



## **REQUEST FOR PROPOSALS**

### **Consultant Roster for Municipal Technical Assistance (Pipeline Development and Transit-Oriented Development Zoning)**

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**Posting Date:** March 10, 2025

**Response Submission Deadline:** 3:00 EDT p.m. on March 31, 2025

#### **NOTE TO RESPONDENTS:**

Please be advised that **all** submissions (including those not selected for engagement) may be made available to the public on request pursuant to the Rhode Island Access to Public Records Act, Chapter 2 of Title 38 of the Rhode Island General Laws (the “APRA”) upon award of a contract(s). As a result, respondents are advised not to include information that they deem proprietary or confidential or that constitutes a trade secret.

#### **INTRODUCTION**

Through this Request for Proposals (“RFP”), the Rhode Island Housing and Mortgage Finance Corporation (“RIHousing”) seeks proposals from qualified firms to create two rosters of consultants able to provide a variety of technical assistance to municipalities, with a goal of identifying and moving forward housing development projects or making zoning changes to increase housing opportunities in proximity to transit.

#### **INSTRUCTIONS**

Proposals must be submitted via email to: **Stacy Wasserman, Innovation Program Manager** at [swasserman@rihousing.com](mailto:swasserman@rihousing.com) no later than the response submission deadline set forth above.

**Proposals that are not received by the response submission deadline or that do not adhere to the submission instructions described herein shall not be accepted or considered by RIHousing.**

Proposals should be concise and adhere to the word count applicable to each section of this Request for Proposals (“RFP”). Proposals should be presented on business letterhead and include all attachments, certifications (including the Submissions Certification at [Attachment A](#)), and work samples (as applicable). Please note that failure to provide any information, certification, or document requested in this RFP may cause your submission not to be reviewed or considered by RIHousing.

RIHousing may invite one or more finalists to make presentations, including demonstrations of requested products, if applicable.



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**SCOPE OF WORK**

Please see the Scope of Work as provided on Attachment B.

**ITEMS TO BE INCLUDED WITH YOUR PROPOSAL**

SUBMISSION  
CHECK LIST

**Section A: General Firm Information (Total word limit: 500 words)**

1. Provide a brief description of your firm, including but not limited to the following:
  - a. Name of the principal(s) of the firm.
  - b. Name, business telephone number and business email address of a representative of the firm authorized to discuss your proposal.
  - c. Locations of all offices of the firm.
  - d. Number of employees of the firm.

**RIHousing requests that the contact information provided in response to this subsection (1) be strictly limited to business addresses, telephone numbers, and email addresses to protect any personal information from being made available to the public pursuant to APRA.**

**Section B: Experience and Resources (Total word limit: 3500 words)**

1. Describe your firm and its capabilities. In particular, support your capacity to perform the Scope of Work. Please identify which technical assistance activities your firm is proposing to provide and through which programs: Pipeline Development Grant and/or Transit Oriented Development Zoning Technical Assistance Program (TOD TA Program). \*\*Firms submitting proposals for the TOD TA Program must be prepared to comply with all requirements attached to projects using SFRF funding. Specifically, [SFRF FAQ 13.15](#) and [2 CFR 200 Appendix II](#) and any other applicable rules and regulations. Describe your experience and capacity to perform the Scope of Work.
2. Indicate which principals and associates from your firm would be involved in providing services to RIHousing. Provide appropriate background information for each such person and identify their responsibilities.
3. If applicable, please indicate the name of any subcontractors that would be involved in providing services to your firm.. Provide appropriate background information for each person or entity, identify the person’s responsibilities and outline their capabilities.
4. Provide a detailed list of references, including a contact name and business telephone number for organizations or businesses for whom you have performed



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similar work. If applicable, include details of similar work performed for RIHousing in the past.

5. Identify individuals in your firm with multi-lingual skills, who are available to assist with communication in languages other than English. Please identify the language(s).

6. Describe your firm’s information security systems and the steps that your firm takes to safeguard client communication, confidential information, and client data. Include in your response whether your firm performs penetration testing, your firm’s encryption methods, and whether client data is stored onshore or offshore.

**Section C: Fee Structure (Total word limit: 500 words)**

The cost of services is one of the factors that will be considered in awarding this contract. The information requested in this section is required to support the reasonableness of your fees.

1. Please provide a cost proposal for providing the Scope of Work at Attachment B.

2. Provide an itemized breakdown of billing rates and hourly costs, list of key personnel and their hourly rates, reimbursable expenses, etc. for any services that may be requested in addition to the services previously described.

3. Please provide any other fee information applicable to the engagement that has not been previously covered that you wish to bring to the attention of RIHousing.

**Section D: Affirmative Action Plan and Minority Owned Business/Women Owned Business Pursuant to the Rhode Island State Purchases Act**

1. In compliance with State law (R.I. Gen Laws §§37-2-1 et seq; R.I. Gen Laws §§ 37-14.1-6), RIHousing encourages the participation of persons of color, women, persons with disabilities and members of other State-protected classes. Describe your firm’s affirmative action program and activities. Include the number and percentage of members of State-protected classes who are either principals or senior managers in your firm, the number and percentage of members of State-protected classes in your firm who will work on RIHousing’s engagement and, if applicable, a copy of your Minority- or Women-Owned Business Enterprise state certification. This information will be used in furtherance of Rhode Island law.

**Section E: Miscellaneous (Total word limit: 1000 words)**

1. Discuss any topics not covered in this RFP that you would like to bring to RIHousing’s attention.



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**Section F. Certifications**

- All applicants must respond to and provide documentation as outlined in the Request for Proposals Submission Certifications at Attachment A.

**EVALUATION AND SELECTION**

A selection committee consisting of RIHousing and Rhode Island Department of Housing employees will review all proposals that meet the requirements set forth in the “Instructions” section of this RFP and make a selection based on the following factors:

- Professional capacity to undertake the Scope of Work (as evaluated by reference in Section B: Experience and Resources);
- Proposed approach to providing the Scope of Work (as evaluated by reference to Section B: Experience and Resources);
- Proposed fee structure (as evaluated by reference in Section C: Fee Structure);
- Ability to perform within time and budget constraints (as evaluated by reference in Section B);
- Previous work experience and performance with RIHousing and/or similar organizations (as provided in Section B: Experience and Resources, subsection 3);
- Recommendations by references (as provided in Section B: Experience and Resources, subsection 3);
- Firm minority status and affirmative action program or activities (as requested in Section D: Firm minority status and affirmative action program or activities (in accordance with Rhode Island law, as requested in Section D: Affirmative Action Plan and Minority Owned Business/Women Owned Business));
- Other pertinent information submitted.

By this RFP, RIHousing has not committed itself to undertake the work set forth herein. RIHousing reserves the right to reject any and all proposals, to rebid the original or amended scope of services and to enter into negotiations with one or more respondents. RIHousing reserves the right to make those decisions after its receipt of responses. RIHousing’s decision on these matters is final.



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For additional information contact Stacy Wasserman, Innovation Program Manager at [swasserman@rihousing.com](mailto:swasserman@rihousing.com). Any questions received will be answered on [RIHousing.com/rfps-rfqs](http://RIHousing.com/rfps-rfqs).



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**Attachment A**

**Requests for Proposals Submission Certifications**

Please respond to **all** items below and include it in your response to this RFP. Be sure to include any additional information in the space provided or as an attachment as needed. Please ensure that any attachments refer to the appropriate item by name (i.e., “Conflict of Interest,” “Major State Decision Maker,” etc.)

**Total word limit for Sections A and B: 500 words**

**Section A: Conflicts of Interest**

1. Identify any conflict of interest that may arise as a result of business activities or ventures by your firm and associates of your firm, employees, or subcontractors as a result of any individual’s status as a member of the board of directors of any organization likely to interact with RIHousing. **If none, check below.**

None

2. Describe how your firm will handle actual and or potential conflicts of interest (*please include in your proposal or attach a sheet with this information*).

**Section B: Litigation, Proceedings, Investigations**

1. Identify any material litigation, administrative proceedings, or investigations in which your firm is currently involved. **If none, check below.**

None

2. Identify any material litigation, administrative proceedings, or investigations to which your firm or any of its principals, partners, associates, subcontractors, or support staff was a party, that has been finally adjudicated or settled within the past two (2) years. **If none, check below.**

None

**Section C: Certifications**

1. RIHousing insists upon full compliance with Chapter 27 of Title 17 of the Rhode Island General Laws, Reporting of Political Contributions by State Vendors. This law requires State Vendors entering into contracts to provide services to an agency such as RIHousing, for the aggregate sum of \$5,000 or more, to file an affidavit with the State Board of Elections concerning reportable political contributions. The affidavit must state whether the State



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Vendor (and any related parties as defined in the law) has, within 24 months preceding the date of the contract, contributed an aggregate amount in excess of \$250 within a calendar year to any general officer, any candidate for general office, or any political party. **Please acknowledge your understanding below.**

I have read and understand the requirements of Chapter 27 of Title 17 of the Rhode Island General Laws, Reporting of Political Contributions by State Vendors.

2. Does any Rhode Island “Major State Decision-maker,” as defined below, or the spouse or dependent child of such person, hold (i) a ten percent or greater equity interest, or (ii) a Five Thousand Dollar or greater cash interest in this business?

For purposes of this question, “Major State Decision-maker” means:

- (i) All general officers; and all executive or administrative head or heads of any state executive agency enumerated in § 42-6-1 as well as the executive or administrative head or heads of state quasi-public corporations, whether appointed or serving as an employee. The phrase “executive or administrative head or heads” shall include anyone serving in the positions of director, executive director, deputy director, assistant director, executive counsel, or chief of staff;
- (ii) All members of the general assembly and the executive or administrative head or heads of a state legislative agency, whether appointed or serving as an employee. The phrase “executive or administrative head or heads” shall include anyone serving in the positions of director, executive director, deputy director, assistant director, executive counsel, or chief of staff;
- (iii) All members of the state judiciary and all state magistrates and the executive or administrative head or heads of a state judicial agency, whether appointed or serving as an employee. The phrase “executive or administrative head or heads” shall include anyone serving in the positions of director, executive director, deputy director, assistant director, executive counsel, chief of staff or state court administrator.

**Please indicate your response below.**

Yes

If your answer is “Yes,” please identify the Major State Decision-maker, specify the nature of their ownership interest, and provide a copy of the annual financial disclosure required to be filed with the Rhode Island Ethics Commission pursuant to R.I.G.L. §§36-14-16, 17 and 18.

No



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3. In the course of providing goods or services to RI Housing, the selected respondent may receive certain personal information specific to RI Housing customer(s) including, without limitation, customer names and addresses, telephone numbers, email addresses, dates of birth, loan numbers, account numbers, social security numbers, driver's license or identification card numbers, employment and income information, photographic likenesses, tax returns, or other personal or financial information (hereinafter collectively referred to as the "Personal Information"). The maintenance of the Personal Information in strict confidence and the confinement of its use to RI Housing are of vital importance to RI Housing.

**Please certify below that in the event your firm is selected:**

- (i) any Personal Information disclosed to your firm by RI Housing or which your firm acquires as a result of its services hereunder will be regarded by your firm as confidential, and shall not be copied or disclosed to any third party, unless RI Housing has given its prior written consent thereto; and
- (ii) your firm agrees to take all reasonable measures to (a) ensure the security and confidentiality of the Personal Information, (b) protect against any anticipated threats or hazards to the security or integrity of the Personal Information, and (c) maintain reasonable security procedures and practices appropriate to your firm's size, the nature of the Personal Information, and the purpose for which the Personal Information was collected in order to protect the Personal Information from unauthorized access, use, modification, destruction or disclosure; and
- (iii) when discarding the Personal Information, destroying it in a commercially reasonable manner such that no third party can view or recreate the information, electronically or otherwise.

These provisions, which implement the requirements of the Rhode Island Identity Theft Protection Act, R.I.G.L. § 11-49.2 et seq., will also be incorporated into the final contract with the selected respondent(s). In addition, if selected, your firm may be requested to provide a copy of its information security plan.

I certify that in the event our firm is selected, we will comply with the Personal Information and Security guidelines noted above.

4. Your firm's president, chairman or CEO must certify below that (i) no member of your firm has made inquiries or contacts with respect to this RFP other than in an email or written communication to Stacy Wasserman, [swasserman@rihousing.com](mailto:swasserman@rihousing.com), seeking clarification on the Scope of Work set forth in this proposal, from the date of this RFP through the date of your proposal, (ii) no member of your firm will make any such inquiry or contact until after March 31, 2025, (iii) all information in the proposal is true and correct to the best of your knowledge, (iv) no member of your firm gave anything of monetary value or promise of future





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employment to a RIHousing employee or Commissioner, or a relative of the same, based on any understanding that such person's action or judgment will be influenced, and (v) your firm is in full compliance with Chapter 27 of Title 17 of the Rhode Island General Laws, Reporting of Political Contributions by State Vendors.

I certify that no member of our firm has made or will make any such inquiries or contacts; all information supplied is true and correct; no member of our firm has provided anything of value to influence RIHousing; and our firm is in compliance with applicable political contribution reporting.

President, Chairman or CEO (*print*): \_\_\_\_\_

Signature: \_\_\_\_\_

Firm Name: \_\_\_\_\_



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**Attachment B**

**Scope of Work**

RIHousing is seeking to create two new rosters of consultants to assist with the following program:

1. Pipeline Development: Assist municipalities in identifying opportunities for and moving forward with residential development projects, particularly those that include affordable or middle-income units.
2. Transit-Oriented Development Zoning Technical Assistance Program (TOD TA Program): Assist municipalities with supporting zoning changes that enable additional housing development in proximity to transit.

The “Development Pipeline” and “TOD TA Program” rosters are in addition to RIHousing’s existing consultant roster under the Municipal Technical Assistance Program (MTAP). These rosters are intended to provide more specialized services that may be needed to move housing development proposals or TOD zoning changes forward. Consultants who are already included on the MTAP roster only need to respond to this RFP if they are interested in providing these more specialized services funded through one of the resources listed below. Existing MTAP consultants who do not respond to the RFP will continue to be authorized to participate in the MTAP program under the terms of their existing contracts. We are not accepting applications to be added to the MTAP roster at this time.

**Pipeline Development Grants:** The RI Housing Resources Commission (HRC) has allocated \$400,000 to be made available through MTAP specifically to assist municipalities in creating a housing development pipeline. The maximum grant amount will be \$75,000.

**Transit-Oriented Development Zoning Technical Assistance (TOD TA Program):** The purpose of the TOD TA Program is to support zoning changes that enable additional housing development in proximity to transit. \$974,707 is available through federal, State, and Local Fiscal Recovery Funds (SFRF). Grants will be in the range of \$50,000 - \$100,000 depending upon the number and expanse of TOD zones being created and the complexity of the areas being analyzed.

This RFP seeks to create a roster of firms capable of providing the below identified technical assistance activities. Firms must be specific as to which of the activities they can provide and through which programs (Pipeline Development Grant and/or TOD TA Program). Firms are not required to provide technical assistance in each area.

**I. Services to be Provided**

Rhode Island is home to 39 municipalities of varying geographic and population sizes and government structures. Each community is unique and will require tailored assistance depending



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on the community’s needs and housing goals. The time commitment for each activity will vary depending on a municipality’s needs.

We are seeking firms to provide the following pipeline development-related technical assistance directly to municipalities:

- **Site identification and analysis activities including, but not limited to:** Working with municipalities to identify sites that are good candidates for development of affordable or mixed-income housing, identifying and connecting municipalities with potential development partners.
- **Predevelopment activities including, but not limited to:** Environmental assessments, surveys, title work, soil testing, architectural work, infrastructure assessment and design.
- **Permitting strategy development and implementation activities including, but not limited to:** Assessment of current zoning and permitting requirements, assistance submitting and moving forward required federal, state or municipal approvals.
- **Financial Feasibility Analysis activities including, but not limited to:** Conducting market analysis, developing project proformas, exploring financing options.
- **Other pipeline or project development activities** (please specify)

We are seeking firms to provide the following TOD TA Program services directly to municipalities:

- Study the municipality and analyze potential barriers, capacity, feasibility, and impacts of TOD with a focus on housing production.
- Determine the TOD area boundary/boundaries to be rezoned.
- Draft the zoning by-law.
- Present/facilitate meetings leading to the adoption of the zoning revisions (e.g., Planning Board, City Council/Town Meeting).
- Create a strategic plan to attract development, including implementation steps and written recommendations.

## II. Project Schedule

Firms are anticipated to be engaged for a three-year contract, with RIHousing’s option to renew annually for up to an additional two years. Please note that all TOD TA funds must be



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fully expended by December 31, 2026, due to the requirements of SFRF; therefore, all program activities under the TOD TA Program must be completed and funding drawn down prior to that date. Firms carrying out activities financed through SFRF must comply with all statutory and regulatory requirements and guidelines as applicable, including [SFRF FAQ 13.15](#) and [2 CFR 200 Appendix II](#).

All projects will be required to submit project status reports when invoicing for payment.

### **III. Project Approach**

Once a roster of firms is created, RI Housing anticipates putting out a competitive Request for Proposals (RFP) to municipalities for Pipeline Development and TOD TA Program Grants. Successful municipalities will then select consultants from the Pipeline Development or TOD TA Program pool that meet their needs. Firms selected to provide technical assistance to a municipality under either or both programs will do so under contract with RI Housing.