

**GAGE COUNTY, NEBRASKA  
REQUEST FOR PROPOSALS:**

**RENT-TO-OWN  
HOUSING PROGRAM  
Gage County Workforce Housing Initiative.**

**PROPOSALS DUE BY:  
Noon, Friday, July 15, 2016.**



**Gage Area Growth Enterprise (NGage)**

**GAGE COUNTY, NEBRASKA  
REQUEST FOR PROPOSALS.**

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## I. INTRODUCTION.

**Gage Area Growth Enterprise (NGage), along with its community partners,** is seeking proposals from interested, qualified housing **Developer(s)** to develop a **21-unit, Credit-To-Own (CROWN) Rental Housing Program in the Communities of Adams, Beatrice Cortland and Wymore, Nebraska, as an important component to the Gage County Workforce Housing Initiative.**

Gage County is located in southeastern Nebraska, along the Highway 77 Corridor between the Lincoln Metropolitan Statistical Area and the Nebraska/Kansas State Line. The current (2016) estimated population for Gage County is 21,691. The County supports a stable population with several major employers operating in the County.

A **Five-Year, County-Wide Housing Study with Strategies for Affordable Housing** was completed for Gage County in April, 2016, with the assistance of Hanna:Keelan Associates. This Study was completed with the guidance and direction of NGage and a “Housing Steering Committee”. The Study was funded by the Nebraska Investment Finance Authority, with matching funds provided by NGage. The purpose of the Housing Study was to continue a “housing vision” and provide a “vehicle to implement” housing development programs with appropriate public and private funding sources for Gage County, Nebraska. This Request for Proposals is one of the initial steps in implementing this “housing vision”.

The Housing Study identified a housing demand for **446** units, by 2021, including an estimated **283** owner and **163** rental units, County-wide. This includes an estimated 289 units to be developed for the County’s workforce. A copy of the **County-Wide Housing Study** is available at the NGage office (218 North 5<sup>th</sup> Street, Beatrice, Nebraska 68310) or on the NGage website, <http://www.ngagegroup.org>.

## II. PROJECT OBJECTIVES.

NGage is seeking a **Developer(s)** willing and able to develop a CROWN Rental Housing Program in the Communities of Adams, Beatrice, Cortland and Wymore, in accordance with the goals identified in the Community Housing Study. **A Five-Year Housing Action Plan, included in the Housing Study, identifies a need for up to 15 CROWN housing units in the Community of Beatrice and two units, each, in the Communities of Adams, Cortland and Wymore.** This could include either single family or town house units. The construction of new rental housing units in these Communities is critical to meet the needs of existing and future residents and contribute to the long term economic stability and growth, County-wide. The Program should target households at 60%+ AMI.

NGage will work with Gage County communities to consider incentives to assist a **Developer(s)** in the construction of the CROWN Rental Housing Program, including but not limited to the following:

- Tax Increment Financing (subject to location, may also need to expand or create additional redevelopment areas);
- Possible Major Employer Investment in the form of cash and/or other source of credit enhancement such as a commitment to first/last month rent or leasing of individual units; and
- Possible donated or reduced cost of land.

### **III. DESCRIPTION OF SITES.**

Several land areas or sites exist for the development of the proposed CROWN housing project. Sites located within or near the City of Beatrice are identified in the County-Wide Housing Study. Site information for other Communities can be secured via NGage staff.

### **IV. SUBMITTAL REQUIREMENTS.**

#### **A. DEVELOPER(S)/DEVELOPMENT TEAM.**

The **Proposal** should identify the **Developer(s)** and all members of the development team, their specific role and background experience, including the identification of comparable, successful projects completed by team members.

The **Developer(s)** will be the one with whom NGage will negotiate a development agreement. The development team may include the developer, architectural firm, engineering firm, financial institution and/or funding entities, etc. It is advantageous to the **Developer(s)** to define the development team at the time of submittal of a proposal.

#### **B. PROJECT PLANS.**

- Narrative description of proposed design.
- Preliminary schematic design of the project, including site plan.
- Quantification of uses (number of structures and composition, unit types, amenities, etc.).
- Previous experience, with references, in developing rent-to-own housing.

The selected CROWN Rental Housing Program(s) will be subject to the building and zoning codes and ordinances of the Communities of Adams, Beatrice, Cortland and Wymore.

### **C. PROJECT FINANCIAL PLAN.**

The following information is necessary for NGage to evaluate the viability of the project and to analyze the **Developer's(s')** ability to complete and operate the project:

1. Identify the total estimated project costs, including an estimate of development/construction and annual operational costs and assumptions regarding revenues/income. Include a list of all intended sources and uses of funds for both development and revenues, both public and private.
2. A summary of any expected involvement/requests of each Community, or other public entity (zoning changes, tax increment financing, public improvements, etc.) for the successful development of the project.
3. Other financial information that will provide NGage with a better understanding of the proposed investment, including owner equity and references.

### **D. SCHEDULE OF PERFORMANCE.**

A **schedule of performance** should be provided with the **Proposal** that includes design, development, secured financing, construction, lease up, and any other critical milestones. This information can be provided in a simple bar chart.

### **E. CONTINGENCIES OF DEVELOPER.**

The **Developer(s)** should state explicitly in the **Proposal** any qualifications or limitations of the **Proposal** and any and all know anticipated contingencies that might affect the ability of the **Developer(s)** to perform under the terms of the **Proposal**.

## V. SELECTION PROCESS.

### A. PROCEDURE FOR SELECTION OF THE DEVELOPER.

1. **Preliminary Review** - Upon receipt of **Proposals**, NGage will conduct a preliminary review of all the materials submitted. If the **Proposal** contains all of the requested information, NGage will perform preliminary due diligence on the **Developer(s)** and submitted financial information. If the **Proposal** is incomplete, NGage will determine whether to consider the **Proposal** for continued review.
2. **Selection Advisory Committee** - A Selection Advisory Committee will be named to evaluate the **Proposals**.
3. **Interviews** - NGage, through the Selection Committee, may require **Developer(s)** to participate in either/both a telephone or in-person interview for the purpose of presenting the contents of their **Proposal**.
4. **Project Selection** - The Selection Committee will make a recommendation to NGage of the **Proposal** and **Developer(s)** most appropriate for the development of a CROWN Rental Housing Program in one, or combination of the targeted Gage County Communities.

### B. CRITERIA FOR EVALUATING PROPOSALS.

NGage has established the following criteria upon which it will evaluate and select the **Developer(s) Proposal** that best meets these criteria. NGage's determination of satisfactory compliance with the selection criteria will be conclusive.

1. Relationship to the goals established in the County-Wide Housing Study and each respective Community's Comprehensive Plan and Zoning & Subdivision Regulations.
2. Background and experience of the **Developer(s)**.
3. Financial capability of the **Developer(s)**.
4. Project specific criteria presented in the **Proposals**.

### **C. REJECTION OF THE PROPOSALS.**

Any and all **Proposals** may be rejected at any time at the sole discretion of NGage. The decision will be final. NGage does not agree to assume, pay or reimburse any cost, expense or fees incurred by the **Developer(s)** in connection with this **Request for Proposals**.

### **D. FINAL PROPOSAL SUBMISSION.**

Interested developers must submit an electronic file of their Proposal, by **Noon, Friday, July 15<sup>th</sup>, 2016**. Completed **Proposals**, as well as any questions regarding this **Request for Proposals**, should be mailed or directed to:

**Walker Zulkoski & Glennis McClure**  
**Gage Area Growth Enterprise (NGage)**  
**218 North 5<sup>th</sup> Street**  
**P.O. Box 175**  
**Beatrice, Nebraska 68310**  
**Phone: (402) 228-5869**

**E-Mail: [walkerz@ngagegroup.org](mailto:walkerz@ngagegroup.org)**  
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