

REQUEST FOR PROPOSALS: Rental Housing Development and Infrastructure Services for Arroyo Crossing Affordable Housing Subdivision

1. INTRODUCTION

This Request for Proposals (“RFP”) for Housing Development and Infrastructure Services is issued by the Moab Area Community Land Trust (“MACLT”) for affordable rental housing units and infrastructure development in the Arroyo Crossing Planned Unit Development located in Moab, Utah.

This RFP intends to identify a qualified housing developer and/or development team (“Developer”) to design and construct horizontal infrastructure, including roads and public utilities, and vertical improvements, including an 84-unit multifamily parcel, both further described in this RFP.

The developer will be selected based on the quality and quantity of their experience constructing developments of similar scale and character, including working with affordable housing restrictions, current capacity to undertake their proposed portion of the Arroyo Crossing development, and the quality of their proposal for the site. After reviewing the qualifications and proposals provided, MACLT will select a developer to participate in the development, sign Letters of Intent and/or Reservation Agreements for Tract K, and distribute proposal guidelines, including any design guidelines.

Minority and women-owned businesses and non-profit organizations are encouraged to respond.

All proposal responses to this solicitation must be received by the Moab Area Community Land Trust at director@moabclt.org or 125 W 200 S Office #125 Moab, UT 84532 by no later than **5:00 pm MDT on Friday, August 9, 2024**.

2. CONTACT INFORMATION

The primary contact for questions regarding this RFP is Kaitlin Myers, Executive Director of MACLT (435-261-2528 / director@moabclt.org).

MACLT offices are located at 125 W 200 S Office #125 Moab, UT, 84532. The URL for MACLT’s website is <https://www.moabclt.org/>.

3. TIMELINE

Unless otherwise notified, this RFP shall follow the following timeline:

RFP Issued	06/17/24
Deadline for Proposal Submission	08/09/24
Developer(s) Selected for Interviews	08/21/24
Interviews, Due Diligence Conducted	08/26 – 08/30/24

Unless otherwise noted, the deadline for the above dates will be 5:00 pm MDT.

4. THE OWNER

MACLT is a 501(c)(3) nonprofit corporation formed in 2012 with a mission to provide permanently affordable housing by holding land in trust in the Moab Valley, which generally includes Moab City, Grand County, and northern San Juan County.

MACLT is the perpetual owner of the Arroyo Crossing property; it sells leasehold interest via 99-year lot ground leases to possess and use property at Arroyo Crossing, and each leaseholder owns title to any improvements to the land.

5. ARROYO CROSSING OVERVIEW

Address: 2022 Spanish Valley Drive, Moab, Utah 84532

Project Size: 43 acres

Zoning: LLR and MFR; overall density and other land use restrictions approved by PUD process

Current Use: Currently a mix of unimproved land, stubbed-out lots, approximately 70 residential units under construction, and approximately 45 occupied residential units. Upon completion, the subdivision will include a total of 300 residential units and 3 neighborhood commercial facilities.

Phasing: Subdivision constructed in three phases:

- Phase 1 (in process) - 233 residential units, 1 commercial unit
- Phase 2 - 32 residential units
- Phase 3 - 35 residential units, 2 commercial units

The phasing plan is attached as [Exhibit B](#) to this RFP

Master Plan: Attached as [Exhibit A](#) to this RFP

Project Description

The property was generously donated to MACLT in 2018 for the development of sustainable, long-term affordable housing. MACLT signed a Memorandum of Understanding with the donor outlining the following objectives for the development:

- One hundred percent (100%) of units developed for residents up to 120% AMI, with at least half of the units under 80% AMI and three-fourths of the units under 100% AMI (or stated in another way, 150 units restricted below 80% AMI, 75 units from 80-100% AMI, 75 units from 100-120% AMI)
- Preference to proposals that incorporate place-based solutions and contribute to the expansion of a regional economy rooted in sustainable practices, products, and services (i.e. local materials and local companies)
- Preference for Zero Energy Ready development, HERS score of 50 or below, or Energy Star.

MACLT constructed horizontal improvements in 2020 and began partnerships with local developers to construct homes in late 2021. MACLT is not a housing developer itself, but rather, seeks to partner with local developers and provide support to such partners as needed for their associated projects, including logistical and financial support. To date, MACLT has partnered with four unique developers to build units at Arroyo Crossing, including 48 single-family homes, 18 twinhomes, 27 townhomes, 32 multifamily apartments, and 24 cottages.

Upon completion, Arroyo Crossing's housing portfolio will offer a 300-unit mix of single-family homes, twin homes, townhomes, cottages, and apartments. Arroyo Crossing is developed in partnership with Grand County, Moab Area Community Land Trust, and other local for-profit and not-for-profit developers.

Financing

Financing for Phase 1 infrastructure development was provided by the Community Development Finance Alliance (CDFA), a non-profit Community Development Organization based in Salt Lake City, Utah. The infrastructure financing includes a loan from a private bank, donations raised by MACLT, and investor equity provided through the federal New Markets Tax Credit Equity (NMTC) program. The program requires that CDFA hold a first trust deed on all land in the development for the seven-year NMTC compliance period, which will end in 2026.

Lot leasehold purchase prices for lots and parcels were determined based on a pro-rata schedule of costs required to acquire entitlements, install horizontal infrastructure, and otherwise prepare the site for development.

Site and Neighborhood

Arroyo Crossing is accessed by a major highway, US-191, and a local road, Spanish Valley Drive. The surrounding neighborhood is predominantly low-density residential, though the site is adjacent to commercial uses (a distribution center, river guiding company, and an industrial/commercial business park) and vacant land; parcels west of the property are zoned Highway Commercial (HC) and Large Lot Residential (LLR), and parcels to the south are zoned General Business (GB). The subdivision is approximately five miles south of downtown Moab and is located in unincorporated Grand County.

Target Population

In accordance with MACLT's mission, all Arroyo Crossing units are deed-restricted to the following qualifying criteria:

- Household members do not own other real property
- Household members earn a maximum combined income less than or equal to 120% of Grand County's Area Median Income (AMI) (specific AMI limits project/financing-dependent; 50% of Arroyo Crossing units must be 80% AMI and below)
- At least one adult occupant of the household must own, operate, or be employed by a business that is located within and/or offers an office location in the Moab area; be self-employed with a business that serves the Moab area; or be retired with a past work history in Grand or San Juan Counties

All units at Arroyo Crossing should be developed such that units are affordable, meaning that renters and owners can make a monthly payment of 30% or less of their monthly income on housing costs.

The Arroyo Crossing 2024 Income Limits and Rental Rates is attached as [Exhibit D](#) to this RFP. The income limits are established using the methodology and ranges published annually by the U.S. Department of Housing and Urban Development (HUD). Rental rates are established as 30% of monthly household income and are established by unit size based on HUD methodology. These rates are subject to change as HUD income limits are determined each year.

MACLT qualifies and annually recertifies each resident to ensure deed restrictions are upheld unless otherwise directed by approved property management agreements in which the developer manages qualifications and provides compliance reports to MACLT.

Sustainability Requirements

The proposal shall meet certain sustainability criteria from MACLT's approved Design Criteria for Arroyo Crossing.

Design Standards

All architectural plans must comply with the DOE Zero Energy Ready Home Requirements (ZEHR). These requirements cover thermal enclosure, HVAC, water efficiency and conservation, home sizing, energy-efficient appliances, high-performance windows, indoor air quality, and solar PV-Ready.

Alternative Certifications will be considered if the proposed certification meets or exceeds ZEHR. There are several green building rating and certification systems that encourage a healthier relationship with the environment. We understand acquiring certifications can be prohibitive, so if any of the following certifications aren't attainable because of cost, the builder may instead submit documents that prove the design meets the Certification requirements.

1. HERS (score of 50 or lower, before Solar PV) - The home is 50% more efficient than a standard new home and 80% more efficient than the average resale home.
2. Energy Star
3. LEED for Homes
4. Passive House - Must meet all requirements.
5. Living Building Challenge- Must achieve 2 of the 7 Petals. One of the petals must be "Energy". The second can be any of the remaining 6 Petals

Solar

The proposal shall demonstrate how, to the greatest reasonable extent, the massing of the building and other improvements do not inhibit passive solar heating or block sunlight on solar panels of adjacent properties. Proposals shall demonstrate how the design of the building, the landscaping, and site maximize energy efficiency to reduce heat gain in the summer and maximize solar heating in the winter. Strategies could include roof overhangs, window size, orientation, aspect, insulation, materials, and other such strategies.

Water and Landscaping

Greywater systems are encouraged due to lot coverage or soils constraints. Turf or grass shall only be allowed if irrigated by the building's greywater or secondary water system, and no more than 25% of the landscaped area may be turf or other water-intensive ground covers. Culinary water is not permitted for irrigation systems that support grass or other water-intensive ground covers, and non-native or non-adaptive grass species are not allowed. Except for gardens used for food production, the remainder of the landscape shall be predominantly xeriscaped with native or adaptive but non-invasive plant species. Artificial turf is allowed. The landscaping plan must comply with the Grand County land use code.

Locality

Proposals that incorporate place-based solutions and contribute to the expansion of a regional economy rooted in sustainable practices, products, and services such as the use of local materials and local contractors, is highly recommended.

6. TRACT K PROJECT DESCRIPTION

General Project Information

The site is located at 1987 Bonnies Way Moab, UT 84532, parcel number 02-0ARR-0086. Within Arroyo Crossing, this parcel is adjacent to the second phase of development, which will consist of twinhomes and single-family homes to the north and east.

The parcel is 4.46 acres and the current use is undeveloped land. The parcel is split-zoned for Large Lot Residential (LLR) and Multi-Family Residential (MFR) use, as shown in [Exhibit C](#); it is included in an approved Planned Unit Development which has previously determined the overall density, setbacks, parking, and other requirements for the subdivision. Tract K is indicated as Apartment B on the attached Arroyo Crossing Master Plan ([Exhibit A](#)).

Density:	84 units
Setbacks:	Min. Front & Street Side Yard = 10' Min. Interior Side Yard = 10' If > 2 stories = 20' Min Rear Yard = 10'
Parking:	147 stalls
Max. Height:	MFR portion = 28' LLR portion = 35'

If the Developer wishes to seek an amendment to the current parameters, it shall bear the financial cost to Grand County for redesigning the master plan and associated documents. Additionally, if the Developer seeks to subdivide, condominiumize, or otherwise pursue additional entitlements or changes to the parcel, it shall bear the financial and other responsibilities associated.

Parking requirements are dictated by the approved Arroyo Crossing Master Plan; this site is required to include at least 147 parking spaces. If the developer proposes an alternative unit mix as described below, it is possible that Grand County may require an alternative amount of parking spaces.

Unit Typologies and Income Restrictions

The suggested unit mix (as proposed in the master plan, but subject to change) is as follows:

- Twenty-eight (28) one-bedroom units
- Forty-two (42) two-bedroom units
- Fourteen (14) three-bedroom units

The final unit count and the addition of ADA-accessible or other set-aside units shall be negotiated with MACLT during further design development.

In addition to the general qualifications in the "Target Population" section above, a minimum of 22 units are required to be restricted below 80% AMI to comply with MACLT's development agreement with Grand County.

If the development team proposes an alternative number of units for the parcel, and particularly if the proposal includes more than 84 units, the team is required to submit a proposal outlining how they will work with MACLT and Grand County to amend the Arroyo Crossing Master Plan and other associated documents, and the Developer is responsible for additional costs associated with these changes. Per MACLT's development agreement with the County and the Phase 1 Final Plat, 22 units must be restricted below 80% AMI. The number of units required to be restricted under 80% AMI may proportionally

increase such that approximately 26% of the units are within this income range; this decision is based on the discretion and interpretation of Grand County. For example, if the development team proposes 100 units, it shall be required to build 26 low-income units. The number of low-income units shall not proportionally decrease if the developer proposes less than 84 units onsite.

RFP responses shall contemplate a proposed mix of units and income ranges; all units must be affordable for incomes below 120% AMI. The final unit count and amount of buildings shall be negotiated with MACLT throughout the contract period.

If the Developer elects to do LIHTC for this project, they shall indicate as such in the proposal and shall follow established LIHTC income limits and rental rates.

Infrastructure

The Tract K parcel is located on Bonnie's Way, which provides an opportunity to stub into the current subdivision infrastructure, including existing connections to water, sewer, secondary irrigation water, electric, gas, and telecommunications. This project and the adjacent Phase 2 units will need to connect to these existing subdivision utilities to provide new infrastructure to serve the area.

New infrastructure includes two roads (through-connection of Falcon Ridge Drive and new road Raptor Run), electricity, sewer, culinary, and irrigation water mains. Gas is not permitted or available in Arroyo Crossing except along Bonnie's Way, so it is available but not preferred for Tract K development. Some water and sewer infrastructure has been installed northeast of the parcel to service twinhome lots. MACLT will collaborate with the developer on the design, financing, and construction of this infrastructure and is requesting the developer outline their proposal for this partnership structure.

MACLT has received an opinion of probable cost (OPC) from SET Engineering for the scope of this infrastructure work and currently estimates the total cost of this scope to be approximately \$1.6 million. MACLT has developed a pro forma to develop this infrastructure, and the capital stack will include debt and equity sources. Within this RFP, the Developer has been asked to contemplate its infrastructure needs associated with developing Tract K to inform the overall cost and design of this project.

Purchase Price

The leasehold purchase price for Tract K is anticipated to be paid in 2026 at a rate of \$23,222 per unit (\$1,950,680 per 84 units), and monthly lot lease fee shall be \$358.22 per unit per year (\$29.85 per month per unit, \$2,507.51 per month 84 units). These prices increase by 3% annually and are generally non-negotiable and subject to change.

MACLT shall require a good faith deposit in September 2025 of up to 10% of the purchase price. The purchase price will be paid in full before construction starts, upon purchase of the leasehold interest in the property. If the Developer is building the project in phases, MACLT may consider payment plans based on a pro rata share of the site developed in each phase.

Depending on the Developer's contributions to the infrastructure development in this area, MACLT may consider payment plans or other financial agreements to offset the leasehold purchase price based on significant contributions to infrastructure costs that benefit Phase 2. Developers shall contemplate this cost in the RFP response, and it may be further negotiated with MACLT over time.

Full Parcel Proposal Required

MACLT is open to proposals which include a phased approach to development, which may include subdividing the tract into two or more parcels. We understand that certain funding requirements or other conditions may make it challenging for a developer to develop the entirety of Tract K in one phase as currently designed, and this RFP allows Developers to provide proposals to increase the number of units or break up the number of units by phasing development so the project is financially viable.

MACLT will not consider proposals for the partial development of Tract K; if the Developer wishes to pursue a phased approach and/or to subdivide the parcel, it must provide a plan, including a site plan and narrative, outlining how it will develop the entire parcel described in this RFP.

7. DEVELOPER QUALIFICATIONS

At a minimum, the Developer should demonstrate success with architecture, including landscape architecture, civil engineering, financial/development analysis, and programming. MACLT will prefer teams that have a history of working with nonprofits and producing affordable housing in rural communities and/or also have experience with structural engineering, mechanical engineering, electrical engineering, construction documentation, construction administration, and inspections.

The Developer should include members with demonstrated success in work in the following specific areas:

- Development of affordable housing projects, including the design, engineering, financing, construction management, deed restriction compliance, and property management of such projects;
- Partnerships with non-profit and/or governmental entities;
- Sustainable or energy-efficient design;
- Development experience in resort, rural, and/or remote communities (and specifically within the Moab area).

8. SCOPE OF WORK

The scope of this RFP includes the creation of a plan for infrastructure and vertical development for 84 multifamily units on Tract K, described above. The scope shall include creating a phasing plan (if necessary), financial/pro-forma development analysis demonstrating affordability, realistic timelines for completion, and compliance with design guidelines, including sustainable design methods and alternative parking solutions, for affordable low- to moderate-income housing.

Minimum Requirements

At a minimum, Developer shall outline a proposal which includes the following details regarding the development of Tract K:

- Income Targets, including the number of units under 80% AMI, 100% AMI, and 120% AMI
- Simplified Pro Forma, including a development budget, which includes the lot leasehold purchase price and horizontal and vertical improvement costs, and an estimated 5-year operating budget, which includes rental rates
- Unit Sizes and Types
- Schematic Plans, including a site plan and unit floor plans and elevations
- Phasing Plan, if applicable - Developer shall be responsible for the full development of Tract K, and if they plan to subdivide and/or develop the project in phases, they must provide a site plan and narrative describing the phased approach.
- Narrative regarding energy efficiency and/or sustainability features and standards, as described above
- General proposal for amenities provided onsite (landscaping, play areas, laundry facilities, management/administrative offices, etc.)

- Estimated timeline, which includes milestones for:
 - Completion of development proposal, which shall generally include items from this proposal submission but include additional feedback and details decided in collaboration with MACLT
 - Development Agreement
 - Purchase of lot leasehold interest
 - Construction timeline, including milestones for horizontal and vertical improvements

Additionally, the project scope shall include, and proposals shall contemplate the following items:

Project Management

- Attend regular meetings on the phone and/or in person with the MACLT Development Committee, which shall include MACLT staff, board members, and advisors
- Collaborate with MACLT to further clarify quantified goals and scope for this project.
- Provide baseline schedule and schedule updates.
- Work with MACLT staff on all necessary permitting and corrections to plans, if necessary
- Create a Development and Phasing Strategy (as necessary) for all phases of the project.

Pre-Development – Planning and Schematic Design

- Develop a plan compatible with the neighborhood that is similar or the same as is currently in the PUD of the neighborhood.
- If changes are made to the PUD, work with MACLT staff to produce an amendment to the Master Plan for County Planning Commission adoption.
- Develop a phasing plan for the infrastructure and development.
- Develop the schematic design, including a site plan, unit plans and elevations, and renderings.
- Develop financial pro forma which outlines development costs and demonstrates affordable rental rates; development costs shall contemplate contributions to infrastructure.

Development

- Design and construction management for site and infrastructure development
- Coordination with utility providers and contractors on design, permitting, installation, and inspections for utilities, roads, sidewalks, and other required horizontal infrastructure
- Design and construction management for vertical improvements, including housing units and any amenities

Property Management

- Development and approval of operating agreements outlining property management partner and associated practices
- Qualification and annual certification of qualified renters
- Management and maintenance of physical assets, including housing units, utilities, trash, landscaping, and other elements onsite which require ongoing maintenance
- Developer shall specify their project management team, whether included in the initial development team or selected at a later date and the location at which the management team will be based (on or offsite).

The proposed scope and associated proposal shall be informed by the information provided in the Arroyo Crossing Overview and the Tract K Project Description. Additional information may be requested by MACLT to further inform the scope.

Infrastructure Development

As outlined in this RFP, there are significant infrastructure improvements required to serve Tract K and 32 units in Phase 2. Based on an opinion of probable cost from SET Engineering, MACLT currently estimates the scope of these improvements will cost approximately \$1.6MM.

MACLT is in process of acquiring debt and equity financing to support the development of this infrastructure; equity sources currently include state grant monies and leasehold sales of Phase 2 lots, and debt will be sourced with a construction loan. Any additional equity or subsidy a developer may provide to the project will decrease lot leasehold pricing and increase the affordability of the project.

The Developer is asked to provide a narrative about how it envisions partnering with MACLT to install these improvements, which will be critical to the development of Tract K. The proposal could include information about how the Developer generally envisions contributing to this scope, how it will support MACLT in pursuit of loans and/or grants to fund the gap, financial information in the pro forma about how the added cost would affect the overall development budget and income limits served (and the respective rental rates), any requests from the Developer from MACLT in exchange for covering the added cost, or any other information that will inform MACLT's plan to fund and install the infrastructure.

Supplemental Scope

Developer is encouraged but is not obligated to provide a proposal for the following supplemental items.

Partnership Opportunities

MACLT recognizes that many employers are struggling to house their employees and have reached out to us to explore opportunities to build dedicated housing for their respective organization(s). Developers may provide a proposal for how local businesses can partner on this project and acquire dedicated employee housing units. For example, a proposal could outline a minimum equity investment from a partner per each unit of employee housing granted, a narrative about how the Developer envisions legal structure for partnerships with businesses for set-aside dedications, and property management practices, and/or other information to this effect.

Phase Three Development

MACLT may consider awarding an additional development opportunity to the Developer for Phase Three of Arroyo Crossing, which includes 25 townhomes, 10 single-family homes, and 2 commercial parcels. The site currently includes a large retention basin and is otherwise undeveloped. MACLT has not performed an opinion of probable cost or developed a more specific scope for the development of Phase Three. A recent hydrology study suggests this area will need to be redesigned and/or further engineered, as it is adjacent to a floodway which will impact the design of at least one proposed commercial parcel.

A supplemental proposal shall include information regarding the redesign, commercial partners, and all other additional information as requested and outlined in the proposal. There are no minimum income limits required for this site, but the units will be required to be available for homeownership for households at 80%, 100%, and 120% AMI.

9. PROPOSAL REQUIREMENTS

Each proposal submission is limited to fifteen (15) double-sided pages or thirty (30) single-sided pages (excluding cover pages and dividers).

The proposal should address the following:

Experience & Qualifications

Cover Letter: Can include but is not limited to, a statement of understanding & approach to the project.

Qualification of Firm: List the composition of the development team for all contracts and phases of the project. Clearly indicate all primary contacts and/or firm leaders, and describe the respective roles, responsibilities, related experience, and qualifications of each team member.

Specific Project Experience: Descriptions of completed, similar, or relevant project experience that the Developer has executed. Details should include the project location, scope and size, approximate development costs, funding sources, types of services performed, project status, and any affordability, sustainability, accessibility, or other noteworthy details about the project. If available, include illustrative unit plans, elevations, and/or photos of such projects. If applicable, specify any previous experience or knowledge of partnership with community land trusts, non-profits, governmental entities, and/or experience developing in the Moab area.

List of References: Provide a minimum of two (2) client references with which the applicant has provided similar services within the last five years. Include the name, telephone, and email and a description of the role and services provided to that contact.

Project Proposal

Project Approach: A description of the approach to be taken toward completion of the project, an explanation of any variations from the proposed scope of work as outlined in the RFP, and any insights into the project gained as a result of developing the proposal.

Scope of Work: Scope of work that addresses the items listed above, including supplemental scope, and includes steps to be taken, including any products or deliverables.

Supplemental Information: Any other information deemed necessary to address the requests of this RFP.

10. SUBMISSION REQUIREMENTS

Submission Process and Deadline

All copies of proposals must be received by **5:00 pm MDT on Friday, August 9, 2024.**

Applicants are required to submit electronic proposals and may elect to send physical copies. Proposals will not be accepted by fax.

Electronic copies shall be sent to Executive Director, Kaitlin Myers, at director@moabclt.org with the subject line "Arroyo Crossing Tract K RFP Submission."

Physical copies shall be sent to the following:

ATTN: Arroyo Crossing Tract K RFP
Moab Community Land Trust
125 W 200 S, Unit #125
Moab, UT 84532

Submissions must be delivered electronically by the time and date required in this RFP. Proposals not in the possession of MACLT at the deadline will not be accepted.

11. EVALUATION CRITERIA

The proposal shall be evaluated as indicated below.

Criteria	Weight
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Experience & Qualifications relevant to key personnel and/or sub-contractors	20%
Project Understanding & Knowledge of Area depth or relevant technical experience	15%
Proposed Scope of Work for items outlined in this RFP	35%
Supplemental Scope of Work for items outlined in this RFP	10%
Firm's Experience & References with projects of a similar size, structure & complexity	10%
Proposal's Balance of Priorities includes the affordability, sustainability, and innovativeness of the project and the overall benefit to the Moab community	5%
Responsiveness, Quality & Completeness of Submittal Package	5%

12. PROCEDURE FOR SELECTION

Initial Review of Applications

Applicants must address all submittal requirements outlined in this RFP. Non-responsive submittals (those not conforming to the RFP requirements) will be disqualified and will not be considered further. Each respondent bears the sole responsibility for the items included or not included in its submittal. Deviations from or exceptions to the terms and specifications contained within this RFP, if stipulated in a submittal, while possibly necessary in the view of the submitting respondent, may result in disqualification.

Interview of Qualified Applicants

After evaluation of the complete proposals received in response to this RFP, the Selection Committee may conduct interviews with and/or submit follow-up questions to one or more of the Developers.

During the interviews, Applicants will be encouraged to elaborate on why they are the best choice for this work and provide their vision and philosophy. Interview questions may include additional information about prior projects and experience as well as performance data, project approach, and staff expertise relevant to the project. MACLT expects the key personnel proposed for the project to be present at the interviews.

After the interviews, the Selection Committee shall rank, in accordance with the evaluation factors outlined in Section 11, the Applicants whose professional qualifications and proposed services are deemed most workable.

Negotiation of Contract

Negotiations, including the final scope of work, shall be conducted with the Developer ranked first. If a contract satisfactory to MACLT can be negotiated at a fee considered fair and reasonable, the award shall be made to that Developer. Otherwise, negotiations with the Developer shall be formally terminated and MACLT will move on to the next Developer.

Award of contract shall be subject to approval by the MACLT Board of Directors. If and when a contract is awarded, all firms that submit a proposal will receive a written acknowledgment of their proposal. MACLT will not reimburse firms for any expenses associated with the submission of proposals or participation in the interviews.

MACLT Rights

MACLT reserves the right to the following:

- To complete the selection process without proceeding to an interview process and may choose to select a Developer based on the information supplied in the submitted proposal.
- To select the Developer whose qualifications and/or proposal, in MACLT's sole judgment, best meet the needs of MACLT. Price may not be the sole deciding factor.
- To reject any and all proposals submitted and to waive any informality in submissions received whenever such rejection or waiver is in the best interest of MACLT.

MACLT may, at its own discretion, request a re-solicitation of proposals or abandon the project entirely.

13. CONDITIONS

Eligibility

The Developer shall provide evidence that all relevant members are currently licensed and registered to perform work in the state of Utah and that the Developer and/or relevant partners are not debarred, suspended, or prohibited from professional practice by any governmental agency.

Conflict of Interest

Developer must disclose any current or potential conflicts of interest, direct or indirect, that would conflict in any manner or degree with the performance of its services hereunder.

Contract Responsibilities

Based upon responses received, MACLT reserves the right to negotiate the scope of work with the Developer, dependent on the responses received to this RFP.

If MACLT is unsatisfied with the work produced from the Developer, it reserves the right to terminate the Reservation Agreement and/or other contractual obligations and select a different Developer for subsequent phases of work.

14. AGREEMENT AWARD

The selected Developer shall be invited to sign a Reservation Agreement for Tract K, and the Developer and MACLT will continue negotiations regarding design, financing, infrastructure, and other elements related to the scope of work.

MACLT reserves the right to withdraw a contract award prior to the execution of the contract for any reason including, but not limited to, the Developer's failure to execute the contract within the time specified or failure to present proof of insurance pursuant to the terms specified.

If there are any questions concerning this Request for Proposals, contact Kaitlin Myers, Executive Director, at (435) 261-2528 or director@moabclt.org.



EXHIBIT A

Arroyo Crossing Master Plan

[ATTACHED]

EXHIBIT B

Arroyo Crossing Phasing Plan

[ATTACHED]

EXHIBIT C

Tract K Zoning

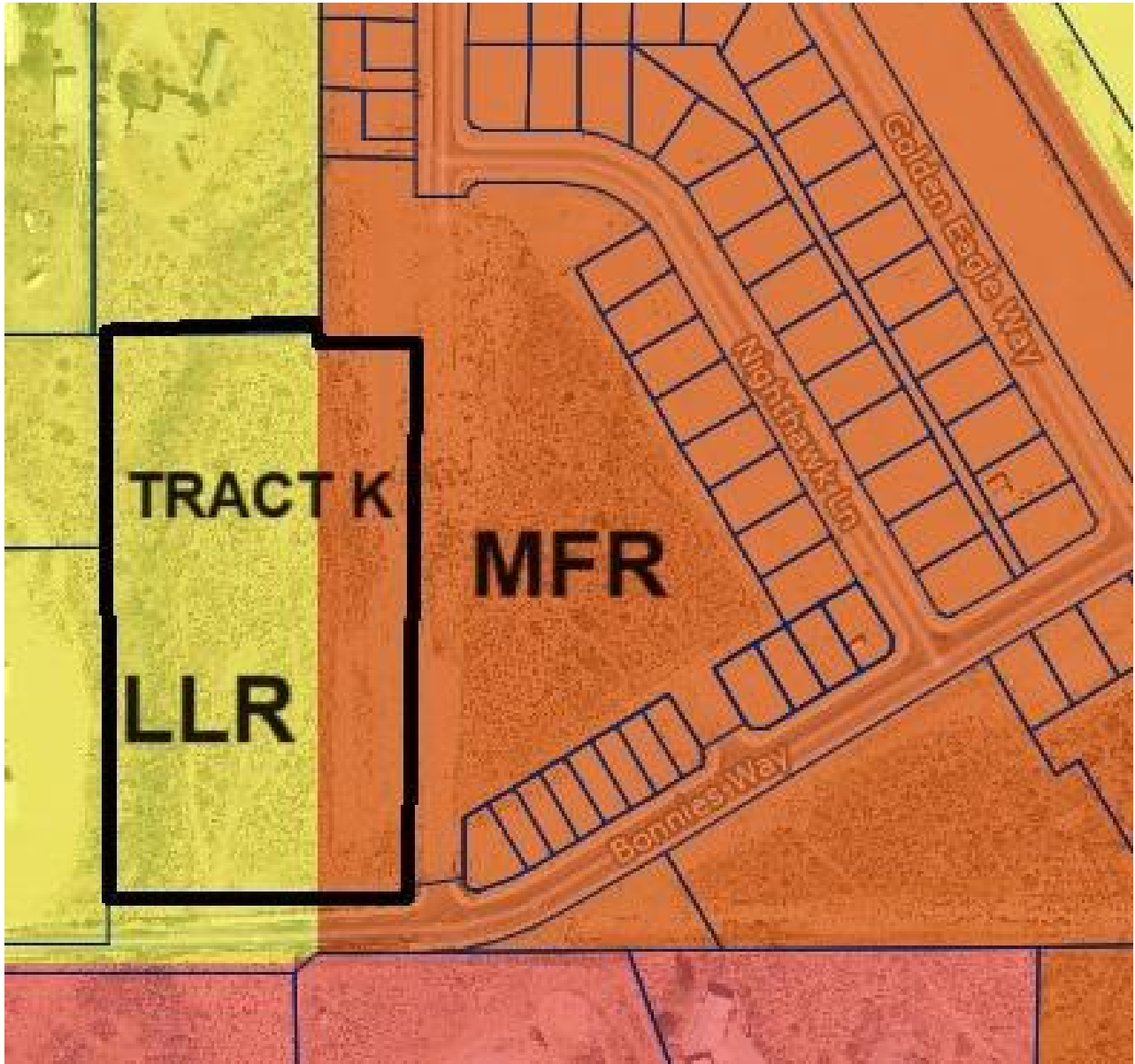


EXHIBIT D

Arroyo Crossing Income Limits & Rental Rates

2024 Income Limits

	50% (VLI)	60%	70%	80% (LI)	90%	100%	110%	115%	120%
1 person	\$ 32,100	\$ 38,500	\$ 44,950	\$ 51,350	\$ 53,700	\$ 56,000	\$ 66,500	\$ 71,750	\$ 77,000
2 person	\$ 36,650	\$ 44,000	\$ 51,350	\$ 58,650	\$ 61,350	\$ 64,000	\$ 76,000	\$ 82,000	\$ 88,000
3 person	\$ 41,250	\$ 49,500	\$ 57,750	\$ 66,000	\$ 69,000	\$ 72,000	\$ 85,500	\$ 92,250	\$ 99,000
4 person	\$ 45,800	\$ 55,000	\$ 64,150	\$ 73,300	\$ 76,650	\$ 80,000	\$ 95,000	\$ 102,500	\$ 109,950
5 person	\$ 49,500	\$ 59,400	\$ 69,300	\$ 79,200	\$ 82,800	\$ 86,400	\$ 102,600	\$ 110,700	\$ 118,750
6 person	\$ 53,150	\$ 63,800	\$ 74,450	\$ 85,050	\$ 88,950	\$ 92,800	\$ 110,200	\$ 118,900	\$ 127,550
7 person	\$ 56,800	\$ 68,200	\$ 79,550	\$ 90,900	\$ 95,050	\$ 99,200	\$ 117,800	\$ 127,100	\$ 136,350
8 person	\$ 60,500	\$ 72,600	\$ 84,700	\$ 96,800	\$ 101,200	\$ 105,600	\$ 125,400	\$ 135,300	\$ 145,150
9 person	\$ 64,150	\$ 77,000	\$ 89,850	\$ 102,650	\$ 107,350	\$ 112,000	\$ 133,000	\$ 143,500	\$ 153,950

Income limits are for 2024 and will change from year-to-year based on HUD annual income limit reports.

2024 Rental Rates

	60%	80%	100%	110%	115%	120%
Efficiency (1.0)	\$ 963	\$ 1,284	\$ 1,400	\$ 1,663	\$ 1,794	\$ 1,925
1 Bedroom (1.5)	\$ 1,100	\$ 1,466	\$ 1,600	\$ 1,900	\$ 2,050	\$ 2,200
2 Bedroom (3.0)	\$ 1,238	\$ 1,650	\$ 1,800	\$ 2,138	\$ 2,306	\$ 2,475
3 Bedroom (4.5)	\$ 1,375	\$ 1,833	\$ 2,000	\$ 2,375	\$ 2,563	\$ 2,749
4 Bedroom (6.0)	\$ 1,485	\$ 1,980	\$ 2,160	\$ 2,565	\$ 2,768	\$ 2,969

Rental rates are inclusive of all housing expenses, including rent, utilities, lot lease fees, and any other fees or costs directly related to the housing unit.

If the Developer elects to do LIHTC for this project, they shall indicate as such in the proposal and shall follow established LIHTC income limits and rental rates.