

## **Q&A – PPO RFP**

### **Questions received 1/23/2026 – 1/26/2026**

**Q#1:** Confirming if the deadline to submit proposals is 5pm PST?

**Answer:** Yes. That is correct.

**Q#2:** Can you please let me know if Services for Production, Preservation and Ownership-Affordable Housing Consultant Bench is a NOFA?

**Answer:** The Services for Production, Preservation, and Ownership – Affordable Housing Consultant Bench is not a NOFA. It is a Request for Proposals (RFP) to establish a pool (or “bench”) of pre-qualified affordable housing consultants that LACAHS may engage on an as-needed basis to support future programs, including underwriting, financial analysis, and related services.

Being selected for the Consultant Bench does not award funding and does not guarantee work; it allows firms to be eligible for future task orders issued by LACAHS.

Additional details, including scope and submission requirements, are available in the RFP posted on our website: [https://lakahsa.gov/data\\_and\\_news/](https://lakahsa.gov/data_and_news/).

**Q#3:** Can LACAHS provide any insight to the number of deals they estimate for each of the Packages? If not specific numbers, could they provide even ranges of the potential maximum population size of applications?

**Answer:**

- Production and Preservation NOFA: \$210-\$300 million
- CLT/NOAH Funding Availability: \$15 million
- Homeownership Funding Availability: \$18 million

**Q#4:** The current RFP lists the activity of “Policies, Procedures & Standards Support” as within Package #1. Is the expectation that this work would be done as a workstream within Package #1, but the deliverables would need to be foundational to support Package 2 and Package 3? Or is the expectation there would be separate workstreams respective to those separate Packages around Policies, Procedures, and Standards?

**Answer:** While the current RFP lists the activity of “Policies, Procedures & Standards Support” as within Package #1. The Policies, Procedures & Standards created for Package #1 will be used for the other Packages and revised to align with the respective programs that will be offered under Packages 2 & 3.

**Q#5:** In several places the RFP notes that the successful teaming partner would/will "*Coordinate third-party due diligence (e.g., appraisals, flood certifications, plan and cost reviews), including selecting and procuring providers and managing production timelines.*"

Would this be in support of LACAHS's procurement activities, whereby these third parties would become contractors to LACAHS directly? Or would the expectation be that the teaming partner would coordinate the due diligence on behalf of LACAHS, and the third parties would become subcontractors of the winning consultant to LACAHS?

**Answer:** Consultants will be required to order reports on behalf of LACAHS, using LACAHS's policies and procedures. Entities commissioned to complete third party reports will enter into agreements for services with LACAHS and will be vendors/consultants of LACAHS.

**Q#6:** The RFP notes that the following: "*(LACAHS) Board has approved up to \$550,000 in funding for the services outlined below provided through June 30, 2026. Additional funding will be obligated for FY26-27 and FY27-28.*"

Is the approved \$550,000 intended to support whatever work is needed from March through July work needed across all three Packages, irrespective of whether multiple firms are ultimately engaged (e.g., multiple firms could potentially be working across multiple Packages from the same pool of funds)?

**Answer:** The \$550,000 in funding for the services outlined in the RFP is through June 30, 2026, for all three packages. Additional funding will be obligated for FY26-27 and FY27-28. LACAHS may engage different firms for different workstreams listed in the RFP.

**Q#7:** During the closing process, there is often a need for a barred and serving Attorney and other Paralegal Support to handle any questions which arise which are legal in nature.

Does LACAHS have an Internal Counsel who will perform those legal reviews, or does LACAHS plan on engaging an External Counsel? Or is the selected consulting firm expected to bring Legal expertise to support closings?

**Answer:** LACAHS has an External Counsel that will perform legal reviews and will prepare loan documents for all projects awarded. LACAHS's General Counsel will be available to support and respond to questions from consultants working under Packages #1-#3.

**Q#8:** Does LACAHS currently have an underwriting, lending, or loan servicing technology platform?

Does LACAHS envision needing such a platform in the future, and if so, does LACAHS want to entertain any recommendations on potential technology providers?

Does LACAHS want respondents to flag or highlight any existing technology strategic partnerships which could be of potential value?

*PLEASE NOTE: Pricing for third-party technology platforms would be separate from responses for the purpose of this RFP.*

**Answer:** LACAHS will be using CreditLens as its underwriting, lending, and loan servicing technology platform. For the Production and Preservation NOFA, the credit memo will be completed using a pre-approved template. For future funding opportunities, CreditLens will be used.

**Q#9:** Does LACAHS have an existing Enterprise Risk Profile defining the thresholds and Risk Appetite for the various programs? Or would the teaming partner be expected to work with LACAHS to develop the Risk Profile for the Packages/Programs from a clean slate?

Is the Risk Framework that LACAHS has or envisions developing expected to be executed on an individual deal-by-deal basis, or will LACAHS need the development of a Risk Framework at the portfolio level or some other lens?

**Answer:** LACAHS has a draft set of underwriting policies, procedures and lending standards, which describe risk and thresholds as well as procedures to follow to order third party reports and loan closing procedures. The teaming partner will be expected to work with LACAHS to complete and further develop the policies, procedures and lending standards for each of the products.

**Q#10:** In several places the RFP includes tasks that the successful Consultant will perform, *such as “Review all applications for compliance and threshold review ...”* However, the topline expectation of the RFP indicates that the “majority of this work” would be accomplished between March and July. We recognize that any new program requires a period of Initiation and Design during which foundational activities such as developing policies and procedures, defining internal controls, developing custody processes, and developing compliance procedures need to be completed before soliciting and accepting applications.

For the purposes of timeline and organizing activities to a critical path, is it a valid assumption that the actual intake of applications, underwriting, and closing of deals could begin starting in July, meaning the March thru July time period would be set aside to work with LACAHS to design programs, develop Policies & Procedures, develop underwriting criteria, checklists, and closing procedures before launch? Or have any commitments been made that actual deals must be accepted, underwritten and closed before July 2026?

**Answer:**

- The timeline for underwriting for the Production and Preservation NOFA aims to be completed by April 15, 2026. With closing of loans occurring by April 15, 2027.
- The timeline for the creation of the CLT/NOAH Funding Opportunity and its products is expected to be completed by June 30, 2026. Underwriting and closing of awards is expected to be completed by September 30, 2027.
- The timeline for the creation of the Homeownership Funding Opportunity and its products is expected to be completed by June 30, 2026. Underwriting and closing of awards is expected to be completed by September 30, 2027.

**Q#11:** For “key staff members” – should resumes be included for these individuals, and if so is there a page limitation per resume and will they be excluded from a page count for a complete response?

Also, if resumes are to be included as part of this response, is it acceptable to include these resumes in an Appendix at the end of the response?

**Answer:** For “key staff members”, please limit resumes to no more than 3 pages. If additional documentation related to resumes needs to be included, please include in the Appendix.

**Q#12:** Should the Cost Proposal be submitted as a separate and distinct document from the Narrative Proposal?

**Answer:** Yes, please submit the Cost Proposal separately from the Narrative Proposal.

**Q#13:** For the three (3) required references is it acceptable for these references to be included in an Appendix at the end of the response, or is there another more appropriate section where LACAHS would prefer to see these be included?

Will these references be included or excluded from a page count for a complete response?

**Answer:** Yes, it is fine to submit the three (3) required references in the Appendix. All items in the Appendix, will not be counted towards the total page count.

**Q#14:** In light of the recent snow and ice storms that have impacted much of the country, would LACAHS please consider an extension of the current submission due date of Monday, February 2, 2026 to allow a bit more time for response preparation for those respondents who are navigating remote teams that have been impacted by these storms nationally?

**Answer:** LACAHS will not be extending the current submission due date of Monday, February 2, 2026, as any extensions will have an impact on the contract start time.

**Q#15:** For PPO NOFA #1, does LACAHS prefer fixed-fee per application review/closing, milestone-based pricing, or time-and-materials under agreed hourly rates?

**Answer:** For PPO NOFA #1 LACAHS will review proposals under fixed-fee per application review/closing, milestone-based pricing, or agreed hourly rates.

**Q#16:** Will the consultant serve as the primary point of contact for applicant questions and follow ups, or will this remain with LACAHS staff?

**Answer:** Consultant will serve as the primary point of contact for applications' questions and follow ups. All consultants will be provided with a LACAHS email to conduct the underwriting and loan closing functions or other workstream, as assigned.

**Q#17:** Does LACAHS have an estimated number of applications for PPO NOFA #1?

**Answer:** For Production and Preservation NOFA #1, there will be approximately 100 applications.

**Q#18:** How many applications should a consultant plan to manage during March-July 2026 period and FY26-27 period?

**Answer:** For multi-family projects, it is expected that approximately 10 applications will be handled by a consultant.

**Q#19:** Of the \$550,000 FY25-26 allocation, are there internal budget targets by package (1, 2, 3)?

**Answer:** Of the \$550,000 FY25-26 allocation, consulting firms should assume 50% is budgeted for the Production and Preservation NOFA 1.

**Q#20:** How many loan closings are anticipated during the March–July 2026 period?

**Answer:** For the period of March–July 2026 period, the only closings scheduled are related to the Production and Preservation NOFA. Awards are expected on April 15, 2026, and closings will be completed by April 15, 2027.