



**Solicitation No.:** RFQC #2026-0520-01

**Solicitation Title:** Builders and Developers for Property Redevelopment and New Construction

**Document Type:** Addendum No. 2 — Questions Received and Responses

**Date Issued:** 05/29/2026

This addendum is issued to provide responses to questions submitted by prospective respondents regarding the above-referenced solicitation. This addendum is hereby incorporated into and made a part of the solicitation. All other terms, conditions, and requirements of the original RFQC remain unchanged unless expressly modified below.

## Questions and Responses

| No. | Question                                                                                                                                                                                                                                            | Response                                                                                                                                                          |
|-----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1   | For the organizational chart and subcontractor relationships section, are you expecting us to list actual subcontractor/vendor names, or is it okay to describe the trades, roles, and relationship history more generally?                         | For qualification purposes, please list any known subcontractors that you will work with. In cases where the tradesman is not known, please use trades and roles. |
| 2   | For the financial documentation, is there a specific format you prefer? For example, are recent bank statements, company financial statements, lender letters, or proof of construction financing acceptable? Is there a preferred lookback period? | DRLBA prefer to see two years of company financial statements. Bank letters and proof of construction financing capabilities are acceptable.                      |
| 3   | Will financial documents or subcontractor/vendor information be kept confidential, or could those become part of the public record?                                                                                                                 | Yes, financial statements will only be used for the purpose of determining financial capacity. DRLBA will not share your information with any outside entities.   |
| 4   | For the sample development pro forma, should we use a hypothetical Land Bank project, or one of our past/current projects?                                                                                                                          | A pro forma from a recent residential affordable housing project is acceptable.                                                                                   |
| 5   | Once a developer is approved, what is the typical process for being considered for specific DRLBA properties?                                                                                                                                       | DRLBA reserves the right to directly source an approved vendor or request quotes (proposals) from a short list of vendors.                                        |
| 6   | How is land pricing usually determined — appraised value, discounted based on community goals, competitive bid, or another method?                                                                                                                  | Pricing for DRLBA parcels can be found on the property list. County appraisal values and market values are taken into consideration on a case-by-case basis.      |
| 7   | Are there any specific neighborhoods, housing types, or project types DRLBA expects to prioritize first?                                                                                                                                            | Single-family scattered-site or single-lot projects.                                                                                                              |
| 8   | Do all insurance requirements need to be in place at submission, or can they be obtained before contract/property award?                                                                                                                            | At this time, DRLBA would like to ensure that all qualified contractors are insured. Prior to executing a contract or transfer agreement with DRLBA,              |

| No. | Question                                                                                                                                                                                               | Response                                                                                                                                                                                           |
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|     |                                                                                                                                                                                                        | contractors will be required to meet the insurance minimums.                                                                                                                                       |
| 9   | Can professional liability, umbrella, and commercial automobile coverage be added after a job has been successfully won?                                                                               | To qualify as a builder/developer, respondents must show proof of current coverage under a general liability policy. Other insurances must be added prior to execution of an agreement with DRLBA. |
| 10  | Can a partnership be formed after DRLBA approves qualified contractors, or should all relevant factors be considered and submitted by the deadline?                                                    | Yes; updated information will be requested during each contract negotiation.                                                                                                                       |
| 11  | Could you clarify the financial documentation required for submission? Are two months of bank statements or a bank letter stating the account is in good standing sufficient?                          | DRLBA prefers two years of company financial statements. Bank letters and construction loan capabilities are acceptable.                                                                           |
| 12  | If a respondent does not have an open bonding line, can a surety statement be provided stating that bonding is on a per-project basis?                                                                 | Yes.                                                                                                                                                                                               |
| 13  | We are a full one-stop-shop developer/operator and prefer to retain ownership and operate properties after development. Is DRLBA open to that structure or seeking more of a turnkey developer?        | DRLBA is open to that structure.                                                                                                                                                                   |
| 14  | National Church Residences specializes in developments for seniors 55+ or 62+. Is the Authority interested in senior apartment communities?                                                            | Yes.                                                                                                                                                                                               |
| 15  | Does the Authority have stipulations around the types of financing used (e.g., LIHTCs)?                                                                                                                | No.                                                                                                                                                                                                |
| 16  | Will the materials presented in the pre-bid meeting be made available on the Authority's website or bid portal?                                                                                        | All materials discussed in the pre-submission conference came directly from the solicitation package. All other information can be found at <a href="http://www.drlb.org">www.drlb.org</a> .       |
| 17  | Do Developer/Builder Categories #4, #5, and #6 have minimum years of experience or volume of completed projects requirements?                                                                          | A minimum of three years of experience is required.                                                                                                                                                |
| 18  | If there is consideration to enter a joint venture (JV) but it is not yet determined, may the GC submit only their company name, or does the potential JV need to be provided with the submitted RFQC? | It is best to qualify as an individual company.                                                                                                                                                    |
| 19  | May the full-year 2025 financials be submitted, or are YTD 2026 financials required?                                                                                                                   | Yes; DRLBA will request updated information prior to executing an agreement.                                                                                                                       |
| 20  | Should the requested Sample Development Pro Forma be modeled after a historical project, or should it reflect a hypothetical project matching the requested builder category?                          | A pro forma from a recent past project that is similar to the requested builder category is preferred.                                                                                             |
| 21  | May a respondent submit qualifications under multiple categories within a single Statement of Qualifications, or should separate submissions be provided for each category?                            | Please indicate the desired category on the information sheet and submit one Statement of Qualifications.                                                                                          |

| No. | Question                                                                                                                                                                                       | Response                                                                                |
|-----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|
| 22  | For firms with experience in traditional construction, modular construction, container-based housing, and tiny homes, what is the preferred method for presenting project history?             | List projects with short descriptions and provide information that can be verified.     |
| 23  | When evaluating Experience & Track Record, may experience from strategic partners, subcontractors, joint ventures, and affiliated team members be included?                                    | Yes.                                                                                    |
| 24  | How should respondents demonstrate alignment between innovative housing solutions and DRLBA's affordable housing, workforce housing, and neighborhood revitalization goals?                    | The benefits of the proposed solutions should be highlighted in the proposal.           |
| 25  | For the Project Management Capability section, does DRLBA prefer narrative descriptions, organizational charts, project management workflows, software systems, or a combination?              | Narrative descriptions and charts.                                                      |
| 26  | Beyond the required financial documentation, are there specific financial metrics, bonding thresholds, liquidity measures, or other indicators DRLBA considers important?                      | Not at this time. Additional information will be required during contract negotiations. |
| 27  | For the Statement of Qualifications phase, is submission of a Certificate of Insurance (COI) sufficient, or are policy endorsements and additional insured documentation required?             | A COI is sufficient.                                                                    |
| 28  | Can DRLBA provide an overview of the process from developer approval through property acquisition, redevelopment, and final disposition?                                                       | There is no defined process or timeline.                                                |
| 29  | Will future property offerings include affordability requirements tied to Area Median Income (AMI), and if so, where can those requirements be reviewed?                                       | Yes.                                                                                    |
| 30  | Are there deed restrictions, affordability covenants, resale restrictions, recapture provisions, or revenue-sharing requirements that may apply to properties conveyed through DRLBA programs? | All of the above may apply. Restrictions are evaluated on a case-by-case basis.         |

**Total Questions Received: 30**

### Closing Statement

No submission deadlines, evaluation criteria, or mandatory requirements are modified by this addendum unless specifically noted above. Respondents are responsible for acknowledging receipt of this addendum as required by the solicitation instructions.

#### Issued by:

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