

**REQUEST FOR EXPRESSIONS OF INTEREST (RFEI)
Development of County-Owned Land for Attainable Housing
Approximately 4.86 Acres of Former Ashburn North Park and Ride Lot**

SUMMARY

The County of Loudoun, Virginia (“County”) requests expressions of interest from potential developers of affordable housing as the term is defined in Va. Code section 15.2-2201 (i.e. housing units to serve households with up to 80% Area Median Income (“AMI”) and attainable housing as the term is defined in the County’s Unmet Housing Needs Strategic Plan (“UHNSP”) (i.e. housing units to serve households with up to 100% AMI), hereinafter “Attainable Housing” for two tracts of County-owned land consisting of 4.86 acres (“Subject Property”). Proposed development of the Subject Property must address the County’s General Plan¹ and specifically, the County’s Unmet Housing Needs Strategic Plan (“UHNSP”)² goals to provide attainable housing. This is a Request for Expressions of Interest (RFEI) only and no award will result from this RFEI.

ABOUT LOUDOUN COUNTY, VIRGINIA

Loudoun County is a growing, dynamic county with more than 400,000 people. Loudoun is known for its beautiful scenery, rich history, healthy diversity of expanding business opportunities, comfortable neighborhoods, and high-quality public services. On April 4, 2023, the Board of Supervisors (“Board”) adopted the Fiscal Year 2024 budget for the County totaling \$4.2 billion in total appropriations for the general county government and school system.

UNMET HOUSING NEEDS STRATEGIC PLAN

The Board established the following vision for Loudoun County: While appreciating and acknowledging our rich history, Loudoun County strives to be a prosperous, inclusive, equitable, and sustainable community where residents feel free to live, work, learn, and play.

To implement this vision, on September 8, 2021, the Board adopted the UHNSP. The purpose of the UHNSP is to define how the County will address unmet housing needs in a strategic and systematic way over the short and long-term. Unmet housing needs are defined by the Loudoun County 2019 General Plan as “the lack of housing options for households earning up to 100 percent of the Area Median Income (AMI).” The UHNSP focuses on adding new strategies and programs to enhance the County’s approach to addressing the unmet housing needs of households along this housing continuum. The UHNSP is designed to be implemented over five years and includes annual attainable housing goals, with the overarching goal of achieving 16,000 attainable housing units (8,200 new units and access to and/or preservation of 7,800 existing units) by 2040. Overall, the UHNSP includes 133 key action items that focus on establishing new methods, programs, and policies, and enhancing existing programs to address the County’s unmet housing needs.

Specific to this RFEI, Objective 2 of the UHNSP is to “secure land resources needed to address unmet housing needs.” Furthermore, Strategy 2.1 is to “use public land and facilities for housing.” The County can consider the use of public land in new ways and consider making it available for the development of attainable housing. When the land component of an attainable housing development is reduced or eliminated, the cost of development is reduced making the attainable housing more feasible. High land costs

¹ View the Loudoun County 2019 Comprehensive Plan, which includes the Loudoun County 2019 General Plan, at www.loudoun.gov/4957/Loudoun-County-Comprehensive-Plan.

² View the Unmet Housing Needs Strategic Plan at www.loudoun.gov/housingneeds.

and the limited availability of land for development in the Urban Policy Area and Suburban Policy Area makes it challenging to build new attainable housing. By allowing mixed-income, high-density development on high value public sites, the County can create opportunities for affordability and ensure diverse, inclusive communities.

PURPOSE OF RFEI

The purpose of this RFEI is to gauge interest, gather information to develop project requirements for the next phase of the procurement process, and collect ideas from potential developers with the interest, capacity, and qualifications to design, plan, finance, construct, and operate/manage a desirable 100% attainable or a mixed income housing project on the Subject Property. Designs can include 100% attainable housing, or mixed-income or mixed-use development projects that include attainable housing, office space, and retail. Submissions should offer creative and viable solutions for addressing the lack of housing options for households earning up to 100 percent of the AMI in order to make housing attainable. Submissions can include models where the Subject Property would be sold and models where there is a long-term ground lease of the Subject Property.

SUBJECT PROPERTY

The Subject Property consists of two parcels of County-owned land (PINs 040-38-3790 and 040-38-1852), with a combined area of approximately 4.86 acres. The property is located along the south side of Russell Branch Parkway, east of Waverly Court in Ashburn; the rear portion of PIN 040-38-1852 is adjacent to the Broad Run (Map 1). The Subject Property is located approximately one-quarter mile from Kinchora and approximately three-quarters of a mile from One Loudoun. It had been previously used as the Ashburn North Park and Ride Lot; however, County Transit Services ceased operations at that location effective October 24, 2022. It is important to note that parcel identified by PIN 040-38-1852 contains approximately 1.14 acres of major floodplain, which is not buildable.

- PIN 040-38-3790 – 1.6 acres (69,696 sf)
- PIN 040-38-1852 – 3.26 acres (142,005 sf)

Map 1: Subject Property



Existing Zoning:

The Subject Property is currently zoned Planned Development – Office Park (PD-OP). Per the Zoning Ordinance, this district is established “primarily for administrative, business and professional offices and necessary supporting accessory uses and facilities, designed with a park-like atmosphere and environmentally sensitive design to accommodate and complement existing natural features including extensive landscaping, low ground coverage by buildings, buildings of moderate height, and careful attention to such aesthetic considerations as location and size of signs, lighting, parking and service areas and the like.” All entitlement and permitting, including rezoning, must be completed in accordance with the County’s codes and standards.

Place Type:

The Subject Property is within the Suburban Mixed Use Place Type per the 2019 General Plan. Per the 2019 General Plan, “Suburban Mixed-Use areas provide compact, pedestrian-oriented environments with opportunities for a mix of residential, commercial, entertainment, cultural, and recreational amenities. Although this area provides for residential uses, commercial and entertainment uses are the primary draw to the mixed-use center. Some areas within Suburban Mixed Use will not include a residential component but will rather provide opportunities for non-residential uses that support the surrounding adjacent neighborhoods or provide a transition between larger mixed-use developments that contain residential uses. Over time, existing commercial developments within Suburban Mixed-Use areas should be redeveloped with a vertically integrated mix of uses on the site. Multi-family residential can also be introduced into the design of existing suburban-style commercial developments as an initial step toward creating vibrant, walkable mixed-use communities.”

RESPONDING TO THIS RFEI

Responses to this RFEI should include, at minimum, the following components.

1. *Key Developer’s Contacts and Team, including:*
 - a. *Name, title, and company or organizational affiliation of primary point of contact for this RFEI response.*
 - b. *Email address and phone number for primary point of contact.*
 - c. *Identification of any other individuals, and their company or organizational affiliation, who collaborated on this RFEI response.*
 - d. *Overview of firm's staff, history, and reputation.*

2. *Experience, including:*
 - a. *Respondent firm’s philosophy or mission and how it relates to goals and strategies outlined in the County’s UHNSP.*
 - b. *Experience in master planning, placemaking, development, construction, management and operation of affordable/attainable housing or mixed-use developments that include attainable housing. Include a portfolio of prior completed attainable housing projects.*
 - c. *Track record and demonstrated ability for success in public-private partnerships, if any.*
 - d. *Past performance in the successful engagement of minority, women-owned, and small businesses on prior development projects.*

3. *Program Design, including:*
 - a. *High level overview of proposed development, including proposed design, construction, and operation.*

- b. *Total number of housing units to be developed.*³
 - c. *Mix of rental vs. purchase units in the proposed development.*
 - d. *Total number of attainable housing units to be developed.*
 - e. *Percentages of AMI to be served by each type of attainable housing unit to be developed.*
 - f. *Description of type of materials to be used, including life cycle of materials, and details on design aesthetics.*
 - g. *Green building and energy efficiency features of the project and alignment with the County's approved Energy Strategy.*⁴
 - h. *Universal design and accessibility features of the project.*
 - i. *Amenities and Resident Services to be provided.*
 - j. *Community engagement plan.*
 - k. *Specific populations to be served, for example individuals who have experienced homelessness, individuals with developmental disabilities, older adults, etc.*
 - l. *Project schedule, including estimated begin and end dates for construction.*
4. *Financial Ability to Execute, including:*
- a. *Demonstration of business acumen and financing plan to undertake a development project of the scope of the project proposed.*
 - b. *Whether your company or organization would prefer to purchase the Subject Property or enter into a long-term ground lease of the Subject Property.*
 - c. *High Level Financial plan, including:*
 - i. *Estimated total development costs.*
 - ii. *Anticipated sources and uses of funds for the proposed project.*
 - iii. *Anticipated gap financing needs, including potential financing through the County's Affordable Multifamily Housing Loan Program.*
 - d. *Willingness to enter into a real estate contract or participate in a competitive procurement process with the County.*

INSTRUCTIONS TO RESPONDENT

The response to this RFEI shall address the key components listed in this announcement and must be limited to a cover sheet plus no more than five (5) pages with five (5) additional pages of appendices which may include graphs, charts, photos, illustrations, or additional resumes. All pages should be letter size (8.5 x 11 inches), with a minimum font size of 11. Combinations of text and graphic material may be used at the Respondent's discretion to adequately convey qualifications.

Following the RFEI process, the County may or may not decide to issue a formal Request for Proposals (RFP) upon recommendations from staff to the Board.

SCHEDULE

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| RFEI Issue Date | October 26, 2023 |
| Deadline for RFEI Questions | November 6, 2023, prior to 5:00 pm EDT |
| Deadline for County Responses to Questions | November 14, 2023 |
| RFEI Response Submittal Due Date and Time | December 15, 2023, prior to 4:00 pm EDT |

³ Note: Staff projects that no more than 130 units can be created on the Subject Property.

⁴ <https://www.loudoun.gov/5306/Energy-Management>

Submission Requirements and Contact Information

Respondents must submit one (1) electronic version of the response to this RFEI, submitted as viewable and printable Adobe Portable Document File (PDF), via e-mail at travis.perlman@loudoun.gov. The subject of the email should read "RFEI: Former Ashburn North Park and Ride Submittal," and must be received before 4:00 PM EDT on December 15, 2023.

RFEI Clarification and Questions

Potential Respondents may submit questions to the County about the contents of this document. All inquiries must be written and shall be emailed with the subject line RFEI: Former Ashburn North Park and Ride Lot Questions to: travis.perlman@loudoun.gov. The County shall issue an Addendum reflecting material questions and answers to this RFEI, if any, which shall be posted to www.loudoun.gov/housing.

No information, instruction, or advice provided orally or informally by County personnel, whether made in response to a question or otherwise in connection with this RFEI, shall be considered authoritative or binding. Respondents shall be entitled to rely only on this RFEI and on written material contained in Addenda to this RFEI, if applicable.

Inquiries regarding this RFEI will be accepted up to November 6, 2023, at 5:00 PM EDT. The County will not entertain any further questions after the due date.

GENERAL PROVISIONS

- 1. Ownership, Public Records, and Costs of Submittals** – Upon submission, all responses become the property of the County. Submissions in response to this RFEI are public records and subject to public records requests under the Virginia Freedom of Information Act. All costs for development of this RFEI are entirely the obligation of the Respondent and shall not be remunerated in any manner by the County or its stakeholders.
- 2. Non-Warranty of Accuracy in the Request for Expressions of Interest** – Due care and diligence have been used in preparing this RFEI. However, the County shall not be responsible for any error or omission in this RFEI or for the failure on the part of the Respondents to ensure that they have all information necessary.
- 3. Request for Clarification** – The County reserves the right to request clarification of information submitted and to request additional information of one or more Respondents, either orally or in writing, at any time.