

REQUEST FOR QUALIFICATIONS (RFQ)

COTTAGE COURT DEVELOPMENT

+/- 6 acre site

McPherson Implementing Local Redevelopment Authority

(Stage One of Two-Stage RFQ/RFP Qualifications-Based Competitive Process)

July 6, 2026

Submit your Qualifications to:

Fort Mac LRA

Attn: David Burt - Executive Director

dburt@fortmaclra.com

and

Attn: Robert Mosby

rmosby@fortmaclra.com

SECTION I: INTRODUCTION

The McPherson Implementing Local Redevelopment Authority (Fort Mac LRA) is actively pursuing the redevelopment of approximately six (6) acres of property owned by the Authority and designated as the Cottage Court District. The property is located south of Campbellton Road in the City of Atlanta. In addition, an adjacent area of approximately one acre, including a historic building (The Chateau), is also available to potentially be included in this development opportunity. The Chateau is protected as a historic structure under deed restrictions with the Army. For the Cottage Court Housing District, Fort Mac LRA is seeking a housing developer (which may consist of one or more firms) that has demonstrated experience in delivering smaller residential for-sale units, both market rate and affordable, in an urban environment.

Adjacent to the Cottage Court Housing District (outlined in Exhibit C in this RFQ), Fort Mac LRA also owns approximately 80 acres designated for future mixed-use development. Other portions of the former Army base no longer owned by Fort Mac LRA are owned by Tyler Perry Studios (330 acres), the Veterans Administration (15 acres), and Easterly Government Properties (9.5 acres). The entire property currently owned by Fort Mac LRA can be seen on the attached survey (Exhibit A). Exhibit A also includes the Master Plan for the entire site approved by the Fort Mac LRA Board and also approved by local government through the DRI process. The general location of the property available through this RFQ process can be seen on Exhibit B.

This RFQ is part of a larger process to seek development of the entire 60-acre property owned by Fort Mac LRA along Campbellton Road. For planning purposes, the Campbellton Road property has been divided into three districts: the Cottage Court Housing District (the subject of this RFQ), the Multi-Family District, and the Single-Family Residential District. A map outlining these three districts is attached as Exhibit C. Separate RFQ's will be issued for the Multi-Family District and the Single-Family Residential District.

The objective of this RFQ process is to determine the number of qualified developers and the level of developer interest for the Cottage Court Housing District. The Fort Mac LRA staff and Development Committee will review qualification packages to select experienced developers to advance to the next step, which will be a formal Request for Proposals (RFP). This will lead toward the selection of a "preferred developer" and the eventual disposition of the development site under mutually beneficial financial terms.

Depending upon the number and quality of responses, Fort Mac LRA reserves the right to request additional information from some or all respondents, or to issue additional requests to advance the review process. This RFQ does not obligate Fort Mac LRA to select or negotiate with any development team(s) or to accept offers which Fort Mac LRA determines, in its judgment, are not in the best interest of the Authority.

All questions concerning process, procedure and substance of the RFQ shall be submitted to Mr. Robert Mosby in writing by e-mail to both rmosby@fortmaclra.com and David Burt at dburt@fortmaclra.com. All such substantive questions shall be answered by posting on the Fort Mac LRA webpage.

SECTION II: OVERVIEW OF THE DEVELOPMENT OPPORTUNITY

History of the Property

The parcel which is the subject of this RFQ is a small portion of the former Fort McPherson, a 488-acre military facility located entirely within the city limits of Atlanta, Georgia. Fort McPherson became the first permanent Army installation in the southeast on May 4, 1889. Throughout its century of service to the country, the post was used as a general hospital during World Wars I & II, a prisoner of war camp, a training area for the Civilian Conservation Corps and a separation center. Most recently, historic Fort McPherson served as the home to Headquarters, U.S. Army Forces Command, Third U.S. Army and the U.S. Army Reserve Command. The McPherson Implementing Local Redevelopment Authority (FORT MAC LRA) was established on September 9, 2009, by executive order of the Governor as the entity responsible for identifying local redevelopment needs and preparing a redevelopment plan for the property that incorporates the Livable Centers Initiative (LCI) approved by the community, the City of Atlanta, the Atlanta Regional Commission (ARC) and the Fort Mac LRA Board (in 2017).

Property Description

The property available through this RFQ process is a vacant parcel of approximately six (6) acres located south of Campbellton Road. An additional tract of approximately one acre (including the historic Chateau building) is also available as part of this development opportunity, but the inclusion of this additional property in your development plan is not required. (The Chateau building must remain and be restored under property covenants with the Army.)

Redevelopment Objectives

Plans for the development of the Cottage Court Housing District should accomplish several objectives, including:

- Respond to the affordability concerns of the surrounding community by providing creative options for for-sale housing, including the construction of smaller housing units to increase affordability.
- Remove the wall separating Fort Mac from the surrounding neighborhoods.
- Serve as a catalyst to encourage growth and redevelopment in the surrounding area.
- Protect and repurpose the Chateau building (if included in your proposal).

In addition to the above objectives, the subject property was rezoned to SPI-2 in 2019. Consistent with the overall vision of FORT MAC LRA, the intent of the SPI-2 zoning district is as follows:

- Preserve, protect and foster the redevelopment of Fort McPherson through the integration of transportation and land planning in a way that balances local, regional, and state economic benefits;
- Preserve and protect Fort McPherson's historic buildings and sites as recognized by the inclusion of buildings on the National Register of Historic Places and appropriately integrate them into the revitalization and redevelopment of the property;

- Encourage the development of housing that provides a range of opportunities for citizens within the District;
- Encourage a compatible mixture of residential, commercial, cultural and recreational uses;
- Create an urban environment where people can live, work, meet and play;
- Promote pedestrian safety by providing for pleasant and convenient sidewalk level pedestrian circulation that minimizes impediments by vehicles;
- Encourage the use of MARTA and other public transit facilities;
- Enhance the efficient utilization of accessible and sufficient parking facilities in an unobtrusive manner, including encouraging shared parking and alternative modes of transportation.

A link to the SPI-2 zoning can be found on the City of Atlanta website.

Extensive pre-planning, visioning, economic analysis, community engagement and related consulting services were performed for Fort Mac and the surrounding communities under a Livable Centers Initiative (LCI). The overall community goals outlined in this plan for Fort Mac and the neighborhoods surrounding the Fort Mac property are listed below (please note that some of these goals are more applicable to the surrounding neighborhoods):

- Preserve Single Family Neighborhoods and Residences
- Allow for Mixed Income Opportunities without Displacement
- Provide opportunities for Economic Development and Job Growth
- Provide opportunities for improved Healthy Food Access
- Improve Access to Greenspace
- Develop Housing Re-Occupation Strategies
- Provide opportunities for Quality Neighborhood Services
- Improve Connectivity for All Modes
- Design with Public Safety in mind
- Provide opportunities and activities for Youth and Seniors
- Provide access to improved Education and Workforce Training
- Improve access to Medical/Health Services

SECTION III: DESIRED DEVELOPER QUALIFICATIONS

FORT MAC LRA is seeking responses from qualified Developers who are interested in and have the resources to undertake the development opportunities described in this RFQ. The Authority is seeking a developer and supporting professional team that possess the strongest combination of the following qualifications and experience:

- Experience in planning, financing, and constructing micro-housing communities.
- An understanding of the value created by “placemaking” strategies.
- Experience in providing affordable and market rate housing at a variety of targeted income levels.
- Experience in adaptive reuse of historic buildings (if including the “Chateau” building in your proposal).

SECTION IV: SUBMISSION FORMAT AND CONTENTS

Submittals should be provided electronically in a .pdf format. Submissions must address the following sections in order to be considered complete and ensure consideration.

- A. **COVER LETTER:** Cover letter should provide the full name of the respondent's firm and/or team, the key personnel that will be responsible for the project (to include a contact person for this engagement), type of business entity, all appropriate telephone numbers, email addresses, and an acknowledgement of the ability to commit your firm and/or your team to the contents of your proposal response. Please limit this letter to three pages.
- B. **ORGANIZATIONAL CHART:** All responses should include an organizational chart showing how the development team will be structured. If the Respondent is a team of independently owned firms, an organizational chart on each entity is required as well.
- C. **COMPANY RESUME:** Respondents should provide a resume of projects that are similar in scope and scale that they have successfully completed within the past five years. Please provide information for each project including the project name, project description, services provided and your team's strategy and approach to the project and how each project was financed.
- D. **PERSONNEL RESUMES:** Provide resumes for all key management personnel that will work on the project. Provide specific skills that the respondent will bring to aid in the performance of the scope.
- E. **UNDERSTANDING OF SCOPE:** Provide a brief narrative with a preliminary project description, demonstrating the Respondent's understanding of the project and a general vision for its possible build-out. At this stage in the process, this "vision" should be very general in nature and can include a discussion of various potential options for development on the site, along with any concerns. Please state whether your firm has potential interest in redevelopment of the "Chateau" building. Include a discussion of how your ultimate plan will demonstrate responsiveness to the goals and intent of the SPI-2 zoning and the LCI study. (**Note:** Graphics or sketches may be provided in support of the narrative but are not required).
- F. **FINANCING PLAN:** Please provide a general description of how your team might approach financing this project including which financial tools (both public and private) you would possibly utilize and an explanation of your ability to provide those financial tools. Infrastructure expenses should be considered in your financing plans as all utilities and streets on the property are currently privately owned. **NOTE: There is no financing commitment or project pricing required with this response, only a general idea of potential financing options.**
- G. **FINANCING ABILITY:** Provide evidence of your firm(s) financial capability to undertake the project. Evidence should cover the last five years. Suitable documentation could include audited or reviewed financial statements, partnership or corporation tax returns,

bank or financial institution commitments, or other verifiable information demonstrating the financial stability necessary to support a project of this size. Submission of this RFQ provides consent to the Authority or its assigns to confirm the information provided in response to this question.

- H. REFERENCES: Provide references to include names, addresses, phone numbers and email addresses for at least three previous projects along with a consent to contact the references. References may include local government officials, partner organizations, and/or home buyers.
- I. PLAN FOR INCLUSIVE DEVELOPMENT: Fort Mac LRA seeks respondents who are committed to creating a development that promotes equity and inclusion, including providing equal opportunities for home ownership. Please provide a brief outline of how your project will demonstrate a commitment to further the general goals of equity and inclusivity in housing options.

SECTION V: EVALUATION CRITERIA

All responses will be reviewed by the FORT MAC LRA Proposal Review Committee (PRC). PRC will be comprised of Fort Mac LRA staff and board members. All responses will be evaluated for responsiveness, understanding of the project, and the ability to provide the required services including financing of the project.

The PRC will evaluate responses based on the criteria stated within this document, including, but not limited to, the following;

- Developer qualifications and experience
- Uniqueness of the proposed development vision and program
- Responsiveness to the goals and intent of the SPI-2 zoning and the LCI study
- Conceptual financial structure
- Financial history and stability
- References
- Plan to promote equity and inclusivity in housing options

SECTION VI: PROTESTS

Any protest or objection to this RFQ or the solicitation process related to this RFQ must be submitted, in a timely manner, in accordance with the protest procedures set forth within five (5) days of the official naming of the developers chosen to move on to the RFP process. A protest must state specifically what part of the process is being protested and under what grounds the protest is being made. Fort Mac LRA will respond to all protest within five (5) days of receipt of a written protest. Protests should be submitted to Robert Mosby at rmosby@fortmaclra.com and David Burt at dburt@fortmaclra.com.

SECTION VII: RESPONSE DEADLINE

Your complete response to this RFQ must be received by Robert Mosby and David Burt of Fort Mac LRA at rmosby@fortmaclra.com and dburt@fortmaclra.com **no later than 2:00 PM on July 24, 2026**. Absolutely no responses will be accepted **after 2:00PM on July 24, 2026**. **You will receive an email reply letting you know that your submission has been received.**

SECTION VIII: INQUIRIES

All questions concerning process, procedure and substance of the RFQ shall be submitted to both Robert Mosby and David Burt in writing by e-mail to rmosby@fortmaclra.com and dburt@fortmaclra.com. All such substantive questions shall be answered by posting on the Fort Mac LRA webpage.

SECTION IX: SELECTION PROCEDURE/TIMELINE

The selection will be a two-step process. Responses to this RFQ will be reviewed and those shortlisted will be invited to participate in a more detailed RFP process to-be-determined upon review of the responses to this RFQ. In step two, the RFP process, developers will respond to an outline of more specific transaction terms and developer obligations. Final selection will be determined by evaluation of offers which are determined by the Authority to be in its best interests. The Authority and the selected developer will enter into an Exclusive Development Agreement (EDA).

The FORT MAC LRA staff and/or Board of Directors will review RFQ responses in accordance with the evaluation criteria outlined in Section V above. Depending upon the number and quality of responses, FORT MAC LRA may request additional information or schedule presentations from some or all respondents. Next steps will be determined by the FORT MAC LRA Staff and/or Board at the appropriate time.

The following is a preliminary schedule for general timeframes only and subject to change depending on proposals received and final transaction structure selected.

RFQ Process

RFQ issued	July 6, 2026
All questions regarding RFQ due	July 17, 2026 at 2pm
Answers to questions posted	July 20, 2026 at 5pm
RFQ submittals due	July 24, 2026 at 2pm
Decision on Preferred Direction/Short List	TBD

SECTION X: TERMS AND CONDITIONS:

All responses and supporting materials as well as correspondence relating to this RFQ become property of FORT MAC LRA when received. Any proprietary information contained in the response should be so indicated. However, a general indication that the entire contents, or a major portion, of the proposal is proprietary will not be honored. Information provided to FORT MAC LRA is subject to disclosure under the Georgia Open Records Act ("**GORA**"). Pursuant to O.C.G.A. § 50-18-72(a)(34), "an entity submitting records containing trade secrets that wishes to keep such records confidential under this paragraph shall submit and attach to the records an affidavit affirmatively declaring that specific information in the records constitute trade secrets pursuant to Article 27 of Chapter 1 of Title 10 [O.C.G.A. § 10-1-760 et seq.].

All applicable Federal and State of Georgia laws, licenses, and regulations of all agencies having jurisdiction shall apply to the respondents throughout and incorporated herein.

Exhibit A

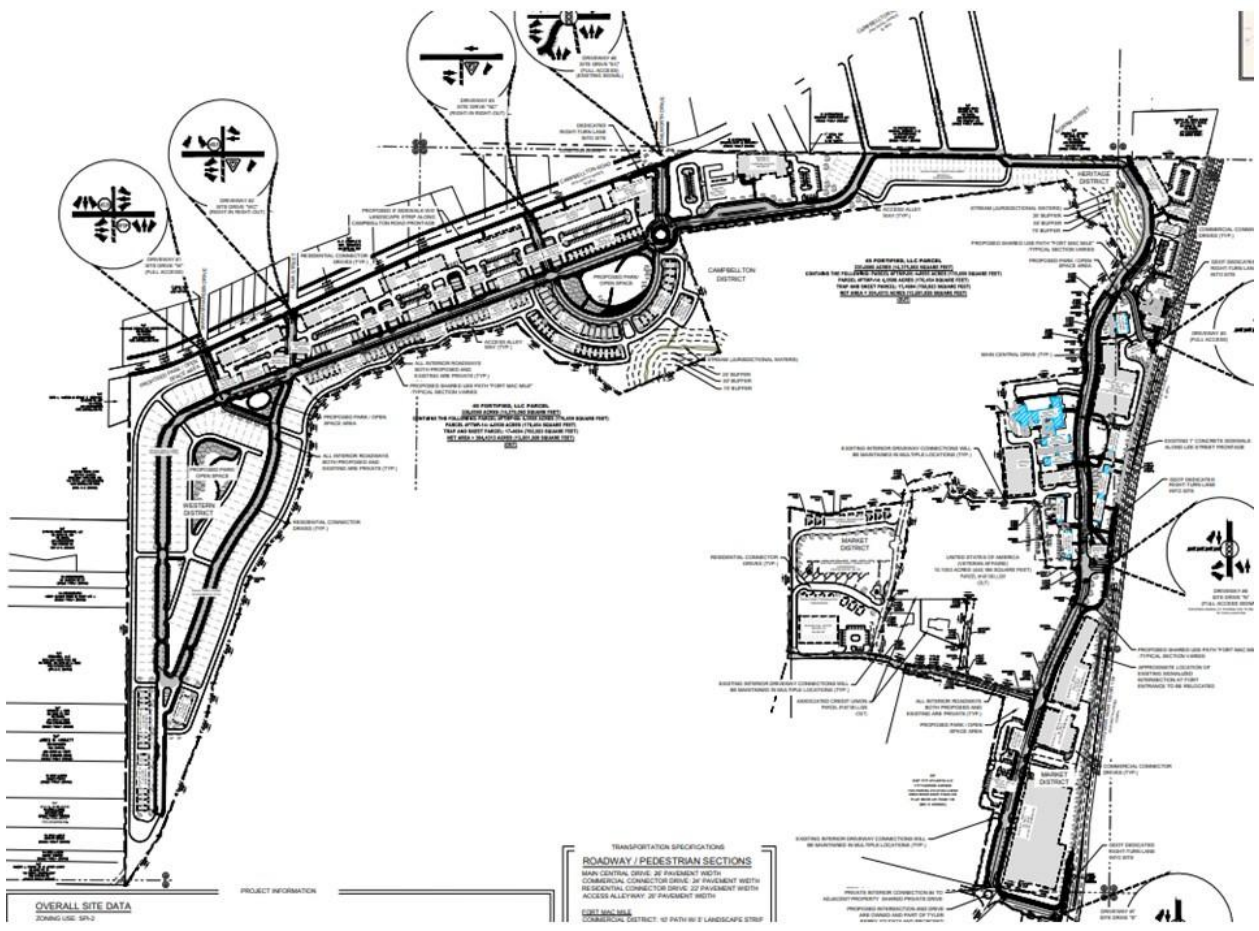


Exhibit B

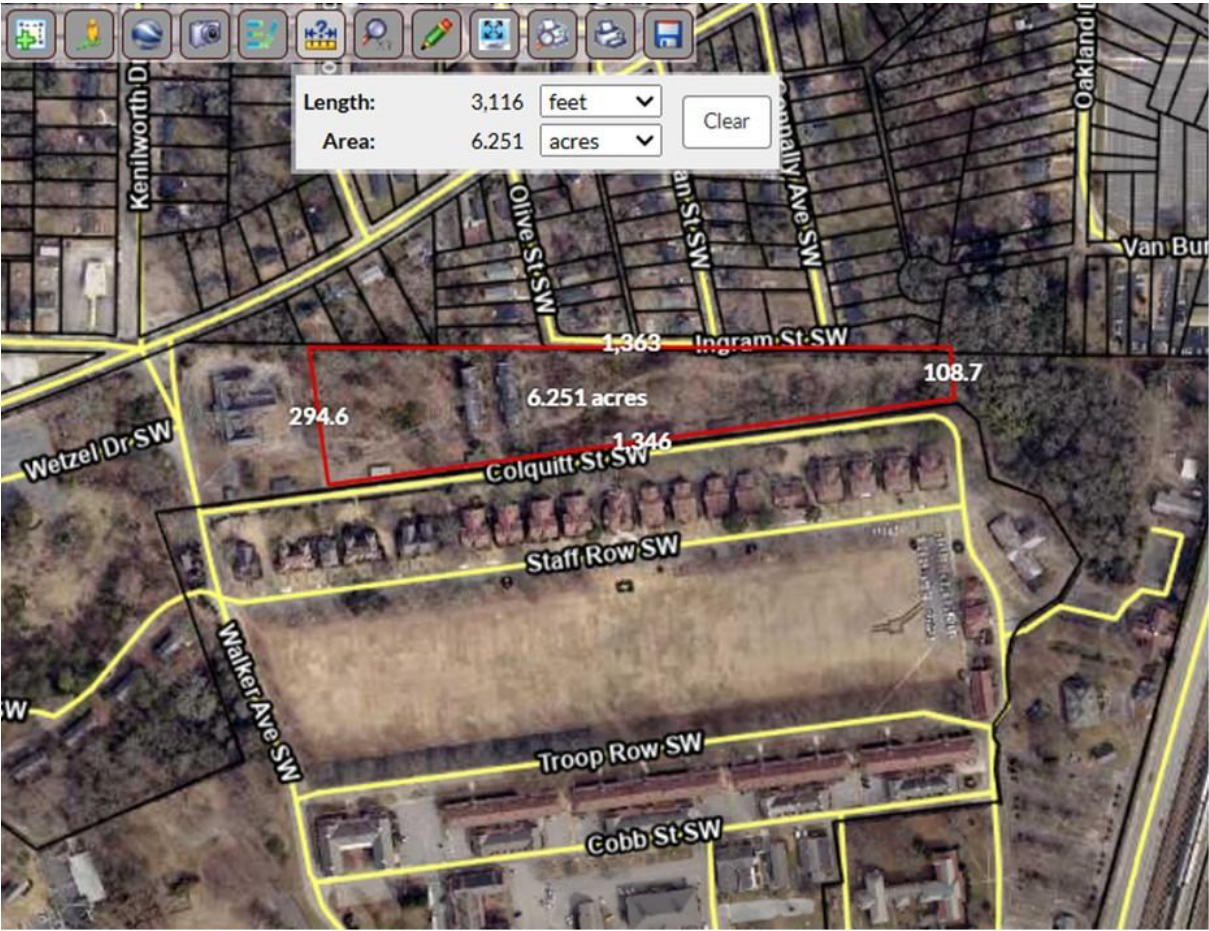


Exhibit C

