PARTNERS FOR HOME

Request for Qualifications
The Support Hub – Developer

Partners for HOME
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INTRODUCTION

Partners for HOME ("PfH"), on behalf of the Atlanta Continuum of Care (CoC), releases this Request for Qualifications ("RFQ") for a Developer to provide project management and comprehensive development services for the CoC's strategy to create a 155-bed Navigation Service Center known as The Support Hub in the City of Atlanta.

PfH is a nonprofit organization that serves as the Collaborative Applicant for the Atlanta Continuum of Care (CoC) — a Housing and Urban Development (HUD) program that promotes community-wide commitment to the goal of ending homelessness and provides funding for efforts by nonprofit providers and state and local governments to quickly rehouse people impacted by homelessness.

The mission of Partners for HOME is to coordinate a comprehensive crisis response system to end homelessness in the City of Atlanta. In partnership with over 100 Atlanta CoC members, PfH provides the following services in the City of Atlanta: homeless response; performance and compliance management; and fundraising and grantmaking. Over 9,500 people experiencing homelessness in the City of Atlanta have been housed since the adoption of the CoC's 2017 strategic plan.

The Atlanta CoC prioritizes the investment in and creation of permanent housing solutions. Since new housing development timelines can be lengthy and costly, new strategies and approaches to deliver temporary interventions that are quick and cost efficient are needed. The key strategy to meet this goal is to create flexible units that include temporary shelter and navigation center services. The Developer will create a comprehensive strategy for the development of these units and identify strategies to maximize and leverage investments as strategically and quickly as possible.

The Developer will act as co-developer alongside Partners for HOME, on behalf of the Atlanta CoC, in executing development(s) paired with wraparound supportive services.

SUBMITTAL DEADLINE AND INQUIRIES

All responses to this RFQ must be submitted electronically by **11:59 p.m. on Wednesday November 4, 2026**. **Responses after this time will not be considered.**

Responses must be in PDF format.

All questions regarding this RFQ must be submitted in writing and received no later than **5:00 p.m. on Monday, November 2, 2026**. Responses to submitted questions will be shared with all respondents through the Partners for HOME website.

Please direct all inquiries and responses to Jasmine Rockwell Heard, Associate Director of Grants Management, at grants@partnersforhome.org.

PROJECT OVERVIEW

According to the 2026 Point-in-Time Count, the City of Atlanta had 3,060 people experiencing homelessness with approximately 1,094 of those individuals experiencing unsheltered homelessness. While hundreds of permanent housing options are being developed across the City, stakeholders within the homeless services community have recognized a need to provide unhoused neighbors with quicker options that can meet their needs for low-barrier shelter and housing, while being provided with wraparound support services to address needs such as access to employment, health care and mainstream benefits. PfH will create a 155-bed Support Hub to include 50 Safe Haven beds for people with severe mental health challenges, 55 low barrier emergency shelter beds within Pallet shelters and 50 triage overnight beds plus navigation center services.

SCOPE OF SERVICES

A comprehensive development plan and project management is needed to oversee development activity that will create **a 155-bed Support Hub** for the unsheltered homeless in the City of Atlanta. It is the Atlanta CoC's goal to create quick, cost-efficient unit(s) based on the needs of the community.

The scope of services to be provided by the selected Respondent will be developed in partnership with Partners for HOME, on behalf of the Atlanta CoC, and may include the following elements:

1) **Best Practices Survey**: Examine best practices in other cities and recommend strategies that could be implemented in Atlanta. Provide case studies of similar temporary, semi-permanent, and permanent plans nationally. Indicate how successful strategies could be implemented. Consider also funding approaches, including sustainability, for ongoing services and operations. Develop a SWOT analysis (strengths, weaknesses, opportunities, and threats).
2) **Master Plan**: Develop a comprehensive strategy for the development of The Support Hub. The Respondent will lead site planning and test fitting for the previously identified site and coordinate the engagement of appropriate professionals, including land planners, engineers, and architects. The Respondent will also support the development of marketing and presentation materials and assist with stakeholder engagement involving government partners, neighborhood representatives, lenders, investors, and philanthropic partners. The work may also include coordination of formal architectural and engineering services, support with the selection of product manufacturers and general contractors, and collaboration with PfH and the City of Atlanta to address remaining capital needs and coordinate with service providers. Some public funding for the project has already been secured.
    a. ***Financial Resource Assessment and Capital Formation***: Evaluate existing financial resources and funding mechanisms. Explore the use of local programs and bond proceeds to fund programs that develop shelter and housing. The legal, administrative and policy implications of these

alternative uses of financial resources must be evaluated. Develop general program application guidelines to include the basic mechanics of each recommended program to include instructions for establishing, implementing, and maintaining the programs. Identify local, state, or federal funding opportunities to support this development. Foundation and private sector funding strategies should also be considered.

3) **Stakeholder Relationships and Leverage**: Identify public, private, and nonprofit organizations with whom PfH should partner to gain expanded support of homeless intervention programs and achieve pipeline plan objectives. Survey programs and focus areas to determine opportunities for partnership and collaboration. Suggest tactics for improved communication and alignment, including formalizing relationships. Organizations to be considered include City of Atlanta Office of Housing, Atlanta Housing, Georgia Department of Community Affairs, U.S. Department of Housing and Urban Development, the Atlanta-Fulton County Land Bank Authority, MARTA, Enterprise Community Partners, Atlanta Beltline, Nonprofit Developers, For-Profit Affordable Housing Developers, For-Profit Market Rate Housing Developers, and other City of Atlanta Departments (Planning, Code Enforcement).
4) **Implementation Plan**: Identify tactics for implementation of the flexible-build strategy. The strategy should include a timeline with milestones, key assumptions, major tasks, responsible parties, and stakeholder involvement.
5) **Community Engagement**: Solicitation and management of community/public input will be essential to ensure the feasibility and acceptance of the proposed strategy. It will be critical to communicate the scope of the project and the potential impact on the community. A community engagement plan to include residents, landowners, business proprietors, neighborhood associations, churches and elected officials is important. The Respondent should propose the best method to ensure public input including community meetings. A summary of the outcome of those meetings should be included in the final report.

TERM

This is a one-year agreement, with a projected start date of November 1, 2026.

EVALUATION METRICS

Respondents will be evaluated based on their overall experience, organizational capacity, proposed approach to the project, and cost. It is imperative that responses contain all information requested. Every effort should be made to keep responses as concise as possible. The body of the Response shall include a maximum of ten (10) pages. An appendix of no more than fifteen (15) pages may also be provided with materials highlighting previous work and resumes.

All responses must be submitted in the following tabbed format:

A. Section I – Cover Letter

a. Name, address, and telephone number of the Respondent submitting the qualification statement.
b. Summary of the Respondent's interest in the project, and the name of the individual authorized to represent the Respondent in its dealings on a contractual basis.

B. Section II – Corporate Information (20 points)

a. History of the Respondent, including present ownership and key management individuals. Describe any anticipated or recent changes in overall corporate management ownership.
b. Location of corporate headquarters and other divisional offices. Specify which office or offices will be involved in this Project. Include contact names, addresses and phone numbers.
c. A company organization chart showing authority structure and depth of resources.
d. Resumes of any personnel anticipated to be assigned to the project.
e. List any litigation the Respondent was involved in during the last five (5) years.
f. List any current, pending or threatened litigation and provide a description.
g. A disclosure statement listing all potential conflicts of interest related to this project. This disclosure statement must be addressed specifically in your response, even if no conflict exists.
h. A current audited balance sheet and income statement.

C. Section III – Experience (30 points)

a. Provide the Respondent's current annual project volume and average annual project volume during the past five (5) years. Describe the Respondent's role and level of responsibility on those projects, including whether the Respondent served as a Key Principal or as an employee of another company and whether the Respondent had ultimate liability or recourse for the project(s).
b. Describe the Respondent's relevant past experience, including similar projects, planning, budgeting, scheduling, public engagement, project tracking, documentation methods, and work product delivery methods that have proven successful. Include any relevant work completed on behalf of PfH, the City of Atlanta, Invest Atlanta, Atlanta Beltline, Inc., Beltline Partnership, or similar work completed in other communities involving public partners, public resources, public land, or housing developed specifically for people experiencing homelessness.
c. Provide the following information for no more than five (5) current or recently completed projects:
    - Project name
    - Project location
    - Project scope and description
    - Nature of public and community involvement

- Project methodology, including work plan reviews
- Contract amount
- Contract type, such as lump sum or guaranteed maximum price
- Actual or expected completion date
- Detailed description of the scope and results of the services provided
- Actual project duration
- Project team members who would be assigned to PfH

Also provide a list of municipalities, CoCs, homeless service providers, or other clients for which the Respondent served in a comparable role on projects or project elements similar to those included in this Scope of Services.

Provide three (3) references from the agencies or organizations listed above, including the agency name, address, contact name, phone number, and email address for each reference. Also disclose any accounts from which the Respondent was terminated for cause within the last three (3) years and provide the reason for termination.

D. Section IV – Proposed Team and Approach to Project (30 points)

a. Identify potential services, including Respondent's capabilities and anticipated approach to the project.
b. Please describe the tools, methodologies and frameworks the Respondent may use, and specifically, how an equity framework will be used in approaching the work.
c. Describe how people with lived experience will be incorporated in the work and given decision-making opportunities.
d. Include a staffing plan, estimated hours and resources that will be required from PfH.

E. Section V – Cost Proposal (20 points)

a. The submittal should include the Respondent's best estimate of a lump-sum ("not to exceed") fee, including an allowance for reimbursable expenses, for the project.
b. The Respondent should also provide a summary of any assumptions used to determine its fee, including but not limited to team (and their rates), hours, deliverables, required resources, etc. The Respondent should also outline what personnel access may be required from PfH and other stakeholders, including interviews, surveys, or similar activities.

TIMELINE

PfH will ensure that the selected Respondent has access to all necessary files, reports and personnel required to complete the Scope of Services. The following is an approximate RFQ schedule, subject to modification:

Date	Action Required
10/07/2026	Release of RFQ

11/02/2026	Inquiries/questions due
As received	Responses to respondents' inquiries posted on PfH website
11/04/2026	RFQ Responses Due
Week of 11/04/2026	Response review process
11/09/2026	Interviews with selected respondents *if needed*
Week of 11/09/2026	Respondent selected

SELECTION PROCESS

Once the responses are reviewed, a shortlist will be compiled by PfH. Interviews may be conducted with the Respondent(s) determined to be the most qualified, and additional information may be required at that time. Negotiations will begin with the Respondent selected to be the most suitable.

Selected Respondent must be prepared to enter negotiations for services outlined in this RFQ.

EVALUATION & ACCEPTANCE OF STATEMENT OF QUALIFICATIONS

PfH reserves the right to reject any and all responses, to amend the Request for Qualifications and the process itself, or to discontinue the process at any time.

TERMS AND CONDITIONS

All proposals and supporting materials as well as correspondence relating to this RFQ become property of PfH 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.

A. All applicable State of Georgia and federal laws, City and County ordinances, licenses, and regulations of all agencies having jurisdiction shall apply to the Respondent and project throughout and are incorporated herein. The contract with the selected Respondent, and all questions concerning the execution, validity or invalidity, capability of the parties, and the performance of the contract, shall be interpreted in all respects in accordance with the laws of the State of Georgia.

B. Professionals requiring special licenses must be licensed in the State of Georgia, and shall be responsible for those portions of the work as may be required by law.

C. Sub-Respondents as part of the Project team must be clearly identified in the Response, including roles, resumes of key personnel, and project references.

D. No Response shall be accepted from, and no contract will be awarded to, any person, Respondent, or corporation that (i) is in arrears to PfH, Invest Atlanta, or the City with respect to

any debt, (ii) is in default with respect to any obligation to PfH, Invest Atlanta, or the City, or (iii) is deemed irresponsible or unreliable by PfH. If requested, the Respondent shall be required to submit satisfactory evidence that they have the necessary financial resources to provide the proposed services.

E. From the date PfH receives a Respondent's proposal through the date a contract is awarded to a Respondent, no Respondent may make substitutions, deletions, additions or other changes in the configuration of Respondent's proposal or members of Respondent's team.

Partners for HOME does not discriminate based on race, color, religion, gender, sexual orientation, national origin, age, or disabilities in hiring practices or service provision.