

**Affordable Real Estate for Artists (AREA)
Request for Expressions of Interest
October 15, 2018
Questions & Answers**

- 1) Could we apply with specific real estate in mind?
 - Yes. If a respondent has a specific project or space in mind, and has site control individually or with a developer, they may mention this in their submission. However, this RFEI is not for any specific project, but is intended to qualify respondent organizations for a variety of potential projects. The purpose of this RFEI is to identify qualified nonprofit organizations in advance, so that they may be contacted if available space is identified by the City for potential development.

- 2) Could we apply as a consortium of two organizations?
 - Yes. If partnerships are contemplated, please indicate so in the proposal. We encourage members of a partnership to respond individually as organizations if they qualify to do so, and then indicate potential partner projects. This allows the maximum flexibility to consider respondents for multiple projects and not just a single proposed partnership.

- 3) Do you have a list of available real estate?
 - No. The purpose of the RFEI is to identify qualified entities that can develop and/or operate affordable artist workspace throughout the City, should such space be identified. If you apply and are selected as either an operator or a developer, you will be invited to respond to future RFPs to develop and/or operate affordable artist space.

- 4) Do you have a list of contractors/developers?
 - No. If you apply and are selected as a qualified operator, we will work to pair you with appropriate developers and contractors.

- 5) How do you match contractors/developers and real estate organizations and real estate?
 - The purpose of this RFEI is to create a reference list of qualified nonprofit developers and operators of affordable artist workspace, should such space be identified. In the event sites become available, this list may be shared with developers and property owners and pre-qualify selected respondents to participate in project development opportunities, both existing and potentially forthcoming.

- 6) What does the cooperation look like between developers and the art organizations?
- The relationship between developers and operators will be subject to negotiations between the developers and the organizations, as long as the RFEI-stated rent guidelines and other requirements are in place.
- 7) What is the timeline for acquiring space?
- The timeline for acquiring space is project-specific, and dependent on a number of factors. If you are selected as a qualified developer or operator, and an appropriate space is identified, you will be provided with a timeline tailored to that project.
- 8) We are looking to be an operator of space. Please advise us on the best way to approach the AREA program.
- Please submit a response to the RFEI posted here:
<https://www.nycedc.com/opportunity/affordable-workspace-artists-consultant-services-rfei>