsolete buildings and redevelopment of parking lots into activity-generating uses; and
- New commercial development that provides neighborhood goods and services, access to fresh and healthy foods, dining options, or cultural amenities.

Additional Resources and Layered Financing

Depending on the final project program, additional financing may be available from philanthropic foundations, federal programs (such as HUD's HOME or CDBG funds, NMTC), or public-private partnerships structured through community development financial institutions (CDFIs). Projects that incorporate green infrastructure, energy efficiency, or job training components may also qualify for sustainability or workforce grants.

Coordination with permitting and other City offices

The City of Atlanta works closely across its permitting and capital improvements staff to support the redevelopment of public land through AUD. These working relationships can be leveraged to support a timely and cost-efficient redevelopment of the site. • Ongoing coordination with partners and community The City of Atlanta's Housing Innovation Lab has been an integral leader in the design and rezoning of the Lakewood Heights site, including working closely with community members to articulate a vision for the future of the site. The City may continue to elevate these relationships and support coordination between the project team and the community to ensure that the development has a positive impact on existing community members and stakeholders.





Section 06

Procurement Requirements

Overview, Timeline and Scoring Criteria

The deadline for submission of responses is 11:59pm Eastern Time on 12/4/2026.

Please refer all communications, questions, and submissions to **admin@atlurbdevco.com.**

Project Leadership

The Atlanta Urban Development Corporation seeks a qualified partner for the development of the Cooper Street and Richardson Street parcels. AUD is leading this initiative directly and is seeking Qualification Packages from those interested in partnering to develop the project. Applicants must be in good standing with City of Atlanta agencies, including, but not limited to, AUD, Invest Atlanta, and Atlanta Housing.

For all correspondence related to this procurement, please direct your communications to:

John Majors
Chief Executive Officer, AUD
admin@atlurbdevco.com

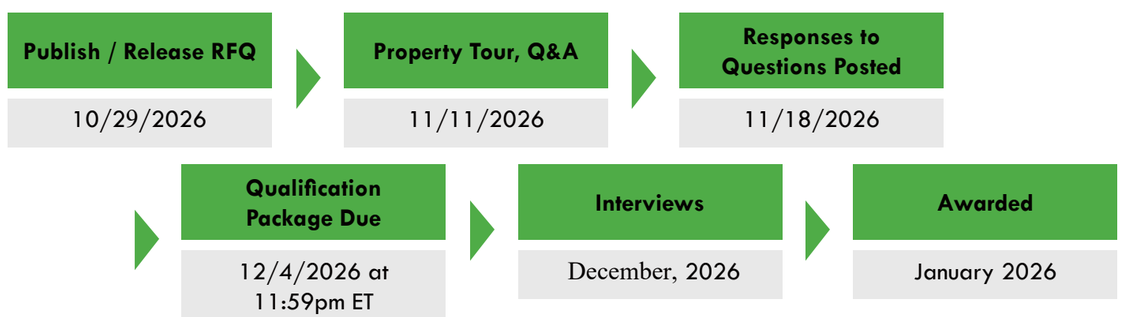
Please pay careful attention to submission requirements, as these will be the basis for evaluation. For each submission section below, AUD will accept only a limited number of 8.5" x 11" pages. Additionally, applicants may upload up to 10 pages of supplementary material (appendix) that provide additional context to their application. Supplemental material may be referenced by the evaluation team, but will not be the basis upon which applicants are evaluated.

AUD issues Requests for Qualifications to provide applicants with the ability to highlight team strengths, vision, and capacity to execute the Project. Respondents should tailor their applications to best demonstrate their ability to form strong partnerships that can work with AUD to realize the Project's Development Priorities. Respondents are not expected to provide full development plans and are expected to work with AUD during negotiations to come to a satisfactory development agreement between parties.

CRITERIA	SUBMISSION COMPONENT	MAXIMUM NUMBER OF 8.5x11 PAGES
N/A	1. EXECUTIVE SUMMARY	2
N/A	2. TABLE OF CONTENTS	1
Project Vision and Narrative – 30 points	3. PROJECT VISION	3
Team – 30 points	4. TEAM ROLES AND RESPONSIBILITIES	4
	5. KEY PERSONNEL EXPERIENCE	6
	6. ADDITIONAL PERSONNEL EXPERIENCE	4
Ability to execute – 40 points	7. PROJECT DELIVERY PLAN	4
	8. FINANCIAL QUALIFICATIONS AND CAPACITY	6
TBD	APPENDIX	up to 10 pages max.

Timeline

The deadline for submission of responses is 11:59pm Eastern Time on 12/4/2026. Responses received after the deadline will be considered late and will not be opened. Qualifications packages must be emailed to admin@atlurbdevco.com.



Scoring Criteria

CRITERIA	MAX POINTS
Project Vision and Narrative (does this proposal advance the City's goals for the site(s) and respond appropriately to market, community, and site conditions?) • Alignment of vision to development priorities and commitments on pages 18-21 • Quality of the overall bundled site strategy	30
Team Composition (who is on the team and how is it organized?) • Team composition and organization • Organizational structure of team • Personnel experience, including exp. with community-based development projects	30
Ability to Execute (what evidence demonstrates they can successfully deliver these sites?) • Bundled Site Delivery Approach • Missing Middle Experience • Financial qualifications • Multi-Site Delivery Capacity	40

Submission Requirements

Project Vision and Narrative

1. Project Vision – 3 pages

Respondents should provide a high-level description of their vision and program for the bundled sites portfolio and each site. The vision should include how the redevelopments will support the neighboring communities in line with the Development Priorities. Respondents should also lay out how their vision aligns with AUD's Values outlined on page 28, and the City of Atlanta's Values, outlined on page 31.

The bundled site strategy should communicate a sound relationship between the two sites, strong proposed housing outcomes, and a clear approach to advancing City priorities across the portfolio. Respondents should provide a bundled site portfolio strategy that includes:

- A wide variety of unit types and sizes creating a unique mix of housing options catering to a diverse population.
- Fair distribution of affordable units across the two sites;
- Mixed-income housing options that are attractive and marketable to market-rate tenants or buyers.
- Sitewide housing density, sidewalks, and tree preservation and planting compatibility with existing development along Cooper, Eugenia, Formwalt, Fulton, and Windsor Streets;
- Consideration of all the neighborhood conditions for zoning approval and inclusion, where mandated by the zoning code;

Each site-specific vision should communicate an understanding of its current development context, including both opportunities and challenges presented by the site, and how these will be addressed in the development. While AUD does not expect fully fledged concepts for redevelopment in responses, applicants must communicate an understanding of the setting in which the development is occurring and use this to ground their vision for a mixed-income residential development in a historic district.

Team Composition

2. Team Roles and Responsibilities – 4 pages

An overview of the application team, including:

- A chart that includes a description of each team member's organization and their role and responsibilities on the development team, including but not limited to development firms, architecture and engineering firms, legal counsel, financial partners, investors, shareholders, and other contractors, service providers, or partners, as applicable;
- Identification and resumes of key personnel who will work on the project, including a short overview of background, years of experience, educational background, and employment history for each primary individual;
- Identification of any additional personnel who may play a meaningful role in the project, including an outline of their role and responsibilities and brief relevant background information;
- Identification of a single point of contact for future communications related to this procurement, including contact person's name, title, organization, address, telephone number, and email address;
- Proposed structure of the development entity (e.g. LLC), including members and roles.

For applicants responding as individuals or partial teams, please indicate which personnel roles will need to be procured after selection, as well as a brief description of your experience compiling development teams.

As applicable, please indicate whether team members demonstrate a commitment to diversity and inclusion, including through promoting MBEs, FBEs, and SBEs.

An MBE, FBE, or SBE may also apply and be selected to this procurement independently. Those that meet the qualifications of the RFQ are encouraged to submit their qualifications for consideration. For an MBE, FBE, or SBE that plans to participate on a contract, AUD encourages but does not require certification as an MBE, FBE, or SBE and registration with the City of Atlanta's Office of Contract Compliance M/FBE Register. AUD defines SBEs as businesses whose gross sales do not exceed $2.5 million in the recent calendar or fiscal year.

3. Key Personnel Project Experience – 6 pages

Please highlight 2 to 3 projects on which key personnel of the respondent team have played a central or lead role that best highlights the team's ability to achieve the Development Priorities and responsibilities of the redevelopment. These projects may include:

- Experience with development in historic districts;
- Engagement with public or quasi-public entities like AUD;
- Experience with missing middle housing development;

- Experience developing similar housing product in similar market conditions;
- Public-Private Developments with creative ownership and financing structures.

Each project example should include:

- Name and location of the project;
- Site plans, massings, renderings, or photographs;
- Respondent team members involved on the project and role;
- Other firms involved on the project;
- Development timeline;
- Details of the project financing, including sample deal sheets and respondent's role in structuring deal.

4. Additional Personnel Project Experience – 4 pages

Please provide an overview of an additional 3-5 projects that highlight the experience of other non-key personnel from the respondent team. Each project should include, at a minimum

- Name and location of the project
- Respondent team personnel involved in the project and role
- Visual or textual material that demonstrates team member contribution
- Other firms involved in the project
- Scope of development

Ability to Execute

5. Project Delivery Plan – 4 pages

A specific plan for phasing development across the two sites, including timing and vision for tenure and affordability on the two sites;

- The respondents should provide a proposed plan for execution that outlines:
    - Respondents should provide a clearly articulated vision for how they intend to work together with the project team, AUD, and partners to ensure that the Development Priorities for the site and neighborhood are achieved.
    - How the respondent proposes to work with AUD during construction, including shared responsibilities and resource uses in line with the AUD Resources, AUD Partnership Structure, and City of Atlanta Additional Resources sections;
    - The proposed partnership structure with AUD and considerations for how responsibilities would be allocated;
- A description of the steps necessary to evaluate due diligence, financing, pre-development, design approach, integration with existing planning, construction, community engagement, lease-up, property management, and long-term operations;
- AUD will disregard respondents whose development plan contemplates use of Low Income Housing Tax Credits.

6. Financial Qualifications and Capacity – 6 pages

Respondents must provide evidence of their team's financial capacity and demonstrate their financial ability to undertake the project. For respondents that are not publicly traded, audited financial statements in U.S. dollars for the three most recent years must be provided. If the Respondent is a joint venture or partnership, financial statements for each partner are required. In addition to financial statements, additional evidence shall include two financial references, a letter from a financial institution with whom the Respondent has a relationship, and the identification of sources of equity or debt capital that may or will be used for the Project.

Please do not submit financial information in the submission package. AUD will provide separate instructions for confidentially submitting financial documents.

Additionally, Respondents should disclose any potential or actual conflicts of interest.

Attachments

Updated Survey

Existing Site Plan

Site Tour Waiver & Release Form

AUD Private Enterprise Agreement Overview

AMI Table

Stadium TAD Docs

