

# **BREAKOUT 1**

# **DEVELOPER & RELATED SERVICES**

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# DEVELOPER & RELATED SERVICES

## **BREAKOUT 1** DEVELOPER & RELATED SERVICES

Fenton Room - Upstairs

## BREAKOUT 2 OWNER & RELATED SERVICES

Spring Room - First Floor

## BREAKOUT 3 GENERAL VENDOR SERVICES

Great Room - First Floor

# HOC THE DEVELOPER:

## *Strategic Goals*

**About:** HOC is a Public Housing Authority (PHA) chartered by the state to provide affordable housing for its jurisdiction. As a PHA, HOC owns and operates rental properties and administers the HUD Housing Choice Voucher (HCV) program and other federally funded rental programs.

**Mission:** To provide affordable housing and supportive housing services that enhance the lives of low-moderate-income families and individuals throughout Montgomery County, Maryland, so that:

- No one in Montgomery County lives in substandard housing;
- We strengthen families and communities as good neighbors;
- We establish an efficient and productive environment that fosters trust, open communication, and mutual respect; and
- We work with advocates, providers, and community members to maintain support for all of the work of the Commission.



# HOC THE DEVELOPER:

## *Strategic Goals (Cont.)*



### Getting People Housed

**EXAMPLES (New Construction):** The Leggett, The Laureate, The Lindley, Residences on the Lane, Hillandale Gateway



### Keeping People Housed

**EXAMPLES (Substantial Renovations):** Willow Manor, Shady Grove, Stewartown, Georgian Court



### Helping Customers Reach Their Fullest Potential

**EXAMPLES (Redevelopments/Substantial Renovations):** Elizabeth Square (new construction), Alexander House (renovation)

# HOC THE DEVELOPER:

## *Strategic Goals (Cont.)*

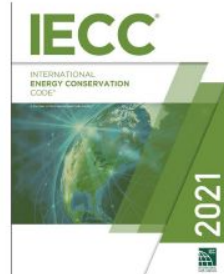
HOC is a quasi-public real estate developer focused on production and preservation of high-quality affordable and mixed-income developments. **To achieve this mission, we engage a variety of consultants and contractors** to execute our projects:

- Architects
- Appraisers
- Building scientists
- Demolition contractors
- Financing and development consultants
- General contractors
- Third-party owner-rep and consultants
- Zoning and land use attorneys

These services may be requested for various development and construction cycle phases, including initial due diligence and acquisition, initial planning and feasibility, third-party representation during construction, post-construction services, and ad-hoc assignments.

# TOOLS FOR SUSTAINABILITY

## Code Minimum



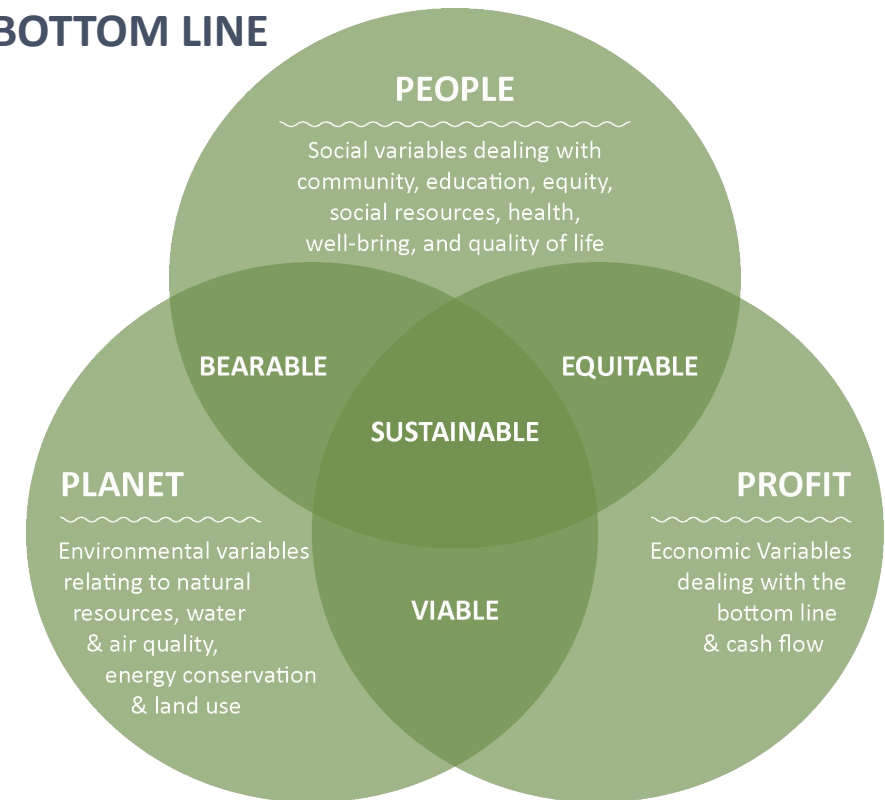
## Above Code Minimum



or

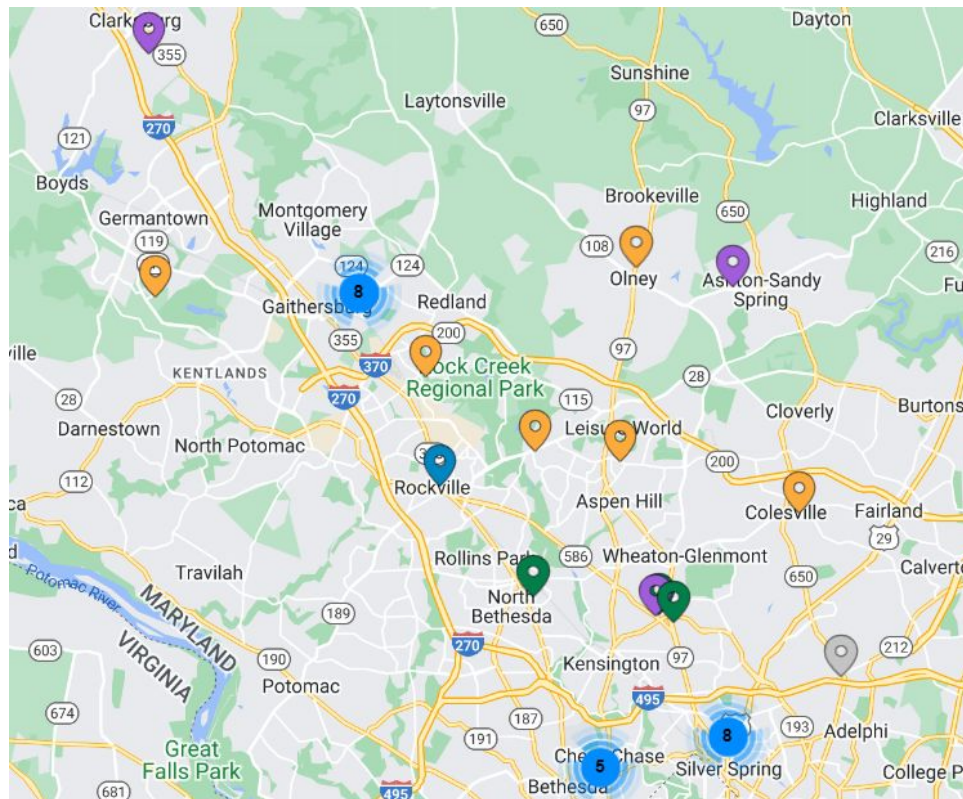


## TRIPLE BOTTOM LINE





# REAL ESTATE DEVELOPMENT ACTIVITIES NOTABLE DEVELOPMENTS AND PIPELINE



The HOC Real Estate Development Department remains committed to providing high-quality, affordable housing in high-opportunity areas proximate to transit.

The development pipeline includes nearly thirteen (13) communities, totaling 3,270 units, with 1,888 units designated as affordable, representing a construction value of nearly \$949.25 millions.

- 📍 Design | Planning
- 📍 Completed | Closeout
- 📍 Predevelopment
- 📍 Future Resyndication
- 📍 Under Construction



# REAL ESTATE DEVELOPMENT ACTIVITIES

## NOTABLE DEVELOPMENTS AND PIPELINE *(Cont.)*



Hillandale Gateway, Silver Spring  
**463-units**



The Leggett, Silver Spring  
**267-units**



The Laureate, Shady Grove Metro  
**268-units**

# REAL ESTATE DEVELOPMENT ACTIVITIES

## NOTABLE DEVELOPMENTS AND PIPELINE *(Cont.)*



Substantial Renovation Low-Income  
Housing Tax Credit ("LIHTCs")  
Georgian Court Apts, Silver Spring  
**147-units**



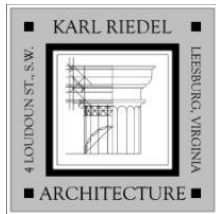
Substantial Renovation Low-Income  
Housing Tax Credit ("LIHTCs")  
Willow Manors, Silver Spring  
**286-units Scattered Site**



Substantial Renovation Low-Income  
Housing Tax Credit ("LIHTCs")  
Shady Grove Apts, Silver Spring  
**144-units**



# PUBLIC-PRIVATE PARTNERSHIPS: *Strength and Diversity of Partners*



Steven Winter Associates, Inc.  
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# PRIORITIES FOR PROCUREMENT:

*(Illustration)*

Example: Evaluation criteria for a Request for Proposal (“RFP”) for Construction Third-Party Testing Consultant Services:

- **Background and experience:** Contractors’ background and experience in which respondents to demonstrate their experience with projects of similar scope and size, particularly in Montgomery County.
- **Management Plan:** Narrative description of staffing assignments and roles which ensures the team is qualified to work on the contract.
- **Price:** Price proposal/detailed pricing information
- **Methodology:** Solid methodology for performing the requested services
- **Excess MFD Participation:** Level of participation in the County's MFD program. Points awarded based on the percentage of MFD-certified staff or commitment to hire/train MFD staff directly or through subcontracting.

Evaluation Criteria	Max Points
Background & Experience	30
Management Plan	15
Price	25
Methodology	15
Excess MFD Participation	15
<b>Total Possible Points</b>	<b>100</b>



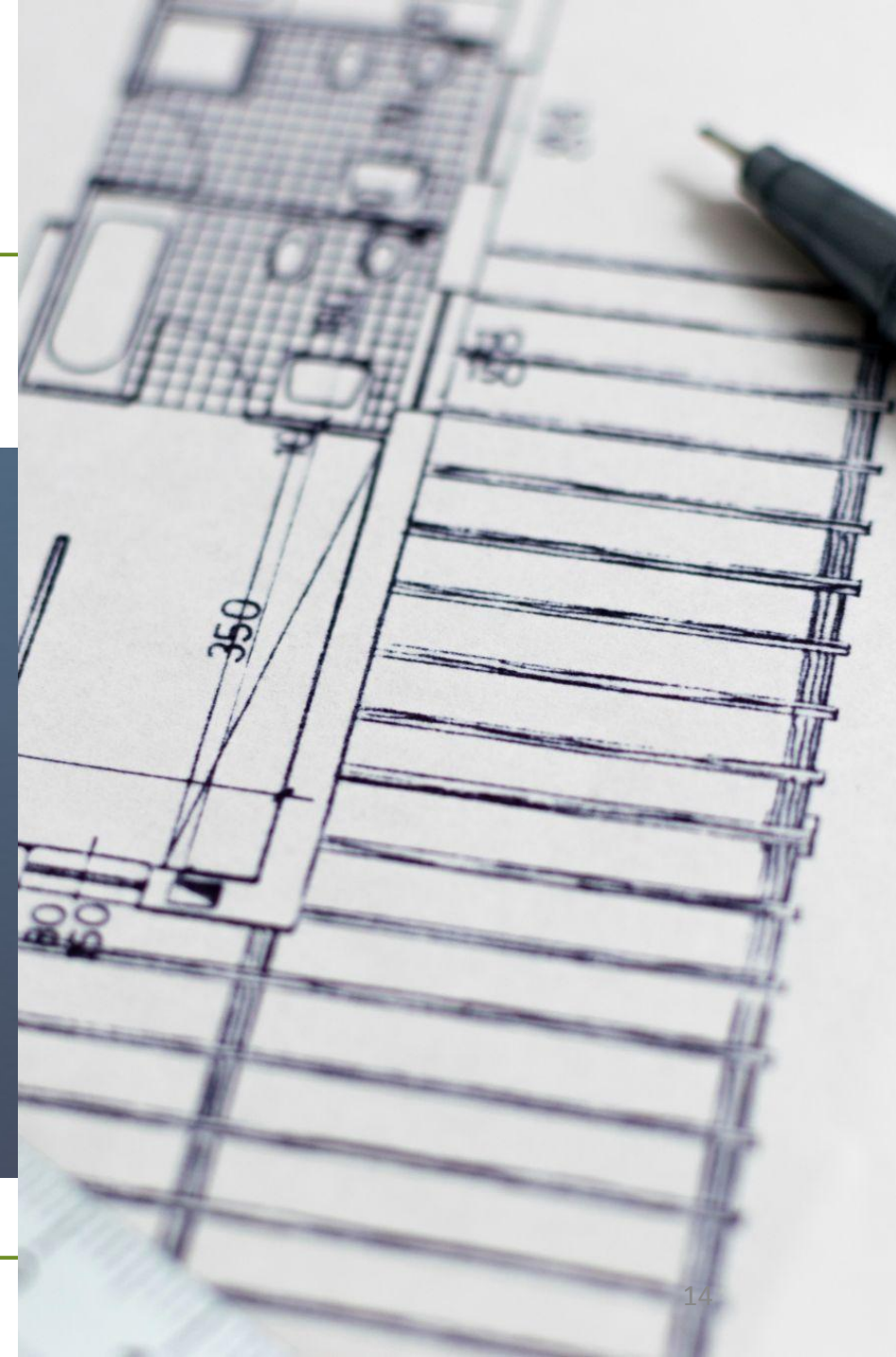
# PRIORITIES FOR PROCUREMENT:

## *Other Considerations*

- **Small Business:** Independently owned, not dominant in the field of operation, not an affiliate or subsidiary of a business dominant in the field of operation
- **Minority-owned Business:** At least 51% is owned by one or more minority group members or in the case of a publicly-owned business, one in which at least 51% of its voting stock is owned by one or more minority group members (Black, Hispanic, Native, Asian Pacific, Asian Indian, Hasidic Jewish Americans)
- **Women's Business Enterprise:** At least 51% is owned by a woman/women who are US citizens and who control the business
- **Section 3 Business Concern:** More than 51% is owned by Public Housing residents

# RELATED SERVICES

- HOC may require consultancy services for various development and construction cycle phases, including initial due diligence for an acquisition, initial planning, and feasibility, third-party representation during construction, post-construction services, and ad-hoc assignments.
- Consultants and associated tasks may include the following:
  - Appraisers
  - Architects, Interior Designers, and Land Planners
  - Building Scientists
  - Demolition Contractors



# RELATED SERVICES *(Cont.)*

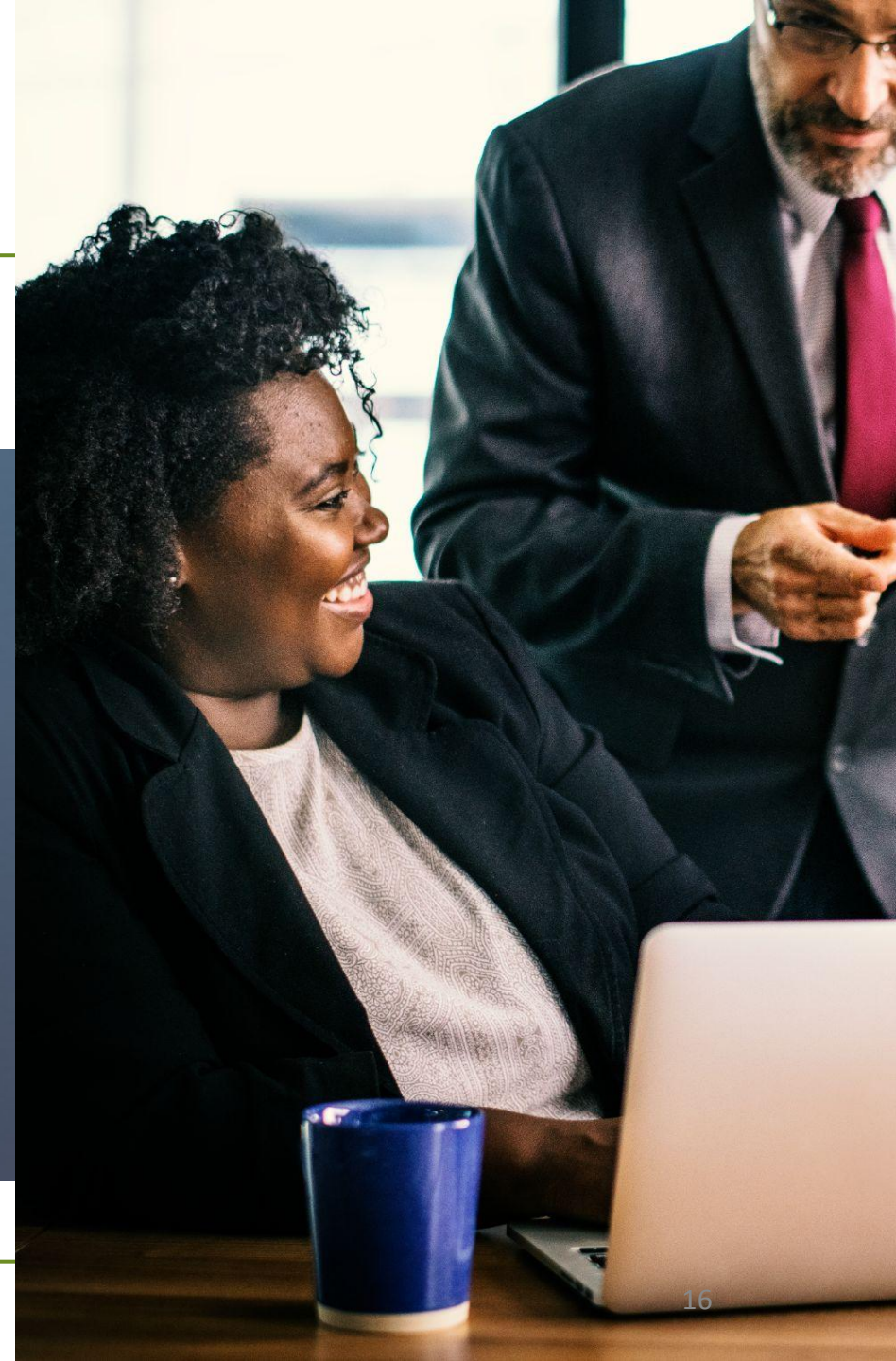
- Financing and Development Consultants
- General Contractors
- LIHTC, Real Estate & Financing Attorneys
- Regulatory Attorneys
- Third-Party Consultants
- Third-Party Owner-Rep
- Zoning and Land Use Attorneys





# UPCOMING PROCUREMENTS

- Real Estate and/or Financial Consultant Pool
- Interior Design Services
- Envelope Commissioning
- General Contractor Services
- Pre-Construction Consulting Services
- Construction Management Services Pool
- Architectural Services and Accessibility Pool





# Q & A | THANK YOU

## Procurement Office Contact:

Purchasing@hocmc.org

(240) 627-9785

[www.hocmc.org/do-business-with-us.html](http://www.hocmc.org/do-business-with-us.html)