



**Request for Qualifications – Development Consulting Services  
Addendum 01 – Posted February 4, 2026**

**RFQ EXTENSION:** HASCO will be extending the response period for the RFQ. The new due date for proposals will be **Friday February 27, 2026, at 5:00PM PST**. Additionally, questions will continue to be accepted through Friday February 13, 2026, at 5:00PM PST with responses posted by Wednesday February 18, 2026.

**Q&A:**

**Q:** What are HASCO’s top strategic objectives for engaging a Development Financial Consultant over the next 3–5 years? (e.g., expanding the portfolio, repositioning assets, RAD conversions, affordable housing preservation)?

**HASCO Response:** HASCO’s top objectives over the next 3-5 years is to expand the supply of affordable housing across the housing continuum while also preserving the existing affordable housing stock. In order to facilitate that HASCO would like strategic guidance that may require repositioning of existing assets.

**Q:** What are HASCO’s long term goals for its public housing portfolio? (Full repositioning, partial conversion, preservation vs redevelopment).

**HASCO Response:** HASCO has already completed a Public Housing Conversion and is currently exploring how best to leverage or reposition existing assets.

**Q:** What is the driving interest in repositioning? (desire for mixed finance flexibility, operating deficits, capital needs?)

**HASCO Response:** Capital Needs and the desire to increase the overall supply of affordable housing stock in Snohomish County either through acquisitions or new construction.

**Q:** What challenges has HASCO previously encountered in assembling complex capital stacks (LIHTC, bonds, grants, PHA funds)?

**HASCO Response:** There have been no material challenges assembling complex capital stacks however lack of access to gap funding to be leveraged with those resources continues to be a challenge.



**Q:** Which financing tools does HASCO anticipate utilizing most over the next several cycles? (9% vs. 4% LIHTC, bonds, CDBG/HOME, Federal Home Loan Bank, state housing trust fund, PHA sources, RAD, Restore Rebuild aka Faircloth to RAD, MTW flexibility, ARPA/HOME-ARP)

**HASCO Response:** Both 4% and 9% LIHTC, PAB, Government Bonds, State Housing Trust Fund, Snohomish County Funds, and Project Based Rental Assistance to list a few but flexible in accessing additional sources of funds to fund projects.

**Q:** How many projects does HASCO expect to move forward in the next 12–36 months?

**HASCO Response:** At a minimum 3 to 5 but that is contingent on multiple factors both internal and external to HASCO.

**Q:** Are there expectations for advising on long-term asset optimization, re-syndications, or portfolio level recapitalization strategies?

**HASCO Response:** Yes

**Q:** Is HASCO interested in exploring Faircloth to RAD (Restore Rebuild)?

**HASCO Response:** Yes

**Q:** Can a responding firm propose on one or the other of the two consulting services scopes, or are firms expected to provide services to both consulting categories?

**HASCO Response:** Firms can respond to either the financing or construction component of the RFQ.

**Q:** Does HASCO anticipate self-developing or working with a developer partner?

**HASCO Response:** HASCO has completed projects utilizing both models and is open to both models in the future.

**Q:** What staff does HASCO have to contribute to this effort?

**HASCO Response:** HASCO has increased real estate knowledge and capacity within the agency through strategic hiring. HASCO has a Director of Development and Real Estate Controller along with support staff.