



**West North Avenue Development Authority's
REQUEST FOR QUALIFICATIONS**

ISSUED: April 30, 2026

The West North Avenue Development Authority (WNADA) is the economic development authority for the State of Maryland to benefit the neighborhoods of West Baltimore. Established by the Maryland General Assembly via Chapters 80 and 81 of 2021, WNADA supports the development and approval of a comprehensive neighborhood revitalization plan in the West North Avenue Development Area to benefit West Baltimore and its residents by initiating and funding economic, housing, transportation, and neighborhood development. Additional information is available on wnada.org.

MINORITY, WOMAN-OWNED, AND SMALL DISADVANTAGED BUSINESS ENTERPRISES ARE ENCOURAGED TO RESPOND TO THIS SOLICITATION.

General Provisions

- I. There will not be a public opening of applications.
- II. WNADA reserves the right to request, receive, and evaluate supplemental information and clarifications during its evaluation of applications. WNADA will conduct this process in a fair and impartial manner.
- III. WNADA reserves the right to reject all applications or to waive non-material irregularities in any applications received. However, incomplete applications or incorrect information may be cause for disqualification.
- IV. WNADA reserves the right to make all final determinations, and to determine at any time that the prequalification procedures will not be applied to a future public works project.
- V. WNADA reserves the right to cancel or amend this RFQ or to extend the date responses are due.
- VI. Issuance of this RFQ does not commit WNADA to award a contract or to pay any costs incurred in preparation for any response to this RFQ. WNADA reserves the right to reject any or all applications.
- VII. All materials submitted to WNADA will become the property of WNADA and will not be returned. Information submitted in the application, including but not limited to the reviewed financial statements, shall not be public information and shall not be open to public inspection, to the extent allowed by law.

Selection Process and Award Basis

- Respondents will be evaluated on the basis of the written responses and materials submitted and according to the WNADA RFQ Scoring Sheet.
- All respondents will be notified of an award or non-award via email.
- WNADA will appoint an evaluation committee whose responsibilities will include performing technical evaluations of each application and making selection recommendations based on the evaluation criteria provided above. Evaluations will focus on identifying the relative strengths, weaknesses, deficiencies, and risks associated with each application.
- Shortlisted Responders will be required to submit financial statements and capabilities. Additional information will be provided to appropriate parties.
- WNADA reserves the sole right to select the most qualified firm(s) on the basis of the best overall qualifications that is most advantageous to Baltimore City.

- RFQs should be prepared providing a clear and concise description of the Firm's capabilities to satisfy the requirements of the request.
- Awards are made from a pre-qualified/short list and awarded through negotiation based on project availability and qualifications.
- No formal RFP will be issued for the above-described project.
- All applicants will remain in WNADA's database for one fiscal year and must reapply each year based on designated Focus Development Areas.

Notice: All applications must be submitted via WNADA's online application. Emailed applications will not be accepted. This application is for informational purposes only. Visit wnada.org for more information.

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Key Information Summary Sheet

RFQ Release Date	Thursday, April 30 th , 2026,
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Questions Due	Thursday, May 7 th , 2026,
Pre-Submission Meeting	Saturday, May 2 nd , 2026
Responses Due	Thursday, June 4 th , 2026,
Shortlisting Notification & Request for Financial Capability Statement	August 2026
Financial Due (Shortlist Only)	10 Business days following financials documents request
Notice of Tentative Grant Awardee	September 2026

No RFQs will be accepted after the date and time listed on the Key Information Sheet included in this RFQ and subsequent addenda. Late RFQs will not be reviewed or considered.

The above timetable reflects the various RFQ submission and completion dates but may be modified by the West North Avenue Development Authority (WNADA) at its sole discretion.

All communications for this RFQ should be directed via email to Tiara Sykes, Procurement Officer at procurement@wnada.org. Responders shall not communicate with any other staff at WNADA prior to the award.

Definitions/Glossary

- a) **Business Day(s)** – The official working days of the week to include Monday through Friday. Official working days excluding State Holidays (see definition of “Normal State Business Hours” below).

- b) **Community Development Financial Institutions (CFDI)** – A financial institution that provides credit and financial services to underserved markets and populations.
- c) **Food Deserts Solutions** – Open to non-profits and small business seeking to promote food accessibility and sustainability. Grant funding and loan financing for acquisition and development of vacant properties for construction into grocery stores, farmers markets, and food halls.
- d) **eMaryland Marketplace Advantage** – eMMA is the State of Maryland’s eProcurement system where all Maryland solicitations for State, Local, County, Schools and Universities post their public notices for solicitations throughout the State.
- e) **General Contractors** – The company responsible for the construction project.
- f) **Greenspace [Arts, Culture, & Music] Placemaking** – Grant funding for acquisition and development of vacant, nuisance and open green space for repurposing into urban farms, flower gardens, community parks and recreation, and outdoor arts, cultural and entertainment events
- g) **Fiscal Year** – In the State of Maryland the period of July 1st through June 30th of each year, a 12-month accounting period that a business uses for financial and tax reporting purposes.
- h) **Focus Development Nodes** – Specific areas of development per Fiscal Year as defined and outlined in WNADA’s Capital Funding Priorities, for more information, <https://www.wnada.org/business-with-the-authority>
- i) **Food Deserts Solutions** – Open to non-profits and small business seeking to promote food accessibility and sustainability. Grant funding and loan financing for acquisition and development of vacant properties for construction into grocery stores, farmers markets, and food halls
- j) **Local Time** – Time in the Eastern Time Zone as observed by the State of Maryland. Unless otherwise specified, all stated times shall be Local Time, even if not expressly designated as such.

k) Minority Business Enterprise (MBE) –

(1) “Minority business enterprise” means any legal entity, except a joint venture, that is:

- (i) organized to engage in commercial transactions;
- (ii) at least 51% owned and controlled by 1 or more individuals who are socially and economically disadvantaged; and
- (iii) managed by, and the daily business operations of which are controlled by, one or more of the socially and economically disadvantaged individuals who own it.

(2) “Minority business enterprise” includes a not for profit entity organized to promote the interests of physically or mentally disabled individuals.

- l) **NAICS Code** – North American Industry Classification System is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.
- m) **Neighborhood Development** - Community Development Capacity Building for Community Development Corporations and Neighborhood Associations within the WNADA catchment area.
- n) **Normal State Business Hours** - Normal State business hours are 8:00 a.m. – 5:00 p.m. Monday through Friday except State Holidays, which can be found at: www.dbm.maryland.gov – keyword: State Holidays.
- o) **Procurement Officer** – Prior to the award of any Contract, the sole point of contact in the State for purposes of this RFQ. Please contact Tiara Sykes at procurement@wnada.org.
- p) **Project Manager** – A professional, certified or uncertified, who organizes, plans, and executes all project plans within the agreed upon budget and scope of work.
- q) **Realtor** – A person who acts as an agent for the sale and purchase of buildings and land; licensed within the state of Maryland and a member of The National Association of Realtors.
- r) **Request for Qualifications** – Refers to this document, which asks potential suppliers or vendors to detail their background and experience providing a specific good or service as issued by the West North Avenue Development Authority.
- s) **RFQ Special Interest Areas** – represents a secondary tier of additional interest areas that align with the comprehensive plan. These areas provide opportunities for complementary development activities, as outlined in the grant’s manual, which support the focus nodes and/or the West North Avenue Corridor.
- t) **Responder** – An entity that submits a response to this RFQ.
- u) **Selection Process** – Process by which Responders are evaluated and qualified for placement in WNADA’s Vendor database or Business Development Program. See Selection Process and Award Basis below for more information.
- v) **Shortlisting** - Responders who meet the Technical Proposal requirements threshold will be asked to submit a Financial Capability Statement.
- w) **Small Disadvantaged Business Enterprise** – A SDBE is a firm that qualifies as small for the size standard corresponding to the six-digit North American Industry Classification System (NAICS) code assigned to the contract and is owned and controlled by one or more individuals who are both socially and economically disadvantaged.
- x) **Statement of Qualifications (SOQ)** – The written response to this RFQ, which includes all requested information listed in the Statement of Qualifications section.

- y) **Tentative Grant Awardees** – Responders who meet the scoring threshold and qualify as a business partner to be listed in WNADA database for one fiscal year and selected for interviews based on project availability and funding negotiations.
- z) **WNADA** – West North Avenue Development Authority, issuer of this RFQ.
- aa) **Women Business Enterprise** – A Maryland registered entity owned, operated, and controlled by a woman or women.

Introduction and Purpose

The West North Avenue Development Authority in Baltimore City was authorized by Chapters 80 and 81 of 2021. The Authority supports the development and approval of a comprehensive neighborhood revitalization plan in the West North Avenue Development Area and its buffer zone to benefit West Baltimore, the residents, and improve housing, neighborhoods, economic development, and transportation, including motor vehicles and

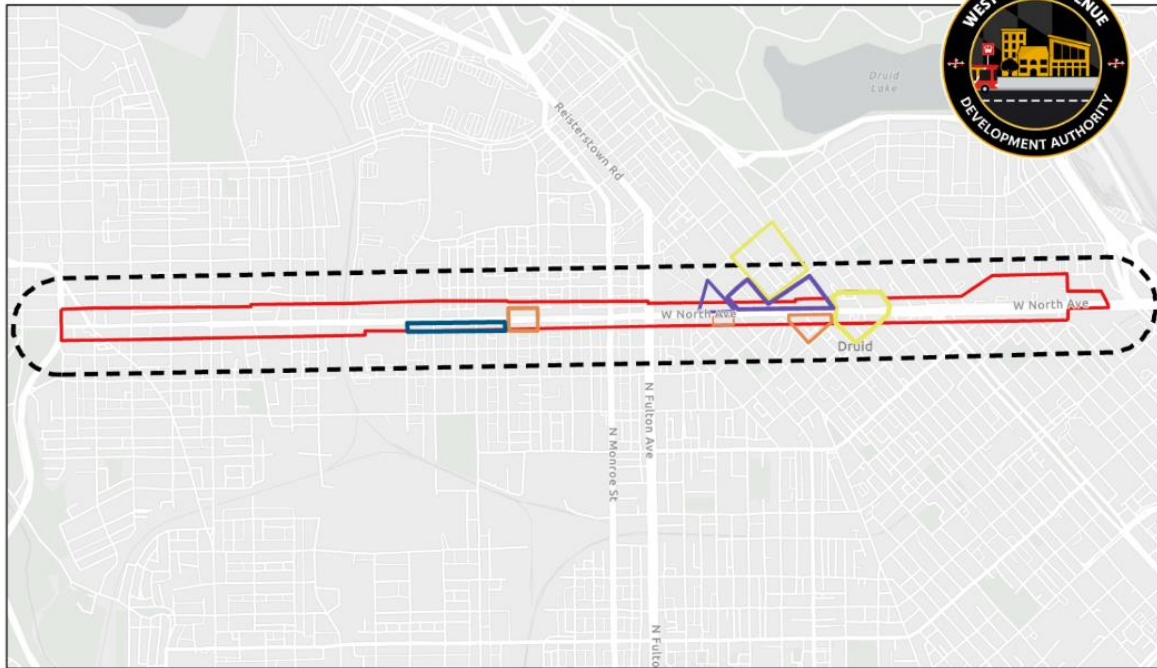
pedestrian foot traffic to catalyst equitable economic development opportunities throughout West Baltimore which has been hindered by a history of disinvestment.

The Maryland General Assembly established the West North Avenue Development Authority (WNADA), on October 1, 2021, to create a comprehensive plan for housing, economic, transportation, and neighborhood development along West North Avenue between 600 - 3200 Block, defined as the Target Area, and 250 yards surrounding the Target Area, defined as the Buffer Zone. This plan seeks to advance restorative justice and community development by promoting context-sensitive strategies that enhance housing, public space, mobility, and economic opportunity for West North Avenue.

The Authority's comprehensive redevelopment strategy depends on the interconnectedness of housing, economic development, transportation, and green space. Incorporating all of these components into our revitalization plan helps WNADA support economic growth, encourage environmental sustainability, and create areas where people want to live, work, and have fun while also fostering an inclusive, sustainable, and vibrant future for West Baltimore's citizens.

This marks the Authority's 4th Annual Request for Qualifications (RFQ) release, for FY27, WNADA's primary areas of funding and financing opportunities are within the eight (8) Focus Development Nodes. Applicants will need to select one funding and financing portfolio area: Economic, Transportation, Neighborhood, Green Space, and Arts & Culture.

FY27 RFQ Focus Nodes



1. CSU Multifamily Student Housing
2. Entrepreneur Commercial and Retail Enterprise Zone
3. Penn North Transit Oriented Development Zone 1 (Mixed- Use)
4. Penn North Transit Oriented Development Zone 2 (Mixed-Use)
5. Penn North Transit Oriented Development Zone 3 (Commercial and Retail)
6. Penn North Housing and Commercial Development Zone
7. W. North Avenue Shops and Entertainment Area
8. W. North Avenue & McCulloh St Restaurant District

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Business Profile

1. Legal Business Name
2. Business Transmittal Letter
 - a. Transmittal Letter shall be submitted on company letterhead, should be brief and include the following:
 - b. The legal name and business name of record registered with the Maryland Department of Assessments and Taxation.
 - Any entity identifying as a nonprofit must be registered also with the Maryland Secretary of State Charities Division
 - (Link: [Maryland OneStop](#))
 - c. Responder's point of contact information (preferably 2 individuals) including:
 - i. Name(s)
 - ii. Title(s)
 - iii. Email Address(es)
 - iv. Phone Number(s)
 - v. Signature
 - vi. The signatory shall be a person with official authority to contractually bind the company.
3. Primary Point of Contact:
 - a. First and Last Name
 - b. Primary Point of Contact Job Title:
 - c. Primary Point of Contact Phone:
 - d. Primary Point of Contact email address:

Business Organization

Real Estate & Development

Single-Family Home Developer
Multifamily Housing Developer
Commercial/Retail Developer

Light Industrial Developer
Greenspace/Landscaping Developer

Engineering & Construction

Civil Engineering Firm
Architecture/Architectural Engineering Firm

Construction Management Firm

Transportation Planner/Engineer

Streetscape
Pedestrian

Bicycle
Public Transit

Community & Financial Services

HUD-Certified Housing Counseling Agency
Community Development Financial Institution (CDFI)
Nonprofit Organization

Retail & Consumer Services

Retail Business Owner
Food & Beverage Establishment

Personal Services (Barber, Esthetician,
Hairdresser, etc.)

Professional & Consulting Services

Urban Land Planning Consultant
Project Management Firm

Real Estate Broker/Agent

What is your business size?

Less than 10 employees
10 - 49 employees

50 - 149 employees
250 or more employees

Please provide a brief background of your company

Provide a brief description of the company's history, mission and goals. Please mention any milestones or significant accomplishments or awards.

What is the nature of the business?

Briefly describe the services or goods your business provides.

How many years has the business functioned under its current name?

Legal Form of Business Profit or Nonprofit

Please list your organization's Federal Identification Number

Please list any related NAICS Codes

Uploads:

Business W9
[Certificate of Standing](#)
Certificate(s) of Insurance

Bonding Information (If applicable)
Licensing Information (If applicable)
Safety Record (If applicable)

Criminal and Litigation History (If applicable)

Has the Applicant, Facility User, or any partner, director, officer, member, principal stockholder or guarantor:

- Been convicted of a criminal offense other than a traffic violation?

- Been a debtor in bankruptcy or insolvency proceedings?
- Been a party to any pending litigation in the past two years?
- Do any of the aforementioned parties owe any outstanding judgments?
- Do any of the aforementioned parties owe any delinquent taxes?
 - If yes to any of the above, please explain:
 - Please upload any documents related to the Criminal Matters and Related Civil Suits mentioned above.

Technical Response

WNADA's Request for Qualifications (RFQ) release, for FY27, WNADA's primary areas of funding and financing opportunities are within the eight (8) Focus Development Nodes. Applicants will need to select one funding and financing portfolio area: Economic, Transportation, Neighborhood, Green Space, and Arts & Culture.

Portfolio Areas

Housing Development

Priority: Depopulation, Homeownership, Inclusive Housing Options, Zoning, and Neighborhood Preservation

Economic Development

Priority: Lack of Investment on Corridor, Unstable Local Economy, Food Desert, and Mixed Use Developments

Transportation

Priority: Automobile Dependence, Unsafe Pedestrian Realm, Unreliable Public Transit Services, and Inefficient parking

Neighborhood Development

Priority: Capacity Building for Community Development Corporations and Neighborhood Associations within WNADA catchment area

Green Space

Priority: Green Space & Infrastructure, Urban Reforestation, Environmental Education, and Public Health Initiatives

Arts & Culture

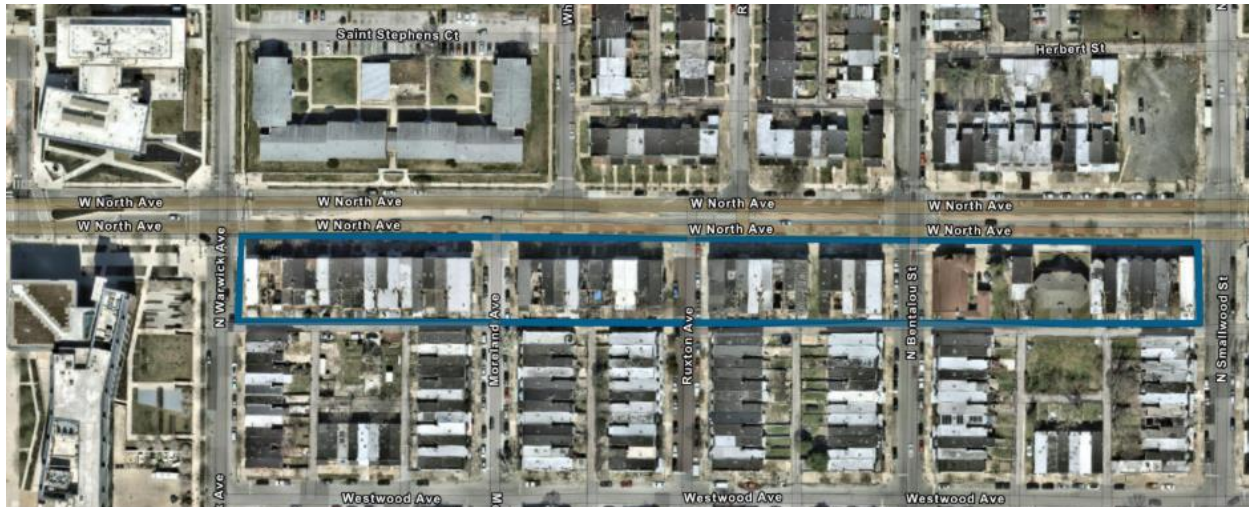
Priority: Preserving History & Culture, establishing Maker Spaces, Artist Capacity Building, and Empowering Cultural Growth

FOCUS DEVELOPMENT NODE FY27

RFQ FY27 Focus Node#1: CSU Multifamily Student Housing

- West North Ave. (N)
- N. Smallwood St (E),
- E. Caroline Blvd. (S)
- N. Warwick Ave (W)

Description: Grant funding for acquisition and development of vacant and blighted residential or commercial properties to construct multifamily student housing for Coppin State University.



RFQ FY27 Focus Node#2: Entrepreneur Commercial and Retail Enterprise Zone “Enterprise Hub”

- N. Pulaski St. (E)
- N. Smallwood St. W

* Only the first north and south block facing West North Avenue

Description: Grant funding for acquisition and development of residential and commercial live-work spaces for small business retail, IT entrepreneurs and artists.

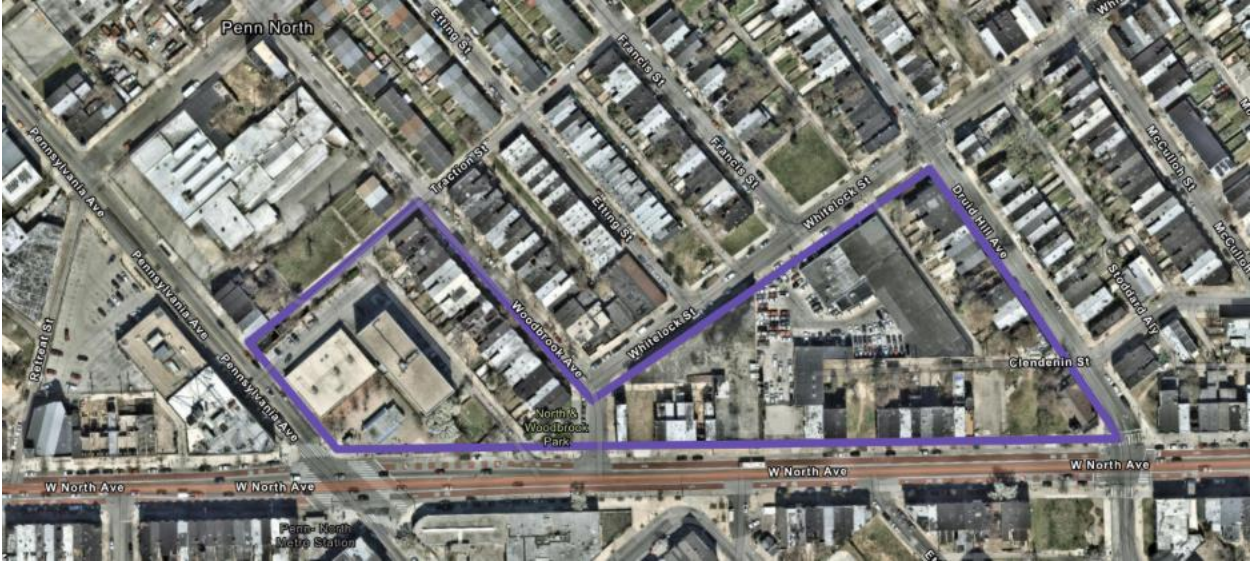


RFQ FY27 Focus Node#3: Penn. North Transit Oriented Development Zone 1 (Mixed-use Development)

- Traction St. (N)
- West North Ave. (S)
- Druid Hill Ave. (E)
- Pennsylvania Ave. (W)

Grant funding for acquisition and development of mixed-use, transit-oriented projects that boost walkability, activate street life/ entertainment, and expand residential and commercial economic opportunities for businesses, artists, community members, and visitors.

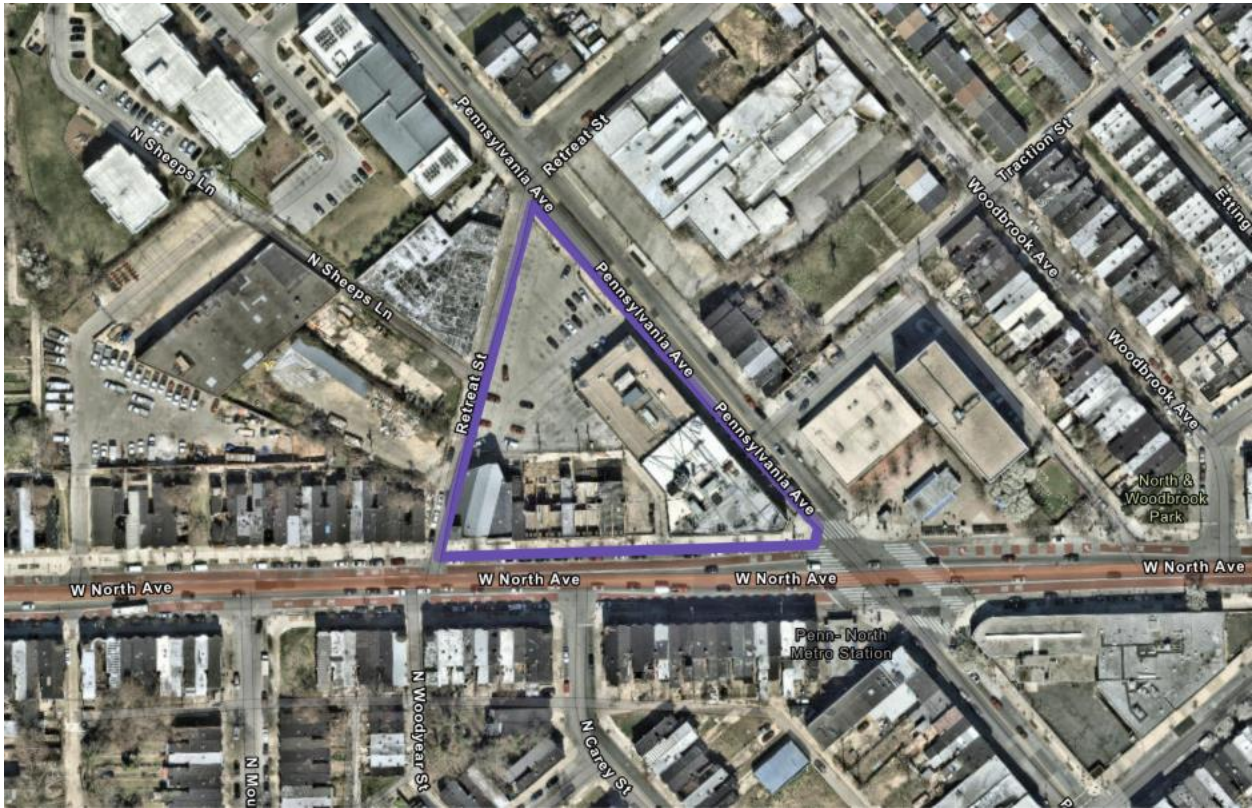
This includes the former Site Greenwood Towing Site (1358-1370 West North Ave.); large scale mixed-use transit-oriented development (TOD) destination site featuring commercial, retail, entertainment, and recreational space in the Penn North neighborhood.



RFQ FY27 Focus Node#4: Penn. North Transit Oriented Development Zone 2 (Mixed-use Development)

- Retreat St. (W)
- Pennsylvania Ave (E)
- West North Ave. (S)

Description: Grant funding for acquisition and development of mixed-use, transit-oriented projects that boost walkability, activate street life/ entertainment, and expand residential and commercial economic opportunities for businesses, artists, community members, and visitors.



RFQ FY27 Focus Node#5: Penn. North Transit Oriented Development Zone 3 (Commercial and Retail Development)

Description: Grant funding for acquisition and development of vacant and blighted properties for commercial, retail and restaurant space.



RFQ FY27 Focus Node#6: Penn North Housing and Commercial Development Zone

- Retreat St. (N)
- Whitelock Ave. (S)
- Druid Hill Ave. (E),
- Woodbrook Ave. (W)

Description: Grant funding to support community development efforts to acquire and rehabilitate vacant and blighted residential and commercial buildings in proximity to the Parkview Recreation Center site and future Charm City TV location.



RFQ FY27 Focus Node#7: W. North Ave Shops & Entertainment Area

- W. North Ave.
- Baker St.
- Druid Hill Ave.
- Division St.

Description: Grant funding for acquisition and development of commercial live workspace- to support small business retail, restaurants, entertainment, and artists.



RFQ FY27 Focus Node#8: W. North Avenue & McCulloh St. Restaurant Development Zone

Description: Grant funding for acquisition and development of residential and commercial space for small business retail and restaurants and entertainment.



Technical Questions

- (1) Explain your understanding of the target area based on your selected Focus Development Node or Special Interest Area.
- (2) Please provide a brief hiring plan outline.
- (3) Plans should include recruitment and retention plans, hiring of locals and the possibility of including service- learning hours for students in nearby schools.
- (4) What is the amount of funding you are requesting?
- (5) Describe usage of funds based on project description of Focus Development Node or Special Interest Area selected.
- (6) Briefly describe the Responder's basic approach and methods for managing, scheduling and carrying out the Project in a timely and cost- efficient manner based on Focus Development Node or Special Interest Area selected.
- (7) Have you completed work in the WNADA Development and buffer zone?
- (8) Please provide a brief description of work completed and dates, only complete this section if these projects are not listed in Related Experience.
- (9) Describe method of approach for funds usage based on project description.

Professional References

Provide two (2) professional references below.

Portfolio

Provide three (3) examples of similar projects below.

- Title of Project:
- Project Start Date:
- Project End Date:
- Please provide a brief project description of Project:
- What was the projected budget for Project?
- Client First and Last Name
- Client Email
- Client contact Phone
- Images of Project
- Is Project completed or still in progress?

Project Team

- 1) Please upload resumes or curriculum vitae or proposed key personnel involved in the project.
- 2) Please upload any relevant licenses for key personnel, as applicable.
- 3) Submit a detailed staffing plan that outlines the specific time each team member will dedicate to the project and their corresponding roles and responsibilities.
- 4) Provide an overview of current commitments for the proposed staff, indicating whether any individual will be locally based during the project. Specify the estimated percentage of time each staff member will devote to the project, along with their roles with your organization.

MBE Narrative

Briefly state how your company will incorporate Minority and/or Women-Owned Business Enterprise participation on the contract. WNADA requires that all applicants demonstrate a good faith effort to obtain Minority and/or Women-owned business participation in work performed in connection with WNADA initiatives.

MBE participation can be satisfied by:

- a. Certificate of SDBE/WBE/MBE must be provided for each participating provider.
- b. Ownership/ partnership of firm
- c. Use of minorities and/ or women as part of consultant team
- d. Subcontracting with firms owned and controlled by minorities and/ or women.

The Responder is encouraged to use a diverse group of subcontractors and suppliers from any/all of the various MBE classifications to meet the remainder of the overall MBE participation goal.

By submitting a response to this RFQ, the Responder acknowledges the overall MBE subcontractor participation goal and subgoals and commits to achieving the overall goal and subgoals by utilizing certified minority business enterprises or requests a full or partial waiver of the overall goal and subgoals.

Shortlisting

Upon notification of shortlisting, responders will have the opportunity to submit a financial capability statement as outlined below. Responders will have approximately two weeks, see

dates above, to submit all requested information to remain in consideration for interviews and grant award opportunities.

Financial Capability

- Financial Statements (audited financials are preferred)
 - Balance Sheet for the last two (2) years
 - Profit and Loss Statement (P&L)
 - Cash Flow Statement (Last 3 months)
- Three (3) most recent years of Federal Tax Returns with all schedules
- In addition, the Offeror may supplement its response to this Section by including one or more of the following with its response:
 - Dun and Bradstreet Business Rating;
 - Bank Statement;
 - Evidence of a successful financial track record; and
 - Evidence of adequate working capital.

For Community Development Financial Institutions ONLY

- Financial Information
 - Discuss the Respondent's financial stability to provide adequate assurances for the completion of the project.
 - Provide a statement of how the Respondent will honor all financial guarantees, should the need arise. (Note: The statement should include more than a reference to the financial statements.)
 - Describe how the Respondent envisions WNADA participation in the stream of income from the development.
- Financing Experience
 - Describe new and innovative financing techniques for raising capital that the Respondent has employed on previous projects during the last fifteen years—especially in the City of Baltimore and the State of Maryland.
 - Demonstrate that the Respondent possesses an understanding of state and local requirements and procedures that will enable necessary equity to be raised and the effort to be efficiently completed.
 - Describe how each project was kept within budget and on schedule.
 - Describe any impediments that occurred, and how they were handled.
 - Describe the Respondent's experience in obtaining funding from various public and private sources.
 - Describe the Respondent's approach to managing the financial risk associated with the establishment of a CDFI.

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