

REQUEST FOR PROPOSALS (RFP)

PROFESSIONAL DEVELOPMENT, PUBLIC HOUSING REPOSITIONING, AND RAD CONVERSION CONSULTING SERVICES

Project # 26-DEV-REP-RAD-RFP-07

The Housing Authority of the City of East Orange ("EOHA") is requesting sealed proposals from qualified firms to provide **Professional Development, Public Housing Repositioning, and RAD Conversion Consulting Services** for the repositioning of its remaining public housing portfolio, consisting of **Concord Towers (64 units)** and **Halsted Plaza (7 units)**.

The selected consultant will assist EOHA in evaluating repositioning alternatives, including Rental Assistance Demonstration (RAD), Section 18, RAD/Section 18 Blend, financing strategies, HUD applications, and related implementation services.

The Request for Proposals (RFP) may be obtained beginning Tuesday, August 11, 2026 from the EOHA Procurement Office, 160 Halsted Street, East Orange, New Jersey 07018, or downloaded from www.eoha.org.

Sealed proposals will be received by **3 PM on Tuesday, August 25, 2026** at:

**Housing Authority of the City of East Orange
160 Halsted Street
East Orange, New Jersey 07018
Attn: Professional Development - RAD Consultant RFP**

EOHA reserves the right to reject any or all proposals, waive informalities and irregularities, and award a contract in the best interest of the Authority.

By Order of the Housing Authority of the City of East Orange

EAST ORANGE HOUSING AUTHORITY

REQUEST FOR PROPOSALS (RFP)

PROFESSIONAL DEVELOPMENT, PUBLIC HOUSING REPOSITIONING, AND RAD CONVERSION CONSULTING SERVICES

Project # 26-DEV-REP-RAD-RFP-07

Professional Development, Repositioning, and HUD Consulting Services for the Repositioning of the East Orange Housing Authority's Remaining Public Housing Portfolio

Purpose

EOHA seeks proposals from qualified firms to evaluate, plan, finance, obtain HUD approvals, and implement the most advantageous repositioning strategy for its remaining public housing portfolio.

Properties

- Concord Towers (64 Public Housing Units)
- Halsted Plaza (7 Public Housing Units)

Scope of Services

Portfolio Assessment

- Review physical condition and available PNA/CNA information
- Analyze operating performance and subsidy
- Review capital needs and reserves

Repositioning Strategy

- Evaluate Section 18 disposition opportunities
- Evaluate RAD/Section 18 Blend
- Assess LIHTC, FHA-insured, conventional and other financing
- Prepare recommendation

Financial Feasibility

- Prepare development budget
- Prepare Sources and Uses
- Develop 20-year operating pro forma
- Analyze debt capacity and replacement reserves
- Recommend capital stack

HUD Applications

- Prepare RAD Resource Desk submission

- Prepare CHAP application
- Prepare Financing Plan
- Assist with RCC and HUD responses
- Assist with Section 18 applications if applicable

Financing & Closing

- Coordinate lender and investor activities
- Support HUD and financial closings
- Coordinate legal and closing documentation

Construction Support

- Monitor implementation
- Assist with HUD reporting
- Support project closeout

Required Deliverables

- Portfolio Repositioning Strategic Plan
- Highest & Best Use Analysis
- Financial Feasibility Study
- Development Budget
- Sources & Uses Statement
- 20-Year Cash Flow Projection
- Risk Assessment
- Resident Engagement Plan
- HUD Application Packages
- Board Presentations
- Financing Assistance
- Closing Assistance

Proposal Requirements

- Executive Summary
- Firm Qualifications
- Project Team
- Relevant Experience
- Technical Approach
- Detailed Work Plan
- Project Schedule
- Fee Proposal
- References

Evaluation Criteria

<u>Criterion</u>	<u>Points</u>
HUD Repositioning Experience	25
RAD Experience	20
Technical Approach	20
Project Team	15
Comparable Projects	10
Fee Proposal	10

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