

Merrimac Market Sites Request for Proposal Questions and responses.

DHCD has collected questions that have been asked during the RFP prior to the deadline for the submission of questions and request for clarification, May 30, 2025.

As a reminder, the Request for Proposal Submission Deadline is June 20, 2025 by 5:00pm.

1. **Master Plan Flexibility: Is the City open to development proposals that deviate from the current master plan? Specifically, would a creative approach that increases density—while still fulfilling the majority of the development objectives outlined in Section IV—be considered?** As stated within the RFP, “The City has worked with a design firm to perform development test fits of the site with preferred development pattern options. Development proposals are requested to explain how their proposal will meet the goals shown in the test fits.”
2. **Site 02 (2901 E VB BLVD) – Density Considerations: Given the size of this lot, has the City considered higher-density options such as 4–6 unit multifamily dwellings? Can you clarify why larger single-family homes (and duplexes) were prioritized in the proposed site plan?** The test fit conceptual site plan is representative of the preferred development pattern options. Respondents are explicitly asked to explain how their proposal will meet the goals as shown in the test fits.
3. **Disposition of Units – Sale vs. Rental: Does the City intend for the completed dwellings to be sold, or is leasing as rental housing permitted? If rentals are allowed, would the City support their use as affordable housing for local residents?** The intent for the sites would be homeownership with Accessory Dwelling Units to provide homeowners with the opportunity to have multigenerational housing, a home office, or additional rental income.
4. **Purchase Agreement Contingencies: Will the City allow contingencies within the site purchase agreement—such as a right to withdraw from the purchase if entitlements cannot be secured within a reasonable timeframe?** Requests from the city should be clearly presented in the response inclusive of any financial obligation for the City. If there are specific terms which a respondent would like to have included in any potential contract negotiation so that the reviewers may have the fullest opportunity to evaluate the proposal, please feel free to include them.

- a. **Clarification of “Best Offer” in Selection Criteria:** The RFP notes that “the most competitive proposal” will be the one providing the “Best Offer” of value. Could you please clarify how the City defines “Best Offer” in this context? Is it purely financial, or does it include community benefits, design quality, affordability, etc.? The “Best Offer” will be determined through a comprehensive evaluation of all aspects of the proposal. All submissions will be evaluated for completeness, timeliness, alignment with development objectives, the advancement of the City’s master site plan (as demonstrated in the concept drawings), proposed financial obligations for the city, and the City’s expectations of meeting its fiscal objectives regarding this development opportunity. Each respondent should endeavor to fully satisfy the Proposal Information Requested with the RFP document.

b. Selection Criteria:

- A. The City will consider the most competitive proposal to be those that provide the “Best Offer” of value, in keeping with the development objectives.
- B. Evaluation of proposals will be within the discretion of the City. The City reserves the sole right to judge the Respondent’s representations, either written or oral, as to their veracity, substance, and relation to the project scope.
- C. Proposals that result in a financial obligation for the City will be thoroughly evaluated, and the extent of any such obligation will be a factor in the selection process.
- D. The City’s expectations of meeting its fiscal objectives regarding this development opportunity will be considered.

5. **City’s Fiscal Objectives: Could you elaborate on the City’s fiscal goals for this development opportunity? Understanding your priorities will help us tailor our proposal more effectively.**

V. Offering Price

- A. The City of Norfolk will consider the most competitive proposals to be those that offer the best overall value in alignment with the Development Objectives outlined above. It is expected that all costs associated with supporting the proposed development - including, but not limited to, real estate, entitlements, pre-development activities, infrastructure improvements, and construction - will be considered direct costs borne by the Respondent(s) as part of the proposal.
- B. The FY 2024 appraised values of the properties total \$189,400.00. The City of Norfolk will consider proposals for the development of all three (3) sites, the development of two (2) sites, and the development of one (1) site. 1. 2839 East

Virginia Beach Boulevard (0.0995 acres/4,400 SF) \$57,000.00 2. 2900 East Virginia Beach Boulevard (0.1695 acres/7,384 SF) \$52,000.00 3. 2901 East Virginia Beach Boulevard (0.3180 acres/13,852 SF) \$80,400.00

VII. Proposal Information Requested

D. Offer

1. Submit a clear and detailed purchase offer for the city-owned parcel(s) included in the proposal.

2. Identify the specific parcel address(es) covered by your offer to ensure accurate review and consideration.

6. Test concepts are all single-family buildings, is Norfolk open to multifamily unit buildings that address its missing middle needs?

1. Page 1 of the Concept Drawings includes a bulleted list of test fit properties including duplexes on 2900 E Virginia Beach Blvd and a potential third duplex on 2839 E Virginia Beach Blvd



7. Will Norfolk release the results of the development test fits of the site?

1. The concept drawings are available at this link: [Concept-Drawings](#)

8. Is the focus of this RFP to develop Single Family Homes with Accessory Dwelling Units solely?

1. Please see the image attached to question 1.

9. Will the bidder(s) have to purchase the lot(s) from the city, prior to construction?

1. It is the intent of the City of Norfolk to transfer ownership of the properties prior to the start of construction.

10. Will there be any need to gain community approval for the development plans for the site?

1. Because a rezoning is required to accommodate the uses outlined in the RFP, a part of the application process is to meet with the appropriate Civic League(s) – or host a meeting – to complete the pre-application neighborhood meeting requirement. Please see more here: [Microsoft Word - Rezoning Brochure](#)

11. What is the expected timeline Norfolk has for the development of the lot(s)?

1. The City of Norfolk has not outlined a specific development timeline expectation for the sites. Page 6 of the RFP under *B. Project Information* asks for respondents to *[s]ubmit a proposed development timeline, detailing key milestones and identifying a projected construction start date.*

12. Will there be any preference given to developers who can develop all the sites?

1. The City of Norfolk will consider proposals for the development of all three (3) sites, the development of two (2) sites, and the development of one (1) site.