

City of Baltimore

2016

# VACANTS TO VALUE | SURPLUS SALE

## Frequently Asked Questions

### **When will the decisions be made for the 2016 Vacants to Value Surplus Sale?**

**June 22, 2016 – Property Release**

**July 6, 2016 – Pre-Proposal Conference**

**September 19, 2016 – Proposals due by 3PM**

**Mid-November, 2016 – Awards will be announced**

### **Are the awards based on the best and final offer?**

The initial offer made is taken into consideration during the initial review, however, once completed the awardee will be invited to negotiate based on the appraised amount.

### **Will we be notified if an award was made?**

Yes, you will be personally notified of any decision made on your application (rejection or award.) Rather than moving straight to negotiation and settlement, all awardees will initiate with an Exclusive Negotiating Period of at least 30 days following announcement. This will allow time for the appraisals to be completed and the applicant to finalize details.

### **Does the city have a preference between homeownership and/or rental properties?**

The city understands that it takes a mix of rental and homeownership to meet the needs of our communities. That said, we do suggest that you meet with the relevant community association(s) to ask for their insight and support.

### **What happens if the initial award is forfeited?**

In the past, if a Surplus Sale award was forfeited the office would accept unsolicited bids up to a specified date. If the property still qualifies and does not receive an award it would be added into the following year's Vacants to Value Surplus Sale Request for Proposals.

Call 410-396-4111, or Email: [V2V@baltimorecity.gov](mailto:V2V@baltimorecity.gov)





### **Are there any samples of past winning applications?**

Yes, there are three winning applications listed as 'See Sample Proposals: A | B | C' on the webpage at [http://www.vacantstovalue.org/rfp\\_surplus.aspx](http://www.vacantstovalue.org/rfp_surplus.aspx)

### **Who should we be contacting for community support?**

Download the Community Association Contacts here.

### **Can a community group support more than one proposal?**

Yes, who and what the community supports is entirely up to them. While their support is key to our decision, it is not the only factor.

### **To what degree does the community's support influence the decision to award or reject an application?**

As stated in the Vacants to Value Surplus Sale Request for Proposals application:

#### **4.4 Community Participation**

*It is the goal of DHCD that any new development ventures in the City of Baltimore, whether for-profit or non-profit, integrate well with the communities around them. Respondents are encouraged to contact the community during the RFP process.*

*DHCD requires formal community participation in the development and governance of its real estate investments to ensure long-term accountability. This participation is not expected to be fiduciary in nature and is expected to be inclusionary. Once the project is underway, DHCD will continue to require regular communication with residents, neighborhood organizations, elected officials and other government agencies during the planning, construction and, if appropriate, the operation of the project. Applicants are encouraged to meet with local community members to discuss the site management strategy and address community concerns or questions.*

### **What are the MBE/WBE requirements?**

The MBE/WBE requirements are listed in the Baltimore City Charter, Article 5, Subtitle 28 which can be accessed by going to <http://legislativereference.baltimorecity.gov/city-codes> (scroll to page 82.) For a list of certified MBE/WBE businesses, go to <http://law.baltimorecity.gov/minority-and-womens-business-opportunity-office>

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### **What kind of financial support/information is the city looking for?**

Applicants are expected to complete a full sources and uses statement as stated in the Vacants to Value Surplus Sale Request for Proposals application. It is expected, but not required, that applicants will have varied sources of private and/or public funding. While there are some City allocated funds available, they are extremely limited and should not make up the bulk of the estimated budget.

### **Do we have a time limit that we need to abide by following settlement?**

Our standard goal is 12 months from settlement to the receipt of a use and occupancy permit. With regard to larger projects, there is flexibility although we would still ask for a construction schedule to estimate timing and phases.

### **Will the rehabilitated properties qualify for city incentives?**

Yes, Baltimore Housing's Homeownership Office coordinates several incentives available to homebuyers. You can find a full list of available incentives that can be layered on our website at <http://www.vacantstovalue.org/Incentives.aspx>

### **Is there a streamlined process to subdivide/consolidate the properties along Druid Park Lake Drive?**

No, Baltimore Housing's Land Resources Division will help to facilitate those changes following the award announcement per the buyer's needs.

### **Have properties been surveyed for environmental issues?**

Yes, any property that required an environmental survey will have had it completed prior to settlement. Results will be listed on the individual property pages or the Surplus page for your review. [http://www.vacantstovalue.org/rfp\\_surplus.aspx](http://www.vacantstovalue.org/rfp_surplus.aspx)

### **What is LINCS?**

Leveraging Investments in Neighborhood Corridors Strategy (LINCS) is an interagency partnership launched in 2015 by Mayor Stephanie Rawlings-Blake and the Department of Planning to revitalize key corridors throughout Baltimore City. For more information and to read the TAP reports on each corridor, go to <http://planning.baltimorecity.gov/LINCS>

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