

WFF Developer Services RFQ Inquiry Responses as of Noon June 27th, 2018

Subsequent inquiries due June 29th, 2018

What's the purpose of the hourly rate request? In reading the RFQ it appears that you will be paying the developer as almost a consultant and not as a developer of the project.

- **Hourly rates will not be applicable in all cases. The compensation structure will vary based on the scope of the project.**

Is the intent of the RFQ to utilize the developer's expertise as an advisor or for actual project development, oversight and management of projects?

- **The primary intent is to find qualified developers for project development and management of projects. WFF will provide additional staff oversight for assurance of accountability to its governance structure and will also serve as a key decision maker throughout the course of a given project's timeline.**

In the Submission Requirements section it states; "Successful responses may include necessary due diligence in order to meet the requirements of this RFQ." Can you elaborate on what "necessary due diligence" might include?

- **Respondents may find value in familiarizing themselves with WFF's mission and the existing land uses within its target area, as well as the Westside Land Use Framework Plan approved by Atlanta's City Council in late 2017.**

There was no "Conflict of Interest disclosure" attached to the RFQ. Can you provide?

- **Will be provided later.**

Should it be assumed that WFF is requesting consulting services versus development partnerships? As a development partner we would look to develop, own and manage in partnership with the WFF and thus would benefit from Developer fees associated with the transactions we produce in versus charging an hourly rate.

- **No. It depends on the scope and scale of the project, as well as available resources. In some instances, WFF may enter into development partnerships with companies whose missions are aligned with WFF's. However, it's also possible that firms whose missions are not aligned with WFF may be engaged as consultants and/or fee developers and compensated on a fee basis.**

In the RFQ you focus exclusively on development activities and not ownership and management. Is it the intention of the WFF to form a management company to perform long term property management functions?

- **No, it is not the intention of WFF to form a management company to perform long-term property management functions.**

Also given the nature of financing of low to moderate income properties if that is the case; is WFF considered a qualified firm to manage and perform compliance for the City of Atlanta and the State of Georgia?

- **WFF is not presently considered a qualified firm to manage and perform compliance for the City of Atlanta and the State of Georgia and therefore will not be offering such services for the foreseeable future.**

Given that there is a 30 page limit and your request of at least 5 examples within the 30-page limit can we provide a copy of one of our engagement processes as supplemental and not part of the 30 page limit package?

- **Yes. Photos, renderings and marketing materials will not be counted against page limit.**