

April 13, 2026

**RE: Request for Proposals: Development Partner for 7811 Harrisburg Q&A**

*The following questions were submitted during Q&A submission period.*

1. **Question:** Can we or is it zoned for townhomes?

**Answer:** Houston does not have traditional zoning. Development on this site is governed by Chapter 42 of the Houston Code of Ordinances and applicable permitting requirements. Respondents are responsible for confirming compliance with all relevant development regulations

2. **Question:** All zoning usages allowed, will you allow a PD as well?

**Answer:** Houston does not operate under a traditional zoning framework. Development is regulated through Chapter 42 of the Houston Code of Ordinances and other applicable city ordinances and permitting requirements. Respondents may propose any development structure, including a planned development approach, where compliant with those regulations. Any required regulatory approvals, variances, or permitting will be the sole responsibility of the selected development partner.

3. **Question:** What are the Houston Land Bank's expectations regarding land pricing or ground lease terms, and how should respondents underwrite land costs for purposes of financial modeling and feasibility analysis?

**Answer:** HLB has intentionally structured this RFP to allow flexibility in land disposition. Respondents may propose either a property sale or a ground lease. Under a ground lease structure, HLB anticipates receiving a meaningful portion of payments as capitalized amounts during construction, with ongoing payments based on a negotiated percentage of net operating income following stabilization. Respondents should clearly state their proposed land cost assumptions in the Cost Proposal (Section 6.9) and demonstrate how those terms support overall project feasibility. HLB will negotiate final land pricing and ground lease terms with the selected development partner during the Exclusive Negotiation Period.

4. **Question:** Will HLB consider proposals structured to pursue a 9% LIHTC application for the 7811 Harrisburg Boulevard site in the 2027 funding cycle, and how does this timeline align with HLB's expectations for project delivery?

**Answer:** Yes. HLB will consider proposals structured around a 9% Low Income Housing Tax Credit application for the 2027 funding cycle. The RFP requires a detailed development schedule from selection through financial closing, construction, and

stabilization, including identification of key financing application dates. Respondents pursuing a 2027 LIHTC application should clearly outline that timeline in Section 6.8, identify critical path dependencies, and describe risk mitigation strategies in the event the application is unsuccessful in a given cycle.

5. **Question:** For developers considering a 9% LIHTC application aligned with the 7811 Harrisburg Boulevard site, how should teams account for applicable TDHCA proximity and timing restrictions (e.g., the one-mile/three-year and two-mile/one-year rules) when evaluating development feasibility and application timing?

**Answer:** Respondents are responsible for independently evaluating all applicable TDHCA rules, including proximity and timing restrictions, as part of their feasibility analysis and application strategy. HLB encourages respondents to conduct this analysis prior to submission and to address any relevant constraints or mitigation strategies in their financing strategy (Section 6.4) and development schedule (Section 6.8). HLB will cooperate with the selected development partner in providing site documentation and executing any required certifications to support a LIHTC application.

6. **Question:** The RFP requests that respondents “describe at least two recent projects that demonstrate the team’s ability to deliver comparable developments.” For teams with prior LIHTC experience on a larger-scale development (200+ units), will that experience be considered sufficient to meet this requirement, or is there a preference for projects of similar size and development structure?

**Answer:** Experience on larger-scale developments is acceptable and will be evaluated on the basis of demonstrated capacity, financing complexity, and community benefit delivered. The intent of Section 6.3 is to assess the team’s ability to successfully plan, finance, and execute an income-restricted housing development. Respondents with experience on larger projects should highlight relevant parallels to this site’s scale and structure, including how lessons learned apply to a smaller mixed-use, transit-adjacent development in an established neighborhood context.

7. **Question:** Can HLB provide insight into its experience coordinating with TDHCA on LIHTC-funded developments, including any considerations respondents should be aware of when pursuing competitive tax credits for this site?

**Answer:** HLB has experience providing site control documentation, affordability covenant frameworks, and coordination support for LIHTC applications on its properties. HLB will work collaboratively with the selected development partner to provide the documentation and approvals necessary to support a competitive application, including execution of any required site control agreements within TDHCA’s required timeframes. Respondents should note that HLB’s board approval process will be a consideration in



timing, and the selected partner should account for that in their application preparation schedule.