



Interoffice Memorandum

August 19, 2021

TO: Mayor Jerry L. Demings
-AND-
County Commissioners

FROM:  Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager, Procurement Division

CONTACT: Mitchell L. Glasser, Manager, Housing and Community Development Division
407-836-5190

SUBJECT: Selection of Firms, Request For Proposals Y21-1046-RM, Multi-Family Affordable Housing Development

RECOMMENDATION:

Selection of four firms and two ranked alternates to provide Multi-Family Affordable Housing Development, Request for Proposals Y21-1046-RM, from the following firms listed alphabetically:

- Banyan Development Group, LLC
- Emerald Villas Phase Three, LLC
- Gorman & Company, LLC
- Southwick Commons, LTD
- SP East, LLC
- The Enclave at Canopy Park, LLC

Further request approval for the Procurement Division to execute four Developer Agreements and negotiate the terms of the loans within a cumulative budget of \$13,180,000.

Proposals were evaluated by the Procurement Committee on August 18, 2021. Commissioner Nicole Wilson was assigned to the Procurement Committee.

PURPOSE:

These Development Agreements will provide financial assistance to advance and facilitate new construction of affordable, multi-family rental housing with an emphasis on serving Orange County families, especially low and very low income households. Additionally, Orange County is encouraging special targeting for individuals and families who have experienced unforeseen economic hardships, including impacts by the COVID-19 pandemic. In an effort to amplify the access and opportunity offered by the proximity to public transportation, major employment centers, and community resources and services, Orange County is using its Access and Opportunity Model to evaluate proposed projects for their location efficiency.

APPROVALS:

The Housing and Community Development Division concurs with this recommendation.

FUNDING:

The Affordable Housing Trust Fund (“AHTF” or “Trust Fund”) Program is the source of funding. Funding is available in account number 0231-068-1764-8610.

REMARKS:

Seven proposals were received in response to this Request for Proposals (RFP). Banyan Development Group, LLC requested AHTF funding in the amount of \$5,000,000 to construct 156 affordable units. The complex will be located northeast of W. Colonial Drive and N. Pine Hills Road within walking distance to Barnett Park. The development is 100% affordable and 25% of the units (39 units) will be set-aside for very low-income households.

Emerald Villas Phase Three, LLC requested AHTF funding in the amount of \$4,500,000 to construct 90 affordable units. The complex will be located at 3204 El Primo Way, adjacent to Emerald Villas Preserve. The development is 100% affordable and 25% of the units (23 units) will be set-aside for very low-income households.

The Enclave at Canopy Park, LLC requested AHTF funding in the amount of \$1,680,000 to construct 84 affordable units. The complex will be located at the southeast corner of the intersection of 45th Street and Rio Grande Avenue, adjacent to the Orange Blossom (retail) Center. The development is 100% affordable and 25% of the units (21 units) will be set-aside for very low-income households.

Southwick Commons, LTD requested AHTF funding in the amount of \$2,000,000 to construct 195 affordable units. The complex will be located at 461 E 7th Street within Apopka’s designated City Center development area. The development is 100% affordable and 18% of the units (35 units) will be set-aside for very low-income households.

SP East, LLC requested AHTF funding in the amount of \$1,860,000 to construct 192 affordable units. The complex will be located on N. Hiawassee Road, less than one mile north of Hiawassee Elementary School. The development is 100% affordable and 25% of the units (48 units) will be set-aside for very low-income households.

Gorman & Company, LLC requested AHTF funding in the amount of \$5,000,000 to construct 101 affordable units. The complex will be located at 4893 S. Orange Blossom Trail, on Lake Bumby. The development is 100% affordable and 25% of the units (26 units) will be set-aside for very low-income households.

Apopka Leased Housing Associates I, LLLP did not achieve the minimum score to advance for Board consideration.

Scores of the Procurement Committee are attached.

Procurement Committee Meeting
Y21-1046-RM Multi Family Affordable Housing Development

CRITERIA	Applicant's Experience and Financial Strength	Project's Economic Viability & Financial Strength	Ability to Proceed	Targeting Very Low Income	Special Targeting for Low Barrier Units	Sustainable Affordable Living	Access and Opportunity	Total Weighted Points
Weighted Value	20	20	10	15	15	10	10	100
Banyan Development Group, LLC	100.00	100.00	50.00	75.00	71.25	50.00	50.00	496.25
Emerald Villas Phase Three, LLC	100.00	100.00	50.00	75.00	60.00	50.00	30.00	465.00
The Enclave at Canopy Park, LLC	80.00	80.00	50.00	75.00	75.00	50.00	50.00	460.00
Southwick Commons, LTD	95.00	100.00	50.00	45.00	45.00	40.00	50.00	425.00
SP East, LLC	85.00	80.00	50.00	75.00	75.00	27.50	30.00	422.50
Gorman & Company, LLC	80.00	80.00	20.00	75.00	45.00	30.00	40.00	370.00



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

August 30, 2021

TO: Rebecca Malave, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB #Y21-1046-RM, Multi-Family Housing

The Business Development Division did not have to evaluate bids received for this solicitation. Per legal, this project is not a procurement contract, but a loan program to incentivize developers to construct affordable housing units. Therefore, there will not be any M/WBE participation for this solicitation.

c: Sheena Ferguson, Manager, Business Development Division