

RFP: Comparative Criteria

	Unacceptable	Acceptable	Advantageous	Highly Advantageous
Affordability				
Proposal meets the greatest level of affordability fiscally possible. Housing Authority’s goal is for units to be affordable at X% AMI or less.	The proposal contains no units that would be affordable to households earning X% AMI.	The proposal meets goal of all units affordable to households earning X% AMI.	The proposal meets goal of all units affordable to households earning X% AMI, and some units affordable to households at X% AMI.	The proposal meets goal of units affordable to households earning X% AMI, some units at X% AMI, and some units at X% AMI.
Developer Capacity and Quality of Team and Property Manager				
<p>Demonstrated experience in and capability for designing, permitting, developing and managing similar residential projects.</p> <p>Outcome of comparable projects Environmental review experience Experience with volunteer committees</p> <p>Property management experience with similar projects.</p> <p>The quality of the team’s reputation and references, particularly in terms of its regulatory track record, an ability to complete projects as proposed.</p> <p>Financial Capacity Ability to complete the project, including securing interim financing Overall quality of the proposal and submission as evidence of development team’s abilities.</p>	Development team members have had only a minimal in the development of fewer than five affordable housing projects of similar scope, including minimal legal, design, development and financing experience with affordable rental housing.	Development team members have had significant and substantial involvement in the development of at least five affordable housing projects of similar scope, including minimal legal, design, financing, and development experience with affordable rental housing.	Development team members have had significant and substantial involvement in the development of more than five affordable housing projects of similar scope, including minimal legal, design, financing, and development experience with affordable rental housing.	Development team members have had significant and substantial involvement in the development of more than ten affordable housing projects of similar scope, including minimal legal, design, financing, and development experience with affordable rental housing

Feasibility				
Physical feasibility Proposed project complies with requirements of this RFP and responds to site conditions	Proposal does not meet requirements of RFP.	Proposal meets requirements of RFP.	Proposal provides a clear plan for meeting all site requirements.	Proposal provides a clear plan for meeting all site requirements with minimal disruption to existing units.
Financial feasibility Adequacy of proposed budgets (development and operating) Appropriateness of rents in relation to market Track record of securing proposed financing	Proposal does not demonstrate an understanding of development costs and operating budgets for affordable housing.	Proposal demonstrates an understanding of development costs and operating budgets for affordable housing.	Proposal contains realistic development and operating budgets and evidence of success in securing necessary financing.	Proposal contains realistic development and operating budgets and evidence of securing necessary financing and other sources of funding.
Regulatory feasibility The project's proposed timetable and the ability of the proponent to close on the property within a decent timeframe, undertake, complete and market the project as presented. Demonstrated experience in the commitment to work with community groups and addressing concerns effectively.	Proposal fails to provide a realistic and timely schedule for financing, design, approval, conveyance, construction start-up, and marketing of units.	Proposal provides a timeline for financing, design, approval, conveyance, construction start-up, and marketing of units.	Proposal provides a timeline for financing, design, approval, conveyance, construction start-up, and marketing of units. Proposer can secure any required regulatory approvals and proceed with funding applications within fifteen months.	Proposal provides a timeline for financing, design, approval, conveyance, construction start-up, and marketing of units. Proposer can secure any required regulatory approvals and proceed with funding applications within nine months.
Site and Unit Design				
Quality and compatibility with the area's unique design vernacular. Cost effective and attractive design. Incorporation of energy saving components	Proposal fails to meet RFP requirements.	Proposal meets basic design requirements of RFP.	Proposal articulates a compelling development vision that is cost-effective, energy efficient, and has an attractive design.	Proposal articulates a compelling development vision that is cost-effective, energy efficient, attractive, and coordinates well with existing housing units.

Please Note | Effort has been made by the author and sponsoring organizations to provide current and accurate information. However, readers should not rely on the information and are urged to review source material and consult with appropriate funding sources, practitioners and legal counsel before embarking on a particular course of action.