



ON BEHALF OF THE PHILADELPHIA REDEVELOPMENT
AUTHORITY

REQUEST FOR PROPOSALS

MILL CREEK ASPEN STREET ET AL 110220

PHILADELPHIA, PA 19139

~~NOVEMBER 2, 2020~~

~~JANUARY 19, 2021~~

REVISED
FEBRUARY 5, 2021

PHILADELPHIA HOUSING DEVELOPMENT CORPORATION
LAND MANAGEMENT
ON BEHALF OF THE PHILADELPHIA REDEVELOPMENT AUTHORITY
1234 MARKET STREET, 16TH FLOOR
PHILADELPHIA, PENNSYLVANIA 19107

NOTICE: The Philadelphia Redevelopment Authority is subject to the Pennsylvania Right to Know Law. Any information provided in your response to this Request for Proposals may be subject to disclosure to the public. Documents provided in response

to this RFP may also be required to be disclosed by applicable law, subpoena, and/or court order.

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EXHIBITS

- A – LEGAL DESCRIPTIONS
- B – SITE PLANS
- C – LAND DEVELOPMENT PURCHASE APPLICATION
- D – SOURCES AND USES OF FUNDS WORKSHEET
- E – HUD 2020 FAIR MARKET RENTS

I. INTRODUCTION

The Philadelphia Housing Development Corporation ("PHDC"), on behalf of the Philadelphia Redevelopment Authority ("PRA"), is soliciting proposals from developers to acquire and develop one (1) parcel located in the Mill Creek neighborhood for an affordable "Tiny House" Pilot Rental Housing Project for people exiting homelessness in accordance with this Request for Proposals ("RFP").

NOTE: This "Tiny House" Pilot Rental Housing Request for Proposal (RFP) is only for:

- The disposition of land
- With the opportunity to obtain up to two (2) year operating support provided as rental assistance.

No construction financing or capital funding is included nor will any construction funds be made available for this project.

It is expected that any proposal submitted will be privately financed.

The site consists of the following addresses (collectively, the "Development Site"):

1. 4917 Aspen Street

The Development Site has an aggregate appraised fair market value of \$352,000.

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II. SUMMARY DATA

- Development Site: The legal description and site plan are attached as Exhibits "A", respectively
Deposit: The greater of \$10,000 or 10% of Offer Price; The Redevelopment Authority reserves the right to waive this deposit upon consideration of a written request. Given the target population and the innovative nature of this RFP, The Redevelopment Authority anticipates disposing of the subject parcel for nominal pricing. Applicants are encouraged to outline how they intend to leverage the discounting of the land value to provide an optimal development
- Zoning Classification: RM-2;

III. SCOPE OF DEVELOPMENT

Applicants are expected to submit competitive proposals for the entire Development Site. Proposals for less than the entire Development Site will not be considered.

IN ADDITION TO ALL OTHER REQUIREMENTS, ALL APPLICATIONS MUST MEET EACH OF THE FOLLOWING REQUIREMENTS (A, B, AND C BELOW) TO BE CONSIDERED:

- A. A minimum of 12 units (600 square feet) must be developed based on current zoning.
- B. Features and finishes for all units must be consistent throughout the development.
100% of residential rental units produced shall be reserved for renters meeting the definition of literally homeless as determined by the City of Philadelphia Office of Homeless Services (OHS). Referrals will come from the City's Coordinated Entry and Assessment-Based Housing Referral System (CEA-BHRS), with prioritization of referrals from emergency and temporary housing of people aged 65 and over and those with disabilities who are most vulnerable to COVID-19. This would likely focus on people who are stably residing in temporary housing.

Any Application, as defined below, not meeting each of these requirements will be disqualified and ineligible for consideration.

IV. OBTAINING SUBMISSION MATERIALS

Submission materials are available on the webpage reserved for this RFP located on PHDC's website at www.phdcphila.org/developers/development-rfps/

V. PRE-SUBMISSION CONFERENCE

A pre-submission Zoom conference (non-mandatory) will be held on November 15, 2020 at 10:00 AM to answer any questions regarding this RFP. Interested parties are urged to attend this conference. If you are interested in attending this virtual conference, please contact Tracy Pinson-Reviere at Tracy.Pinson-Reviere@phdc.phila.gov by close of business November 9, 2020.

VI. SUBMISSION SCHEDULE & DEADLINES

All Applications (as hereafter defined), **along with a good faith deposit in the amount of \$10,000 or 10% of the offer price, whichever is greater**, must be received on or before

4:00 PM on December 11, 2020. The Redevelopment Authority reserves the right to waive this deposit upon consideration of a written request.

Applications may be submitted either:

- (1) on-line by clicking the Online Submission button located on the webpage reserved for this RFP on PHDC’s website; or
- (2) by U.S. mail return receipt; by a nationally recognized delivery service (e.g., FedEx), or (ii) by hand delivery. See Section VIII for the mailing address.

The only acceptable evidence of timely delivery will be (i) a U.S. mail return receipt or a receipt from a nationally recognized delivery service (e.g., FedEx) showing the date of delivery, (ii) a time-stamped receipt from the PHDC/ Philadelphia Redevelopment Authority receptionist if hand delivering an Application or deposit; and (iii) an electronic submission date/time stamp.

The dates indicated below are estimates only. PHDC and the Philadelphia Redevelopment Authority reserve the right, in their sole and absolute discretion, to alter this schedule as deemed necessary or appropriate.

Schedule	Date
RFP Posted	November 6, 2020
Pre-submission Conference	November 23, 2020 at 10:00 AM
Questions Due*	November 27, 2020 at 4:00 PM
Questions and Answers Posted	December 4, 2020 at 4:00 PM
Submissions Deadline	December 11, 2020 at 4:00 PM
Developer Interviews (as applicable) week of	December 18, 2020
Estimated Selection Date	February 26, 2021

* All questions regarding this RFP must be submitted in writing by email to: RFP@phdc.phila.gov with the subject line “**Questions – Mill Creek Aspen Street RFP**”.

Questions will not be accepted by telephone. Questions will only be accepted until November 27, 2020 at 4:00 PM. All questions and a response to each will be posted on the webpage reserved for this RFP located on PHDC’s website no later than December 4, 2020.

VII. SUBMISSION REQUIREMENTS

A. Application

A completed General Application to Purchase Property attached as Exhibit “E” (“General Application Form”) along with all other required attachments, forms, and supporting documentation (collectively and together with the General Application Form, “Application”) must be submitted.

YOU ARE STRONGLY ENCOURAGED TO UTILIZE THE INSTRUCTIONS FOR GENERAL APPLICATION TO PURCHASE PROPERTY ATTACHED AS EXHIBIT “D” (“INSTRUCTIONS”) AND THE CHECKLIST ATTACHED TO THE INSTRUCTIONS.

Each Application must include the following items:

1. Application to Purchase Property attached as Exhibit “C”
 - a. Project Information
 - b. Development Capacity
 - c. Tax Status Certification Request (Page 13, Signature Required),
 - d. Conflict of Interest, and Additional Disclosures Form (Page 14 –16, Signature Required)
 - e. Certificate of Non-Indebtedness (Page 17, Signature Required),
 - f. Campaign Disclosure Forms Campaign Disclosure Forms (Page 18, Signature Required) Applicable for nominal and discounted pricing only.
 - g. Economic Opportunity Plan (Page 35, Signature Required),
2. Sources and Uses of Funds Worksheet attached as Exhibit “D”
3. Proof of Funds (see Instructions)
4. Preliminary Plans (see Instructions)
5. List of Completed Projects, if applicable (see Instructions)
 - a. List of Publicly Owned Property Acquired, if applicable (see Instructions)
6. Organizational Documents, if applicable (see Instructions)
7. Development Team Qualifications (see Instructions)
8. Narrative and Cover Letter (see Section B below)
9. Marketing Plan (see Section D below)
10. Deposit (see Section E below)

B. Narrative

A cover letter and written narrative describing the proposed development must be provided. The cover letter and narrative should be no longer than eight (8) pages in length with 1-inch margins and 12-point font size.

Cover Letter

The cover letter, no longer than two (2) pages, should be addressed to Angel Rodriguez, Senior Vice President of Land Management, and summarize and describe the proposed

development. The following elements must also be included and highlighted within the letter:

- Offer Price – Given the target population and the innovative nature of this RFP, The Redevelopment Authority anticipates disposing of the subject parcel for nominal pricing. Applicants are encouraged to outline how they intend to leverage the discounting of the land value to provide an optimal development;
 - Applications that seek a cash development subsidy will not be considered. This RFP is only for the disposition of land with the opportunity to obtain operating subsidy for a permanent tiny house development. No construction financing or capital funding is included nor will any construction funds be made available for this project;
 - Operating Subsidy Availability: Project Based Rapid Rehousing program funds are being made available by the City's Office of Homeless Services (OHS) through the Emergency Solutions Grant Program from the CARES (ESG-CV) Coronavirus Aid, Relief, and Economic Security Act of 2020 (CARES Act).
 - This program requires that a non-for-profit provider hold the rental assistance contract with OHS and manage the rent subsidy program. They would then be responsible for providing the range of programmatic services to residents while in the program, an anticipated term of 12-months with lease rental assistance being eligible for renewal for one additional 12-month span. time.
 - The lease for the units is between the tenant and owner of the building; the rental assistance agreement is between the owner and the not-for-profit service provider ensuring the service provider pays the rent to the owner, who commits the unit to the provider
 - This program provides for security deposit to be provided as well as Fair Market Rent as determined by HUD for the unit with the tenant responsible for paying 30% of their income.
 - The program can provide rental application fees, security deposit of up to 2 months' rent, and last month's rent paid to the owner at the time the security deposit and first month's rent are paid.
 - The gross rent amount must be at, or below rent reasonableness standard for a unit of comparable size, type, location, amenities, etc. There is a chance the reasonable rent for the unit may be lower than the Fair Market Rent. If the rent reasonable standard is lower than the advertised rent, funds cannot be used to rent the unit unless the landlord is willing to lower the rent amount.

- As with all HUD funded rental assistance programs, the units are subject to meet Housing Quality Standards prior to occupancy and then annually after that.
- Identification of a not-for-profit service provider can be done by the Applicant or at their request, by the Office of Homeless Services.
- More information about the Project Based Rapid Rehousing Program can be found at <https://www.govinfo.gov/content/pkg/CFR-2018-title24-vol3/xml/CFR-2018-title24-vol3-part576.xml#seqnum576.104>. the Office of Homeless Services, the Continuum of Care, and ESG funding opportunity can be found at:
 - <http://philadelphiaofficeofhomelesservices.org/wp-content/uploads/2020/07/ESG-CV-RRH-RFP.pdf>
 - <http://philadelphiaofficeofhomelesservices.org/>
- General overview of the development, including number and types of structures and units, square footage, and total development costs. Any required zoning variances or exceptions. Applicants are strongly encouraged to present proposal that are in accordance with existing zoning.

Written Narrative

The narrative should describe how the proposed project best achieves all requirements of this RFP along with the following elements listed below. Please boldface each element within the body of the narrative:

1. **Economic Opportunity and Inclusion:** Describe the identified development team's experience utilizing Certified M/W/DSBE firms - defined as Minority Business Enterprises (MBE), Woman Business Enterprises (WBE), Disabled Business Enterprises (DSBE), or Disadvantaged Business Enterprises (DBE) - and track record for engagement and inclusion of minority workforce.
 - a. Describe the project's plan for engaging M/W/DSBE firms and workforce.
 - b. Describe the M/W/DSBE existing certification for all individuals, corporations, and joint venture partners with a 10% or more ownership interest (include ownership or proof of ownership).
 - c. Include information for the most recent three projects identifying total development cost, MBE/WBE/DBE contractors and vendors, the percentage of participation of each and the respective dollar amounts awarded to said contractor and/or vendor.
 - d. Include information for general contractor and subcontractor participation and evidence of MBE/WBE/DBE existing certification and ownership.

2. Financial Feasibility:

- a. Describe the financial viability and assuredness that the project being proposed will be completed within a reasonable timeframe and at the cost proposed with identified and securable financing sources.
- b. Explain whether development costs are in accordance with industry norms.
- c. Explain the project's schedule considering the city's entitlement and permitting processes.
- d. Explain the timing of all funding sources identified on the project budget.

3. Development Team Experience:

- a. Explain the applicant's prior project experience. Detailed information should be provided for similar projects completed in the past three years and any history of development team members working together on prior projects.
- b. References for prior projects must be provided.
- c. Pictures of completed projects should be provided.
- d. Explain the applicant's capacity to complete the proposed project based on ability to secure financing and to complete the project in accordance with the submitted project schedule given current and future projects.
- e. Please address how the Development Team will recruit and integrate the Non-profit Service Provider required for obtaining Operating Subsidy.

4. Public Purpose:

- a. Explain whether the project meets or exceeds the definition of literally homeless as determined by the City of Philadelphia Office of Homeless Services (OHS) set forth in Section III.
- b. Explain whether the project creates low-moderate jobs along with the number of jobs expected to be created.
- c. Provide a detailed description of the project
- d. Describe any social impact component (e.g., access to fresh food, early childhood education, a community facility, or public open space) and the population served.
- e. Describe your approach to engaging and informing near neighbors before construction beyond what is otherwise required by the Philadelphia Code.

5. Project Design:

- a. Explain the overall design of the project along with the merits of the overall design. See section X, item 5 for encouraged design qualities.

- b. Explain any features for sustainable design including, without limitation, optimization of site potential, minimization of non-renewable energy consumption, environmentally preferable materials, protection and drainage of groundwater and storm water run-off, designed to LEED Silver or equivalent.
- c. Explain the accessibility features of the project. The project must be fully accessible to all individuals.
- d. List all properties to be included in the project including those not included in this RFP. Explain whether the project will require a zoning variance.

6. Offer Price:

- a. Given the target population and the innovative nature of this RFP, The Redevelopment Authority anticipates disposing of the subject parcel for nominal pricing. Applicants are encouraged to outline how they intend to leverage the discounting of the land value to provide an optimal development;

C. Economic Opportunity Plan

The employment of qualified M/W/DSBE firms is strongly encouraged. If the applicant is a Certified M/W/DSBE, please submit information to confirm certification as part of the Application. Applicants must complete and submit the “City of Philadelphia Economic Opportunity Plan” form attached as Exhibit “C”.

The City has established a citywide goal of 35% M/W/DSBE utilization; however, applicants are encouraged to seek the highest levels of M/W/DSBE attainment.

D. Marketing Plan and Income Eligibility

Applicants will receive referrals from the OHS Clearinghouse in conjunction with the required the Non-profit Service Provider.

E. Deposit

Applications must include a deposit in the amount of ten thousand dollars (\$10,000) or ten percent (10%) of the offer price, whichever is greater. The Redevelopment Authority reserves the right to waive this deposit upon consideration of a written request.

The deposit must be submitted along with your Application by the deadline and may be submitted either:

- (1) using the PayPal link located on the on-line submission form; or
- (2) in the form of a cashier’s check, certified check, or money order made payable to the “Philadelphia Redevelopment Authority” and delivered by U.S. mail return

receipt; by a nationally recognized delivery service (e.g., FedEx), or (ii) by hand delivery. See Section VIII for the mailing address.

The only acceptable evidence of timely delivery will be (i) a U.S. mail return receipt or a receipt from a nationally recognized delivery service (e.g., FedEx) showing the date of delivery, (ii) a time-stamped receipt from the PHDC/ Philadelphia Redevelopment Authority receptionist if hand delivering an Application or deposit; and (iii) an electronic submission date/time stamp.

The selected applicant's deposit will become "hard" money upon signing the purchase agreement, the form of which is attached as Exhibit "J".

At settlement, the deposit is converted into a "security completion" deposit (a/k/a performance deposit) and is held until the project is completed in accordance with the purchase agreement. If the selected applicant fails to timely provide the required deposit, the applicant may be disqualified at PHDC's/ Philadelphia Redevelopment Authority's sole and absolute discretion.

For those applicants not selected, the deposit will be refunded within thirty (30) days after mailing of a rejection letter. Interest earned on any deposits will not be paid to any applicant.

VIII. SUBMISSION OF APPLICATIONS

All Applications, **along with a good faith deposit in the amount of \$10,000 or 10% of the offer price, whichever is greater**, must be received no later than **4:00 PM on December 11, 2020**. The Redevelopment Authority reserves the right to waive this deposit upon consideration of a written request.

Absolutely no Applications will be accepted after this time.

Applications may be submitted either:

- (1) on-line by clicking the Online Submission button located on the webpage reserved for this RFP on PHDC's website; or
- (2) by U.S. mail return receipt; by a nationally recognized delivery service (e.g., FedEx), or (ii) by hand delivery. See Section VIII for the mailing address.

All Applications submitted by U.S. mail return receipt; by a nationally recognized delivery service (e.g., FedEx), or by hand delivery must:

(A) include one (1) original unbound copy of the Application, as well as a flash drive of the Application in PDF format, and

(B) be addressed to: Angel Rodriguez
Senior Vice President of Land Management
Philadelphia Housing Development Corporation
1234 Market Street, 16th Floor
Philadelphia, PA 19107

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An applicant, whether an individual, partnership, LLC, non-profit, for-profit, or other entity, may submit only one response to this RFP. Individuals that are related to each other or business entities that are related to each other or to a common entity may not submit separate Applications. PHDC and the Philadelphia Redevelopment Authority, in their sole and absolute discretion, may reject any Application where: 1) the applicant or principals of the applicant are substantially similar or substantially related parties; or 2) it has been determined that the applicant violated these restrictions or the spirit of these restrictions.

Neither PHDC nor the Philadelphia Redevelopment Authority will pay any fees, commissions, or other amounts to any parties acting as agents, brokers, consultants, or contractors as part of this transaction. Payment to any agents, brokers, consultants, or contractors are the sole responsibility of each applicant.

IX. PRELIMINARY REVIEW

Each Application will be initially reviewed to determine compliance with the Instructions, the requirements of this RFP, and the Disposition Policy. The Disposition Policy can be found on PHDC's website at www.phdcphila.org/land-management/maps-data-policies/policies/.

Applications that do not adhere to the Instructions, the requirements of this RFP, or are not in compliance with the Disposition Policy may be disqualified pursuant to Section XIII below.

X. EVALUATION OF APPLICATIONS

Applications deemed satisfactory following the Preliminary Review will be further evaluated using the scoring and selection criteria below. No one factor, but rather a combination of factors, will determine the successful applicant. The selected applicant will be subject to all required approvals as set forth in Section XII below and continued compliance with all applicable requirements. The Philadelphia Redevelopment Authority is not obligated to dispose of any property to any applicant, including the highest scoring applicant.

- 1. Economic Opportunity and Inclusion (30 points)**
 - Goals for M/W/DSBE inclusion
 - M/W/DSBE Firms comprising the development team
 - Commitment to M/W/DSBE Workforce
 - Track record of M/W/DSBE inclusion and minority workforce inclusion
- 2. Public Purpose - Social Impact (15 points)**
 - Strength of Social Impact Plan
 - Creativity and innovation
 - Ability to define, evaluate and track measurable outcomes
- 3. Development Team Experience and Capacity (20 points)**
 - Competence and experience of team
 - Track record on similar projects
 - Suitability for this specific development opportunity
 - History of team partnership
 - Experience working with PHDC and other public entities
- 4. Financial Feasibility (20 points)**
 - Financing plan
 - Demonstration of project feasibility
 - Evidence of Applicant team capacity
- 5. Project Design (10 points)**
 - Quality of design concept
 - Appropriateness of proposed use program.
 - Alignment with local community and context
 - Development timelines
- 6. Offer Price (5 points)**

XI. RESERVATION OF RIGHTS AND DISCLOSURES

BY SUBMITTING AN APPLICATION IN RESPONSE TO THIS RFP, EACH APPLICANT AFFIRMATIVELY ACKNOWLEDGES ITS ACCEPTANCE OF THE TERMS AND CONDITIONS OF THIS RFP AND OF THE TERMS AND CONDITIONS SET FORTH IN THE GENERAL

APPLICATION FORM (REVISED 10-21-2019) WHICH ARE INCORPORATED HEREIN BY REFERENCE AS IF SET FORTH AT LENGTH.

ALL INFORMATION IN THIS RFP IS PROVIDED FOR INFORMATIONAL PURPOSES ONLY. WHILE EVERY EFFORT HAS BEEN MADE TO ENSURE THE ACCURACY OF THE INFORMATION CONTAINED IN THIS RFP, IT IS NOT, AND SHALL NOT BE CONSTRUED TO BE OR CONSTITUTE, A REPRESENTATION, WARRANTY OR GUARANTEE BY PHDC, THE LAND BANK, PHILADELPHIA REDEVELOPMENT AUTHORITY OR THE CITY REGARDING THE CONTENT, COMPLETENESS, OR ACCURACY OF SUCH INFORMATION, OR THE QUALIFICATIONS OR EXPERTISE OF THE INDIVIDUAL(S) OR FIRM(S) PROVIDING OR PREPARING SUCH INFORMATION. EACH APPLICANT SHALL RELY SOLELY ON ITS OWN INSPECTION, INVESTIGATION, CONFIRMATION, AND ANALYSIS OF (I) THE DEVELOPMENT SITE; (II) THE INFORMATION CONTAINED IN OR DELIVERED PURSUANT TO THIS RFP AND (III) ANY OTHER INFORMATION THAT SUCH APPLICANT DEEMS NECESSARY OR PRUDENT IN EVALUATING AND ANALYZING THE PROPOSED PURCHASE AND DEVELOPMENT OF THE DEVELOPMENT SITE.

NO FUNDS FROM PHDC, THE LAND BANK, PHILADELPHIA REDEVELOPMENT AUTHORITY, THE CITY, OR ANY OTHER GOVERNMENTAL OR QUASI-GOVERNMENTAL AGENCY WILL BE PROVIDED FOR ANY REMEDIATION OR OTHER WORK ON THE DEVELOPMENT SITE, OR PORTION THEREOF. ALL ENVIRONMENTAL REMEDIATION INCLUDING, WITHOUT LIMITATION, ALL COSTS AND EXPENSES, WILL BE THE SOLE RESPONSIBILITY OF THE SELECTED APPLICANT AND MUST BE INCLUDED IN THE SOURCES AND USES OF FUNDS WORKSHEET ATTACHED AS EXHIBIT "F". GROUNDWATER TESTING WILL NOT BE PERMITTED AT ANY TIME PRIOR TO SETTLEMENT.

Any entry upon any portion of the Development Site will require that the applicant's contractors and subcontractors enter into a license agreement with the Philadelphia Redevelopment Authority, which will require, among other things, a security deposit and compliance with certain insurance requirements.

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XII. SUMMARY OF DISPOSITION PROCESS

Below is a summary of the process and approvals needed following selection of an applicant.

1. Execution of the purchase agreement by the selected applicant

2. Approval by the Philadelphia Redevelopment Authority Board of Directors
3. Approval by Philadelphia City Council
4. Execution of the purchase agreement by the Philadelphia Redevelopment Authority
5. Settlement

Prior to settlement, the selected applicant shall be responsible for securing all necessary permits, licenses, approvals, lot line relocations, variances, and any other required governmental or quasi-governmental approvals, at the applicant's sole cost and expense.

XIII. DISQUALIFICATION

Applications must be completed in accordance with the Instructions and this RFP and submitted in their entirety by the submission deadline.

- A. An applicant will be disqualified if:
1. The Application is not received by the submission deadline;
 2. The applicant has not submitted a "Qualified Bid", as defined in the Disposition Policy, which is one that adequately describes its plans for the property;
 3. Any required submission materials are missing, illegible, or, as applicable, unsigned or undated;
 4. Any terms, conditions, disclosures, acknowledgements, or certifications contained in any required form have been revised or changed;
 5. The applicant violates any of the terms, conditions, disclosures, or acknowledgements contained in the General Application Form;
 6. The applicant or any individual or entity identified in either question 2c or 2d of the General Application Form (collectively, "Related Individuals/Entities") is not current, or not in a current payment agreement, with respect to any City-related obligations such as taxes, PGW, and water;
- B. Except as indicated above, an applicant will be disqualified if any required submission item does not comply with the Instructions or this RFP, unless the disqualification is waived.

- C. If the applicant or any of the Related Individuals/Entities has an ownership, controlling, or managing interest in any property subject to any un-remediated L&I violations, then the following shall apply:
 - 1. An un-remediated violation that classifies a structure as “unfit”, “unsafe”, or “imminently dangerous” will result in the applicant being disqualified, unless the disqualification is waived.
 - 2. If any other un-remediated L&I violations exist, PHDC or the Redevelopment Authority, in their sole and absolute discretion, may deem such un-remediated L&I violation as significant and the applicant will be disqualified, unless the disqualification is waived.
- D. An applicant may be disqualified due to a conflict of interest or other factor as determined by PHDC or the Philadelphia Redevelopment Authority, in their sole and absolute discretion.
- E. An applicant will not be eligible for nominal or discounted pricing if the campaign disclosure form indicates that the applicant or any other individual or entity required to disclose campaign contributions has exceeded the allowable campaign contribution limits.

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