OKLAHOMA CITY
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Residential Development Request for Proposals
South of 8th – Phase I

Pre-Submission Meeting Notes

Date: Thursday, September 3, 2026 at 10:00 am

These notes summarize the pre-submission meeting held for the South of 8th (So8th) Phase I RFP, including questions received prior to the meeting and questions raised during the meeting. The presentation slides are attached. This summary is maintained on The Alliance website and will be updated if additional questions arise before the submission deadline; the version posted online is the current one.

Summary last updated: October 20, 2026

Administrative Notes:

- **Deadline:** Proposals must be received by 3:00 p.m. on Thursday, November 5, 2026, at the OCURA office, 105 N. Hudson Ave, Suite 101, Oklahoma City, OK 73102. Proposals are due when received, not postmarked.
    - OCURA may return late submissions to the respondent unopened. OCURA offices open at 8:00 a.m.; couriered or hand-delivered submissions cannot be accepted before our offices open, so please plan accordingly. Early submission is encouraged.
- **Good Faith Deposit:** The $1,000 Good Faith Deposit is required per parcel (regardless of parcel size), not per proposal. A proposal submitted without the required deposit will be returned. The deposit must be a bank certified check or a surety bond issued by a company listed in the current U.S. Treasury Circular No. 570, or alternatively a letter of credit acceptable to OCURA. It must remain valid for a minimum of 90 days after the submission due date.
- **Submission format — paper copies required:** The cover page of the RFP states that responses may be submitted via email and/or postal. To clarify, refer to Section III.H: a complete submission consists of five (5) paper copies of the proposal packet and one (1) electronic copy in PDF format. Paper copies are required; an electronic submission alone is not a complete submission. The required PDF copy may be submitted by email, and if you do so, please follow up with Micah Snyder via micah.snyder@thealliance okc.org or 405-604-6780 to confirm receipt.

- **Exhibit A Forms** — separate envelope: To protect proposers' privacy, executed Exhibit A Forms 1–4 should be submitted in a separate envelope marked "Confidential". Do not include copies of the forms in your printed proposal packet.

- **Purchase price and competitiveness:** Proposals will not be evaluated on a first-come basis, and the highest proposed price will not automatically be selected. The proposed purchase price should be reflected in the projected budget evaluated under Section III.I.4 and submitted on Exhibit A, Form 2. Disposition must occur at or above the "fair value" determined by independent appraisal, as required by Oklahoma law.

- **So8th Research Report – Development Tool Kit page range:** The RFP references the Development Tool Kit at pages 29–50. This was a typo; the Tool Kit runs from page 27 through page 68. Proposers should review pages 27–68.

- **Terminology — Conceptual Plan:** Sections III.H and III.I refer to the "Conceptual Site Plan." This is the same submission described as the "Conceptual Plan" in Section III.B, which includes the site plan and the four other required elements. There is no separate deliverable.

- **RFP internal cross-reference – Tier 2 financial information:** Section III.C of the RFP introduces the Tier 2 submission as applying "if selected as a Conditional Redeveloper as defined in Section K." The Conditional Redeveloper Designation is addressed in Section III.L, not Section III.K.

- **Availability of Scaled Drawings/Dimensions for the Parcels:** OCURA does not have scaled site drawings or dimensions for these parcels. The Oklahoma County Assessor's mapping may serve as a resource for approximating dimensions using the measuring tool in the top left.

- **Presentation slides:** The slides presented at the meeting are attached to these Pre-Submission Meeting Notes and include the five questions received prior to the meeting.

- **Questions between now and the deadline:** All questions should be directed in writing to Micah Snyder, micah.snyder@theallianceokc.org. The RFP is available at theallianceokc.org/land-rfps. Questions are answered so that all proposers have access to the same information. Any response that constitutes new information will be added to this summary on The Alliance website.

Question & Answer Log:

Review & Selection Process

Q: What does the review process look like after the November 5 submission deadline?

A: OCURA staff will review all submissions for completeness and responsiveness to the requirements of the RFP. Staff may request clarification or ask additional questions.

Complete proposals will be provided to the So8th Advisory Committee for feedback to staff on strengths, weaknesses, and qualifications of responses. Its role is advisory.

If necessary, a selection review committee may be formed to evaluate proposals. Formation of a review committee is not automatic but may be appropriate in circumstances involving significant interest, competing proposals on the same parcels, or a close selection decision. If a committee is formed, it will receive and consider the feedback provided from staff and the So8th Advisory Committee to that point and may request interviews or presentations from proposers.

Recommendations will be made to the OCURA Board of Commissioners; however, the Board makes all final decisions.

The RFP estimates approximately two months from the submission deadline for review and designation, and approximately two additional months to negotiate a redevelopment agreement. These timeframes are estimates only, depend on the complexity of the proposal, and are subject to change.

Q: Who will serve on the selection committee, and will the committee be public?

A: The selection committee has not been formed, and whether one is formed depends on the proposals received. Committees have typically included an OCURA Board member, OCURA staff, City planning staff, and/or a person with development experience who is not submitting a proposal in the area. The committee is advisory and makes a recommendation to the OCURA Board; the committee does not meet as a public body.

Q: How will multiple proposals on the same property be handled?

A: Proposals are evaluated competitively against the criteria in Section III.I. Receipt of multiple proposals on the same parcels is one of the circumstances in which a selection review committee is most likely to be formed, and it is also a circumstance in which the Board may authorize competitive negotiations with two or more proposers. Because proposals may include one parcel or several, partially overlapping proposals do not necessarily produce an all-or-nothing outcome.

Q: What criteria are used to evaluate proposals?

A: Section III.I of the RFP lists the evaluation criteria.

These criteria are not weighted in the RFP, and OCURA will not assign rankings or apply a scoring rubric among them. Proposers are encouraged to be specific about how their proposal satisfies each requirement and how, and to what extent, the proposal addresses the stated preferences, including an explanation for any preferences it does not address.

Q: What does a Conditional Redeveloper Designation mean?

A: A Conditional Redeveloper designation is neither a sale nor a contract. It confers an opportunity to negotiate a Redevelopment Agreement (RDA) with OCURA under such terms and conditions as the Board deems appropriate. The RDA will establish a purchase price, development obligations, and applicable timelines, and the final agreement will be subject to approval by the OCURA Board of Commissioners. OCURA may terminate a

Conditional Redeveloper designation at any time, and the designation confers no other legal rights.

Q: Can proposers anticipate how reviewers will evaluate a proposal — for example, the rationale applied to a project sited next to an existing single-family home?

A: The So8th Research Report addresses scale and transitions relative to existing development and provides examples. The RFP also includes a preference for transitional design strategies where adjacent structures predate 1985. Be explicit about how the proposal meets the requirements and which preferences it addresses, and explain the reasoning behind design decisions.

Q: Can proposers submit examples or concepts to OCURA for feedback before the deadline?

A: No. OCURA must provide equal opportunity to all proposers. General questions may be submitted to the contact listed on the front of the RFP, and any new information will be shared publicly through this summary. Feedback and potential revisions may occur during the formal review process after the submission deadline.

Q: Will there be an opportunity to provide additional clarity after submission?

A: Yes. After proposals are received and reviewed, OCURA may return to proposers for additional clarity so that proposals can be compared on a consistent basis.

Q: Is it advisable to include optionality — a willingness to pursue alternative approaches — within a proposal?

A: Yes. If a respondent has multiple approaches that address the criteria in different ways, those may be included. Proposers should indicate which option is preferred.

Q: How will proposals from smaller developers be evaluated relative to larger developers?

A: Evaluation must be consistent with the criteria in the RFP. OCURA cannot give weight to the size of a respondent independent of those criteria.

Q: How much weight is given to design and architectural content?

A: Design is evaluated according to how closely a proposal satisfies the RFP criteria, including conformance with the General Urban Land Use Zone and OCURA's Northeast Residential Standards (Site Planning Standards, Section 2.1). Full architectural plans are not required at this stage; OCURA is looking for an overview of what the proposal is trying to accomplish and how it advances the goals of the RFP and So8th Research Report. Architectural detail will be addressed later in the process.

Q: If a respondent already has a qualified buyer for a home, how is that considered?

A: It does not guarantee award of the property, and the process described above still applies. Having financing or a buyer in place is helpful to demonstrating feasibility and should be described in the proposal.

Q: What happens if OCURA does not receive proposals, or does not receive responsive proposals, on certain parcels?

A: OCURA may analyze why proposals were not received or were not responsive and may adjust and reissue the RFP. OCURA retains the ability to reopen the RFP for parcels that did not receive a proposal or did not receive a complete or feasible proposal.

Land Price, Appraisal & Transaction Costs

Q: What is the land valuation, and what should a respondent propose as a purchase price?

A: Proposers must include a proposed purchase price with the proposal (Tier 1 submission requirement, Section III.C, and Exhibit A Form 2). Proposers are encouraged to conduct their own market analysis, which may be based on their own research and does not require a paid third-party study, and propose the price they believe is supportable. This initial amount indicates the respondent's understanding of the market and is refined through negotiation. Land valuation is ultimately determined by an appraisal and cannot be less than Fair Value (FV) as defined by Oklahoma law.

Q: Are per-parcel purchase prices published in advance?

A: No. OCURA has not established or published asking prices for individual parcels. Respondents propose a purchase price with their submission, and OCURA determines the final price based on an independent appraisal, at or above fair value as required by Oklahoma law.

Q: How does the appraisal process work, and what is the difference between fair market value and fair value?

A: OCURA will obtain an appraisal from a qualified and licensed MAI appraiser. The appraisal first establishes fair market value (FMV) and then adjusts that value to account for the development restrictions and obligations placed on the project, resulting in a "fair value" determination. FV is typically a discounted valuation to FMV.

Under Oklahoma law, OCURA may not dispose of its property for less than the determined FV, but it may dispose of the property for more than FV.

Proposers should not rely on the $0.60 per square foot amount referenced in the JFK and NER residential RFP. That amount is based on an earlier appraisal specific to scattered vacant lots and is not anticipated to be applicable here. Given the range of potential development types, OCURA cannot establish a fixed property value in advance of receiving and evaluating proposals.

Q: Will the same appraiser be used across all parcels to ensure consistency in land value?

A: OCURA anticipates using the same appraiser across the Phase I parcels.

Q: At what point is the appraisal conducted — before or after submission, and before or after any necessary rezoning?

A: The appraisal will be ordered by and conducted on behalf of OCURA in conjunction with negotiation of the Redevelopment Agreement and the development plan, which will generally precede any zoning change. The proposed use — for example, multifamily versus single-family — will be considered for the appraised value even if land use entitlements aren't complete, because the property will be appraised in the context of the specific proposed project.

Q: What are PHF's expectations for its parcel, and how does it differ from the OCURA parcels?

A: The PHF parcel (Parcel 12 on Figure 9) that is included in this RFP will go through the same proposal and evaluation process. PHF will also review proposals involving its property and retains the right to reject any such proposals. Conveyance terms, however, differ. PHF is not subject to the same statutory disposition requirements as OCURA and retains discretion over purchase terms. The PHF parcel may require FMV, though PHF will determine in its sole discretion whether to accept an amount above or below FMV.

Q: Can a respondent exit if the appraised value is higher than anticipated?

A: Yes**.** A respondent may choose not to proceed during the negotiation of the RDA, including if the determined value is higher than anticipated. If the respondent elects not to proceed before an RDA is negotiated, the Good Faith Deposit will be returned. Once an RDA has been negotiated and executed, termination is governed by the terms of the RDA, and the Good Faith Deposit generally would not be returned if the RDA is subsequently terminated.

Q: Are costs such as survey and title included, and who bears them?

A: These costs are negotiated with the developer during RDA negotiations. Survey, title, and environmental scope will be determined based on each submission.

Q: Is there a target price point for resale of completed homes?

A: No. OCURA does not set a target price point or control sale prices for completed units. The RFP asks respondents to include proposed unit pricing and to designate units as market rate or affordable as part of the Tier 1 budget. Commitments made in a proposal may be negotiated into the Redevelopment Agreement.

Q: Is there a rental price range respondents should stay within?

A: OCURA has not set a rental price range. The RFP requires a diverse mix of housing types, unit sizes, building scales, and price points, and asks respondents to designate units as market rate or affordable. Respondents should describe their proposed rents and the market basis for them.

Design & Development

Q: Does OCURA have expectations regarding conformance with existing development for the type of housing built in the area?

A: Only to the extent that the General Urban Land Use Zone and the Site Planning Standards (Section 2.1) dictate. The Architectural Standards (Section 2.2) are intended to serve as guidance rather than requirements. There is flexibility for different housing types, price points, and levels of architectural detail. In their proposals, proposers should identify the housing type they believe is appropriate and explain why.

Q: How will OCURA ensure that infill development is consistent when multiple proposals with different designs and densities are received?

A: Some variety is expected. The conceptual site plan within the Research Report itself depicts variety, and the guidance was intentionally left open-ended to accommodate a range of housing types. The Architectural Standards serve as a guide, and the Site Planning Standards and General Urban Land Use Zone requirements provide the framework.

Q: Is it possible to split a lot?

A: Yes. The General Urban Land Use Zone framework encourages lot splits to support greater density. For example, a 50-foot-wide lot could be split into two lots, with a single-family home on each. Accessory dwelling units could also be added to increase density.

Lot splits will likely require rezoning and other applications through the City. OCURA does not control City zoning or rezoning decisions. Proposers do not need to resolve these details at the proposal stage. Instead, identify the parcels by number from Figure 9 in the conceptual plan and on Exhibit A Form 3A, and describe the proposed unit count and configuration. For example, stating that a proposal covers two lots and includes four units is sufficient.

Q: How is rental product viewed?

A: Rental is allowed; however, the RFP prioritizes for-sale housing products where feasible and market supported, and requires a diverse mix of housing types, unit sizes, building scales, and price points regardless of tenure. Proposers considering rental product should explain the reasoning behind that approach.

Q: How much detail is expected regarding building facades and other elevation-related features?

A: The RFP does not prescribe a format for conveying building design. Renderings or elevations are welcome but are not expected, and the same intent can be communicated alongside the site plan through labeled callouts, reference images, or narrative description. What matters is that the design intent is clear enough to evaluate against the criteria in Section III.I. Full architectural plans are not required at this stage, and architectural detail is addressed later in the process.

Partnerships & Collaboration

Q: Is it better to submit as an individual or as an entity, or to partner with an experienced developer?

A: OCURA does not have a preference as to how a respondent is organized. Proposals are evaluated against the criteria in Section III.I, which include the qualifications of the development team and demonstrated financial capacity. Form 3A asks respondents to identify their entity type and ownership structure. Joint proposals are permitted, and the RFP encourages collaboration with neighborhood-based developers and community organizations.

Q: Is there an opportunity for proposers to connect and collaborate with other developers, including to support training for less experienced developers? Can proposers collaborate in advance and submit a joint proposal?

A: Yes. The So8th Research Report emphasizes creating such opportunities. Proposers are welcome to connect with one another and submit joint proposals.

Q: If multiple developers propose on the same property, will they be able to engage with one another?

A: Potentially. A stated goal of this effort is to support community development participation and the best possible product in qualitative terms. OCURA may work through the mechanics of facilitating that where it arises.

Q: Would it be viewed unfavorably to set aside a portion of project profits to benefit surrounding properties not included in the RFP?

A: No. A proposal may include such an approach, provided it is feasible and clearly described. Proposers may identify any proposed allocation of project profits and explain how it could benefit surrounding properties.

Funding & Incentives

Q: Are there lenders that work with OCURA, or lenders that OCURA can recommend?

A: No. OCURA does not finance redevelopment, maintain a list of lenders, or recommend particular lenders. Financing is arranged by the respondent.

Q: Are there financial assistance programs available for this process?

A: There is no financial assistance specific to this RFP apart from the possibility of tax increment financing noted in the RFP. Respondents should pursue any other programs independently.

Q: How can Tax Increment Financing (TIF) be applied?

A: Proposers seeking TIF assistance should identify the need for TIF in their proposal submission. TIF availability is at the sole discretion of the Oklahoma City Redevelopment Authority, a separate public trust from OCURA. TIF is not granted through this RFP. OCURA staff can assist with TIF questions.

Q: Besides TIF, are there state or federal funding sources that may be used?

A: The Oklahoma Housing Finance Agency (OHFA) Housing Stability Program (HSP) is one potential resource proposers may wish to explore. Proposers planning to pursue OHFA or similar programs should identify those programs in the proposal. OCURA will consider the relevant program timelines as part of the redevelopment process, where applicable.

Q: Will proposals seeking OHFA or other program funding be evaluated differently from those that do not?

A: No. All proposals will be evaluated using the criteria set forth in the RFP. The use of program funding will not, by itself, affect the evaluation. As with all proposals, the financing plan and financial feasibility are relevant to the evaluation. Proposers should identify anticipated funding sources and, where applicable, explain whether the project could proceed without a competitive funding award.

Environmental

Q: How will environmental conditions be identified and addressed, and who is responsible for remediation?

A: OCURA will assist in performing a site-specific Phase I Environmental Site Assessment and, where possible, help identify and coordinate access to available cleanup programs and resources, which may include grant funding and low- or no-interest loans. OCURA cannot guarantee any particular outcome or funding. The area has a history of oil and gas activity, which is one reason an updated Phase I is required.

Q: Is the 2007 Phase I Environmental Site Assessment available to proposers?

A: Yes, upon request. Proposers should note that the 2007 assessment covers the broader area rather than individual development sites, and it is not expected to provide meaningful site-specific detail. An updated Phase I will be required for each development site.

Attendee Names
Eileen Scruggs
Mario Reyes
Brie Reyes
Schuyler Carter
Eric Webb
Laurice Webb
DeAndre Martin
Alana Haynes
Gina Sofola
Thorne Stallings
Juanna Allyms
Kumar S
Erica Emery
Quintin Hughes Sr.
Gary Jones
Tim Council Jr.
Aslan Maleki
Michael Tibbets
Denyvetta Davis
LaTasha Timberlake
Anthony Francisco
Kapri Clytus
Calvin Slocum
Avis Franklin

So8th Phase I RFP Pre-Submission Meeting

OKLAHOMA CITY URBAN RENEWAL AUTHORITY

September 3, 2026

Meeting Agenda

1 General Overview

- So8th Research Report
- RFP walkthrough

2 Questions & Discussion

- Questions received previously
- Attendee questions and open discussion

3 Closing

- Meeting summary will be posted on The Alliance website and emailed

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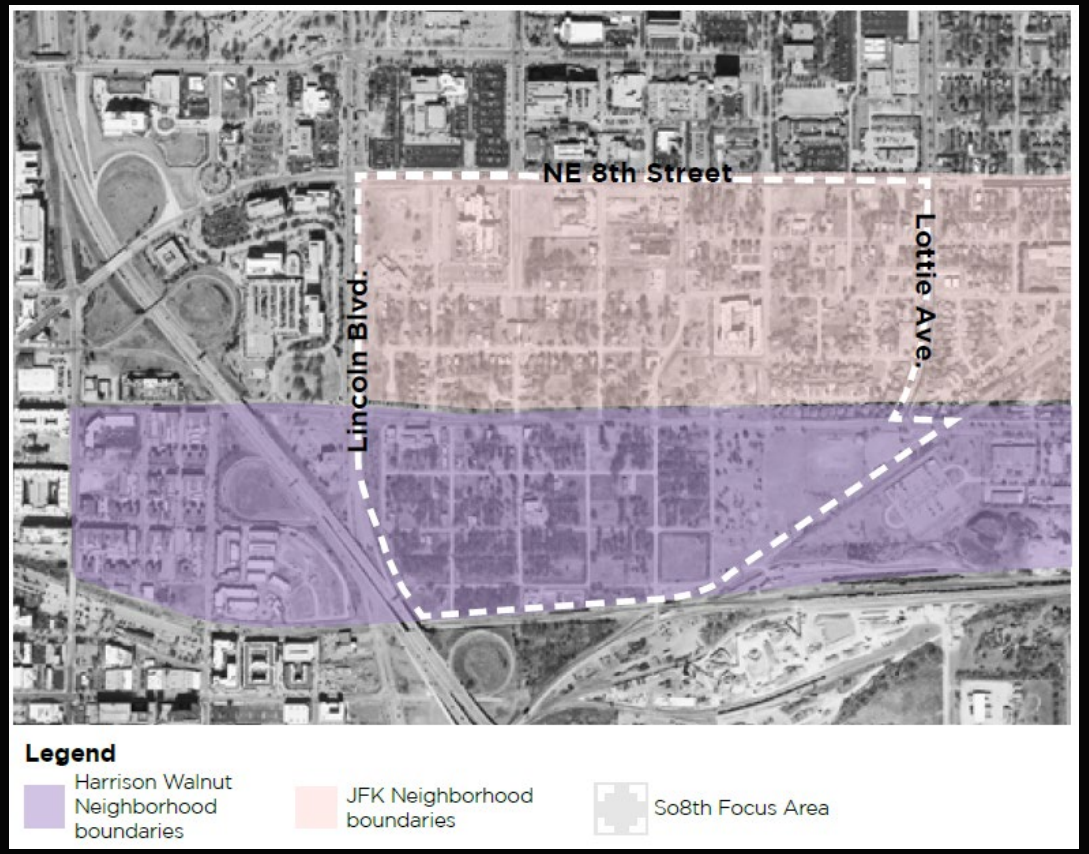
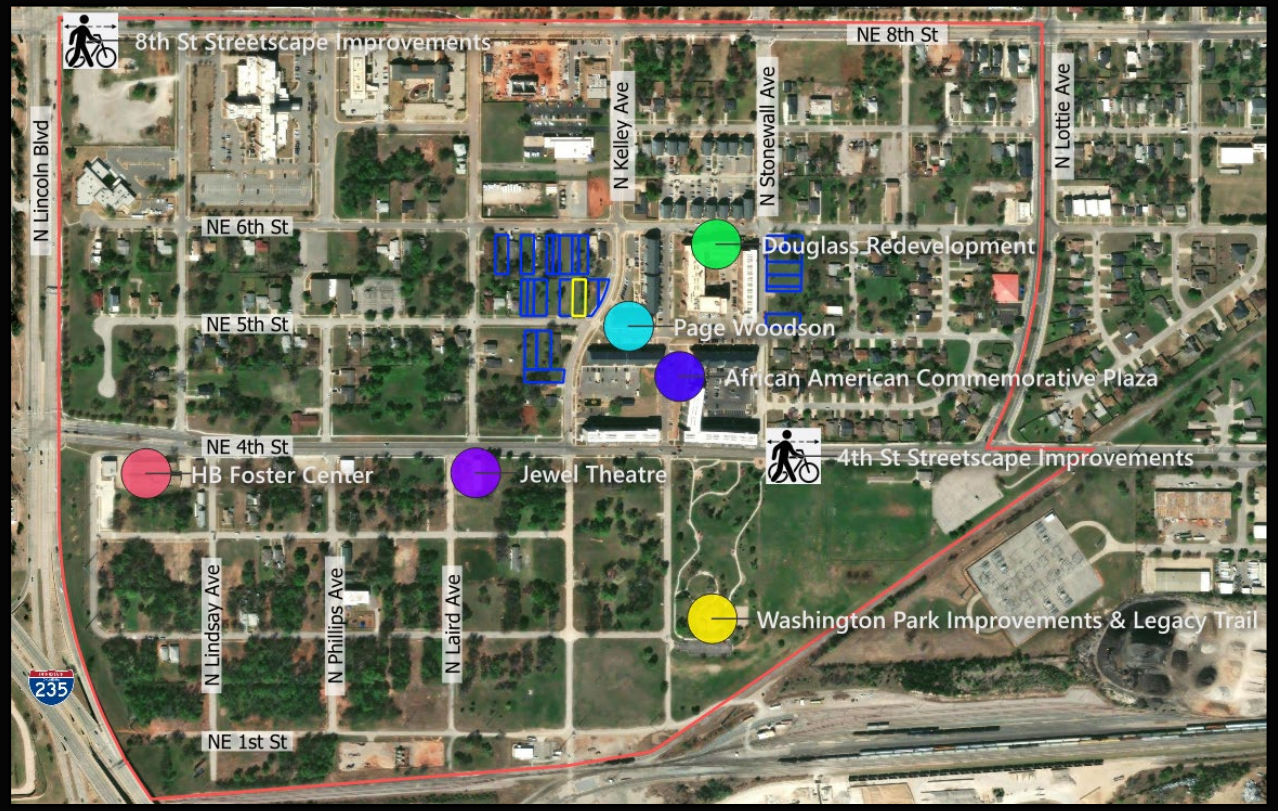
General Overview

- So8th Research Report
- RFP walkthrough

SOUTH OF 8TH





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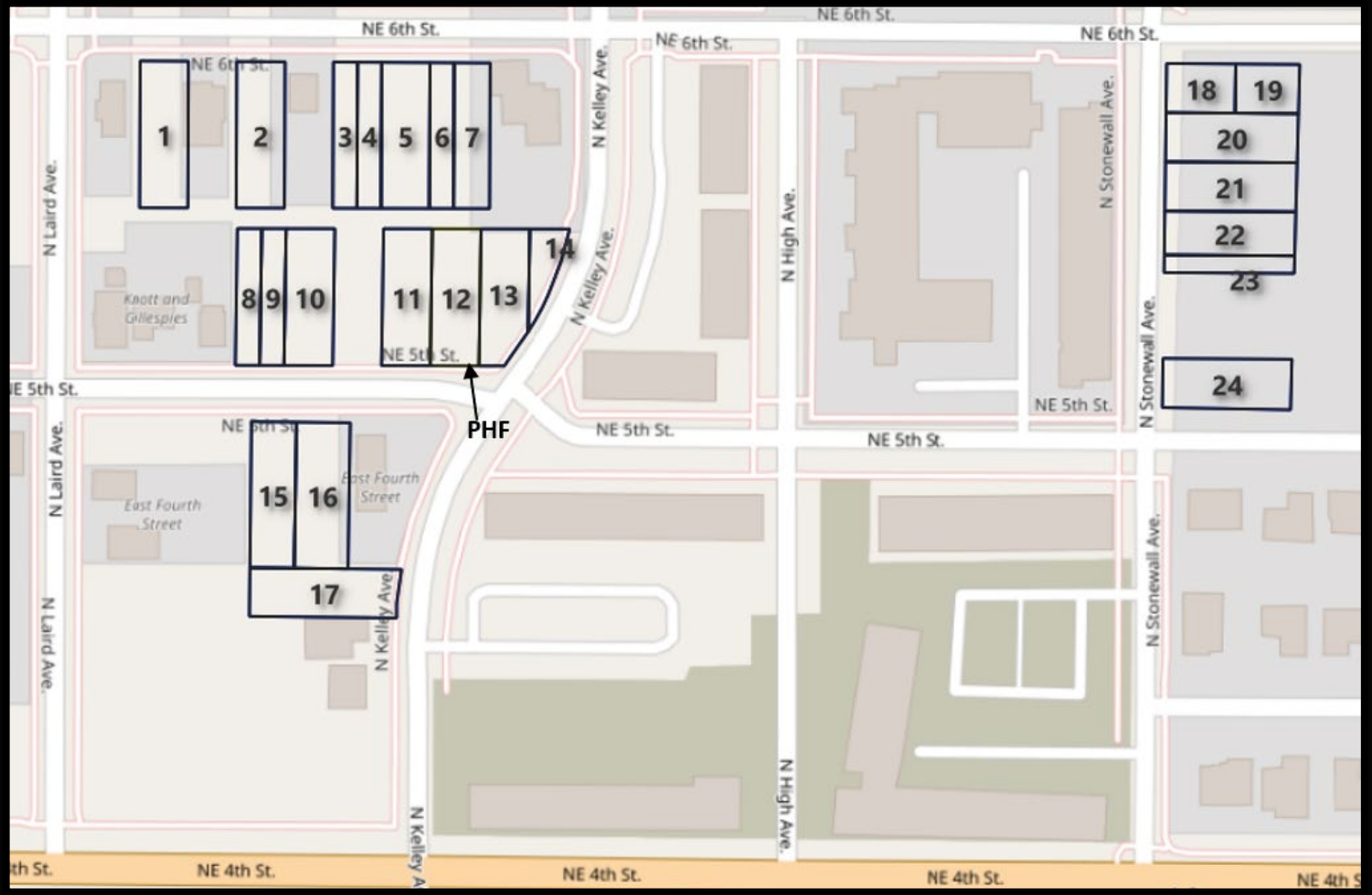

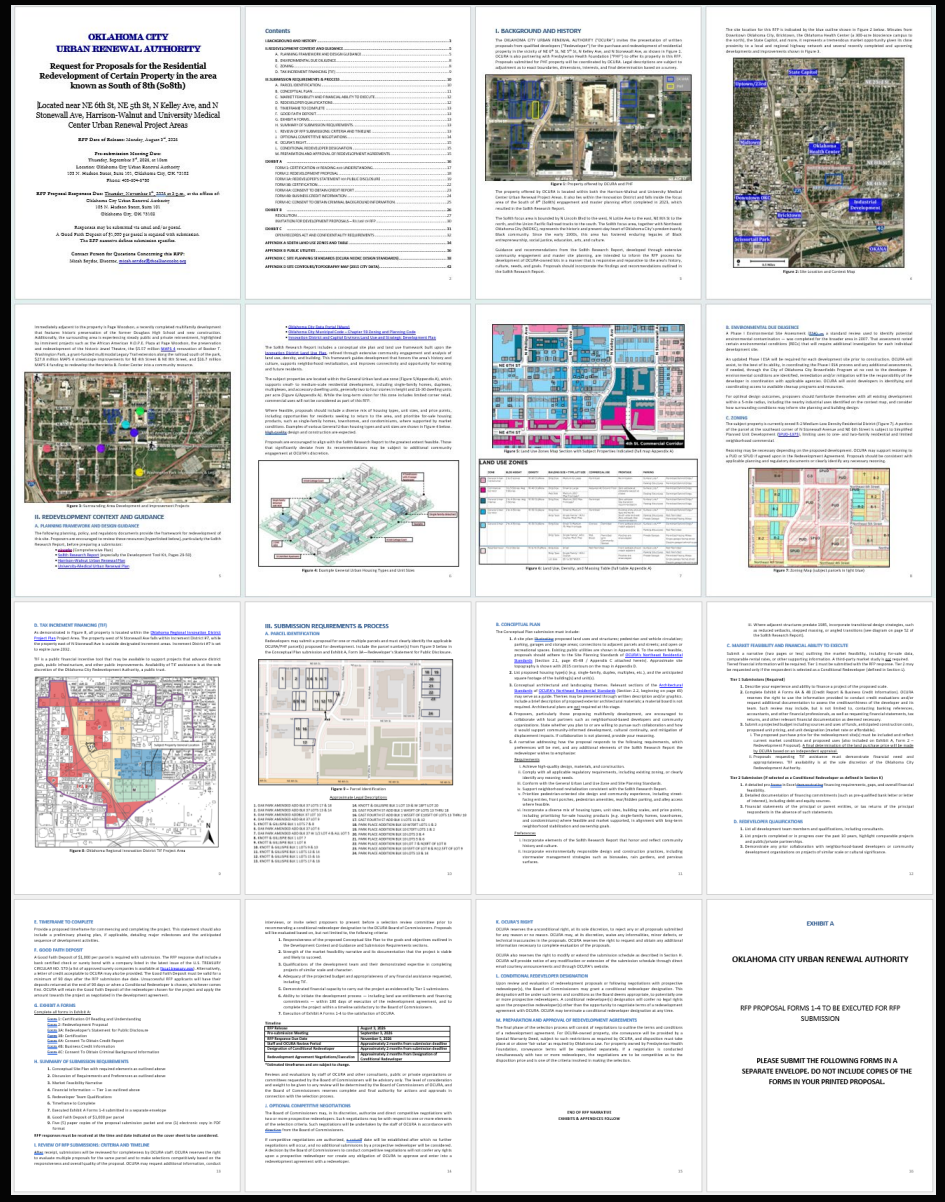

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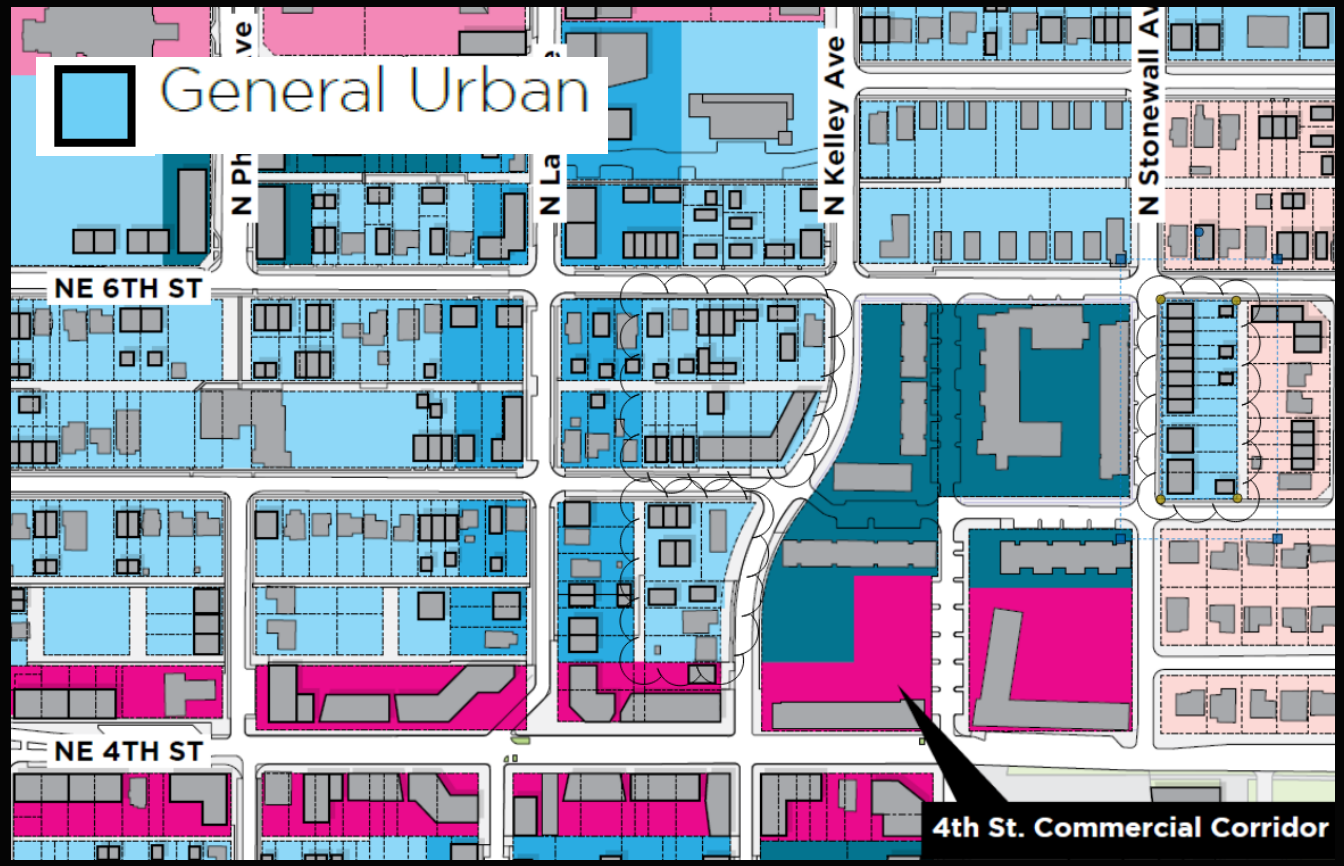

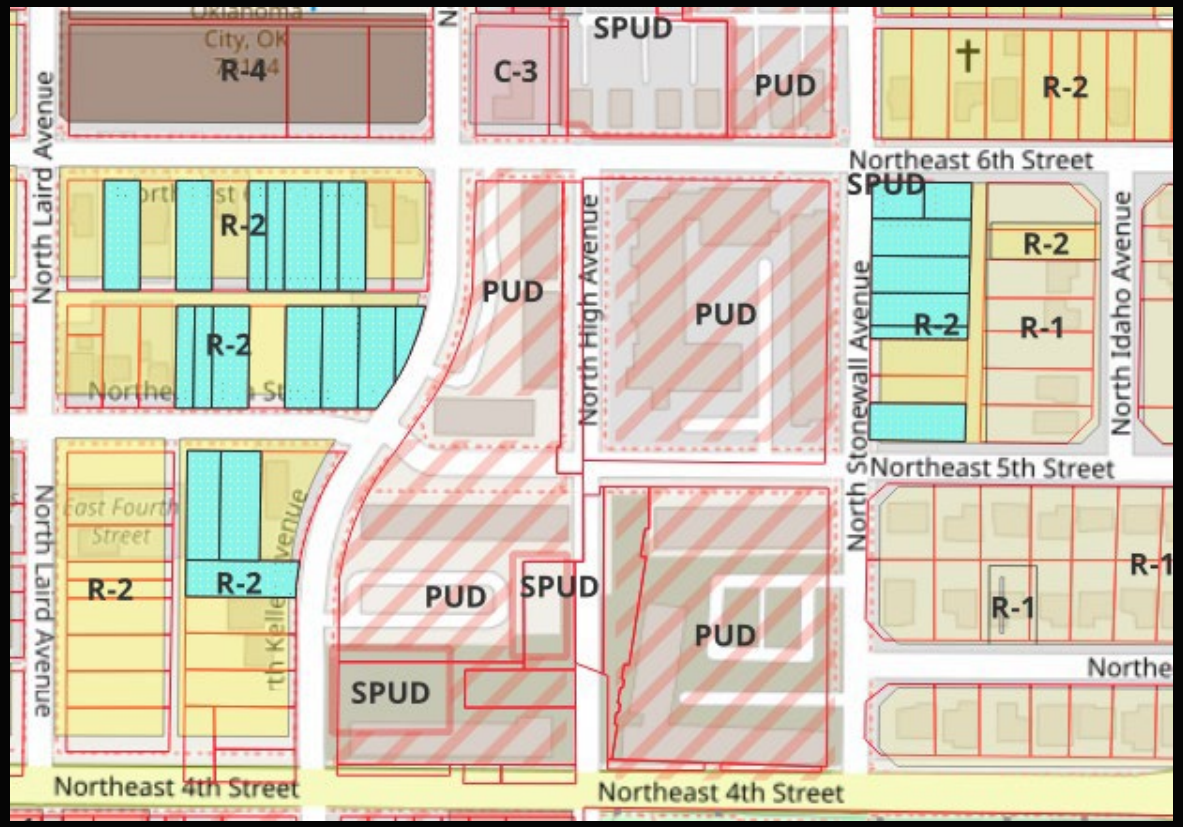

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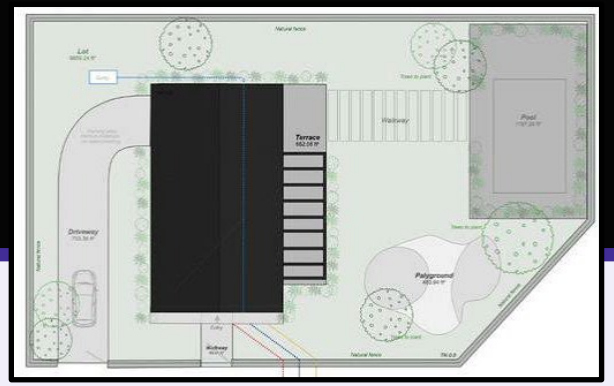

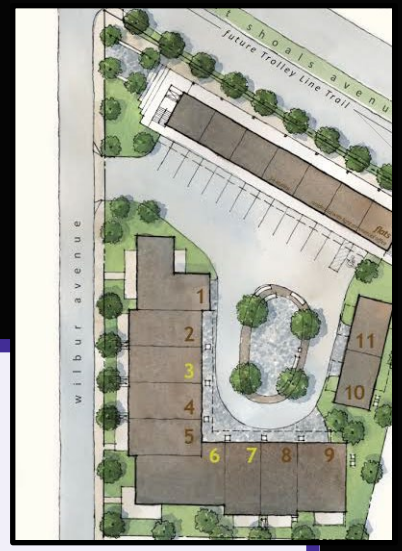

Conceptual Plan Required Elements (Section III.B)

- Site plan showing all land uses and structures, parking and circulation, and any other physical elements. OCURA's Northeast Residential Site Planning Standards apply to the extent feasible.
- Proposed housing types and anticipated square footage of buildings and units
- Conceptual architectural and landscaping themes, in writing or graphics, with exterior materials described. No architectural plans required. OCURA's Northeast Residential Architectural Standards may serve as a guide.
- Statement on collaboration with neighborhood-based developers and community organizations, or your reasoning if not planned
- Narrative addressing the requirements and preferences

- Five paper copies and one PDF

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General Overview

- So8th Research Report
- RFP walkthrough

Requirements:

- High-quality design, materials, and construction.
- Comply regulatory requirements, including existing zoning, or clearly identify any rezoning needs.
- Conform with the General Urban Land Use Zone and OCURA NE Residential Site Planning Standards.
- Support neighborhood revitalization consistent with the So8th Research Report.
- Prioritize pedestrian-oriented site design and community experience, including street-facing entries, front porches, pedestrian amenities, rear/hidden parking, and alley access where feasible.
- Incorporate a diverse mix of housing types, unit sizes, building scales, and price points, including prioritizing for-sale housing products (e.g. single-family homes, townhomes, and condominiums) where feasible and market supported, in alignment with long-term neighborhood stabilization and ownership goals.

Preferences:

- Incorporate elements of the So8th Research Report that honor and reflect community history and culture.
- Incorporate environmentally responsible design and construction practices, including stormwater management strategies such as bioswales, rain gardens, and pervious surfaces.
- Where adjacent structures predate 1985, incorporate transitional design strategies, such as reduced setbacks, stepped massing, or angled transitions (see diagram on page 52 of the So8th Research Report).

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General Overview

- So8th Research Report
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All Exhibit A Forms (Section III.G)

- Form 1: Certification Of Reading and Understanding
- Form 2: Redevelopment Proposal
- Form 3A: Redeveloper's Statement
- Form 3B: Certification
- Form 4A: Consent to Obtain Credit Report
- Form 4B: Business Credit Information
- Form 4C: Consent to Obtain Criminal Background Information

Submission Requirements (Section III.H)

- Conceptual Plan, with the required elements
- Market feasibility narrative
- Tier 1 financial information
- Redeveloper team qualifications
- Timeframe to complete
- Executed Exhibit A Forms 1–4, in a separate envelope
- Good faith deposit, $1,000 per parcel
- Five paper copies and one PDF

2

Questions & Discussion

- Questions received previously
- Questions and open discussion

Q What is the purchase price for a given property versus the $1,000 per parcel Good Faith Deposit?

A **It’s required to propose a purchase price with your submission; OCURA sets the final purchase price by independent appraisal. The Good Faith Deposit is separate. It is returned if you aren't selected and applied toward the price if you are.**

Q Who pays for the appraisal?

A **This is determined during negotiation of the Redevelopment Agreement if a Conditional Redeveloper Designation is granted.**

Q Does OCURA set the sale prices for completed homes?

A **No. The RFP asks for proposed unit pricing and whether units are market rate or affordable, and any commitments you make are negotiated into the Redevelopment Agreement.**

2

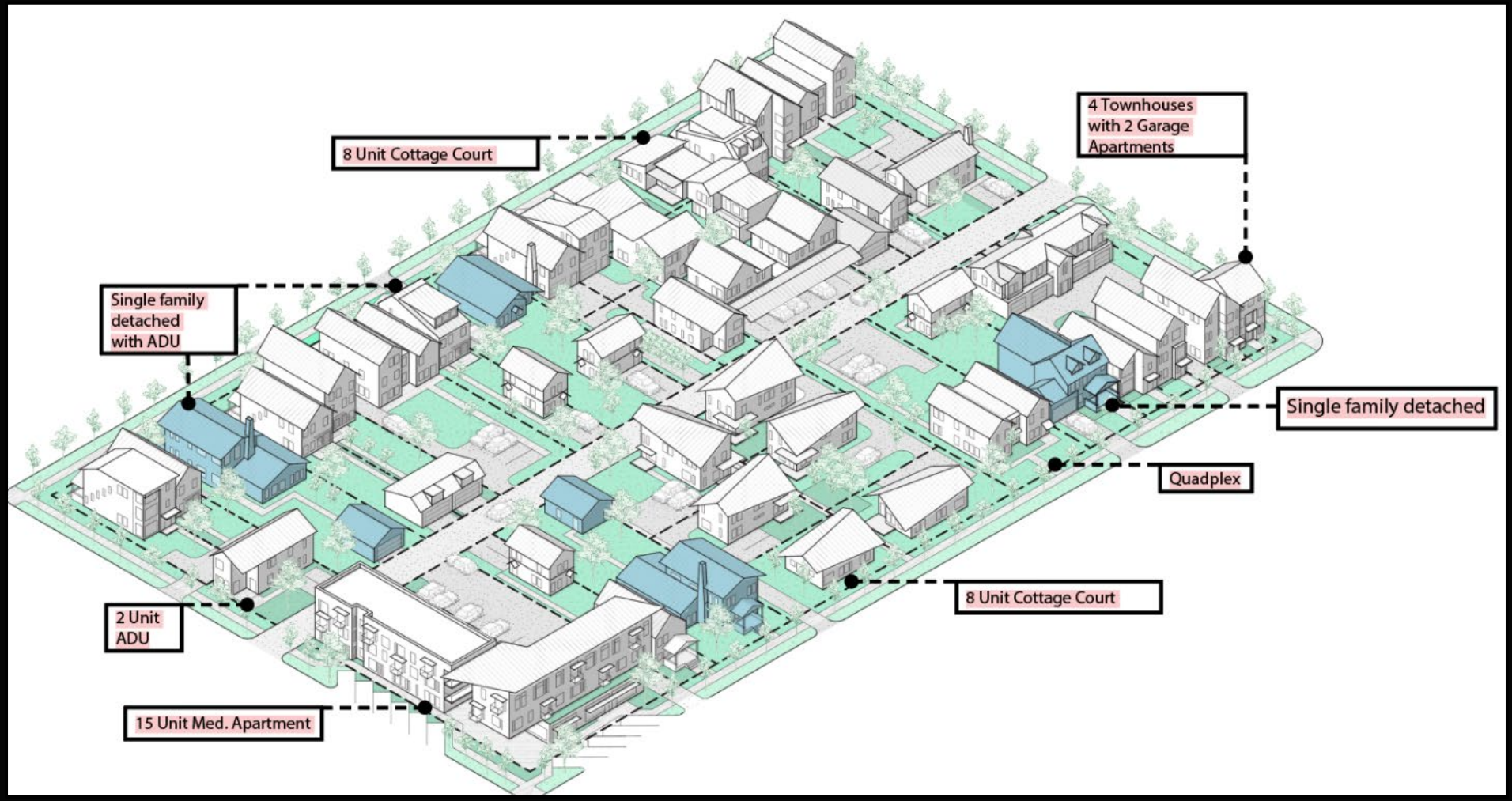
Questions & Discussion

- Questions received previously
- Questions and open discussion

Q	What is the stance on proposals that include development products that are for rent?	A	**Rental is allowed. The RFP prioritizes for-sale where feasible and market supported, and requires a diverse mix of housing types, sizes, scales, and price points either way.**
Q	What will the decision-making process look like if multiple proposals come in on the same properties?	A	**Competitive evaluation against the Section III.I criteria, not first come or highest price, with final authority resting with the Board of Commissioners.**

2

Questions and Open Discussion



3

So8th Phase I RFP Pre-Submission Meeting

Meeting summary will be posted on The Alliance website and emailed

Proposals due: 3 p.m. Thursday, November 5, 2026

Deliver to: OCURA, 105 N. Hudson Ave, Suite 101, Oklahoma City, OK 73102

- Five paper copies and one PDF
- Exhibit A Forms 1–4 in a separate envelope
- Confidential material in its own marked envelope
- Good faith deposit, $1,000 per parcel

RFP: thealliance okc.org/land-rfps

Questions: Micah Snyder, micah.snyder@thealliance okc.org

OKLAHOMA CITY URBAN RENEWAL AUTHORITY

SOUTH OF 8TH