

**HOUSING AUTHORITY OF NEW ORLEANS
BOARD OF COMMISSIONERS
REGULAR MEETING
MAY 24, 2022**

RESOLUTION NO. 2022-09

WHEREAS, the Housing Authority of New Orleans (HANO) issued a Request for Proposal (RFP) Number 22-911-20 to procure Project Management Services for Modernization and Development Programs on March 15, 2022; and received responsive proposals from two (2) respondents on April 11, 2022; and

WHEREAS, in accordance with all the rules and regulations detailed in the RFQ, the HANO Procurement Policy, and the Procurement Handbook for Public Housing Agencies ("HUD Procurement Handbook"), an Evaluation Committee was established by HANO and the Evaluation Committee conducted evaluations of the proposals that were submitted in response to RFP #22-911-20; and

WHEREAS, the Evaluation Committee final ranking of the two proposals submitted in response to RFP #22-911-20, found the proposal of Sengsouvanha Consulting LLC to be the highest scoring proposal; and

WHEREAS, HANO successfully completed due diligence verification on Sengsouvanha Consulting LLC and determined it is responsible; and

WHEREAS, it is recommended that approval be given to award a contract for Project Management Services to Sengsouvanha Consulting LLC; and

WHEREAS, the initial three-year term is in the amount of Four Hundred Fifty Thousand Dollars (\$450,000.00), with an optional two-year extension in the amount of Three Hundred Thousand Dollars (\$300,000.00); and

THEREFORE, BE IT RESOLVED, that the Board of Commissioners of the Housing Authority of New Orleans authorizes the Executive Director to award a contract to Sengsouvanha Consulting LLC for any project management services for the Modernization and Development Programs.

Executed this 24th day of May, 2022

APPROVAL:



**CAROL JOHNSON
PRESIDENT, BOARD OF COMMISSIONERS**



May 24, 2022

MEMORANDUM

To: Board of Commissioners
President Carol Johnson, Commissioner Isabel Barrios, Commissioner Avery Foret, Commissioner Sharon Jasper, Commissioner Percy Manson, Commissioner Monika McKay, Commissioner Kim Piper, Commissioner Paul Richard and Commissioner Jeffrey Vappie

Through: Evette Hester
Executive Director

From: Gionne Jourdan *G. Jourdan*
Director, Development and Modernization

Re: Approval to Award Contract for Project Management Services for Modernization/Development Programs RFP #22-911-20

On March 15, 2022, the Housing Authority of New Orleans (HANO) issued a Request for Proposal (RFP) #22-911-20 for Project Management Services for Modernization and Development Programs. The purpose of this solicitation was to allow HANO to secure a qualified project management consultant and financial analyst to assist staff with various mixed-finance and real estate transactions for HANO, including but not limited to acquisitions for redevelopment activities; preparation of financing applications for loans and/or grants from State, Federal and local agencies; development, preparation, and submission of applications and/or budgets for federal funding for the development of new units and/or revitalization of existing units; strategic planning for development any of HANO scattered sites; the resyndication of tax credit development sites owned and/or operated by HANO; and assistance in meeting due diligence requirements for investors/lenders to achieve a financial closing.

In addition, specifically as it relates to modernization, the consultants would assist the construction team to ensure financially feasible and operationally sustainable projects in a timely and cost efficient manner; assist construction managers as the owner's representative; ensure compliance with local government and lender requirements; and provide recommendations for change order requests, RFQ/IFB scopes for any modernization proposals; and data analysis for submission to the U.S. Department of Housing and Urban Development (HUD) in conformity with HUD guidelines and existing policies of the Authority. The consultant would also research and recommend financial real estate development strategies, including mixed finance and low-income housing tax credits transactions; revenue bonds; private mortgage financing; and other financing approaches typically utilized in redevelopment projects.

HANO received two (2) proposals on or before the deadline date of April 11, 2022. In accordance with the evaluation process outlined in the RFP, an Evaluation Committee was established to review the received proposals. The Committee reviewed each respondent's written responses.

The Stage I evaluation process included a review of each respondent's written qualifications. After discussing the categories with high variances, the committee scored the responses based on the benefit of the discussion. Final scores were averaged to determine the consensus. Each respondent was evaluated using the following criteria as required in the evaluation plan outlined in the RFP:

- Staffing and Qualifications (30 Points)
- Relevant Experience and Past Performance (25 Points)
- Respondent's Approach/Engagement Related to Scope of Services (25 Points)

Proposals were submitted by MSMM Engineering LLC and Sengsouvanha Consulting LLC. The final scores were as follows:

Firm Name	Total Points (115)
Sengsouvanha Consulting LLC	96
MSMM Engineering LLC	69

The committee decided to forego a Stage II process as the proposal submitted by the highest-ranked respondent was sufficient and no further clarification was necessary. The evaluation committee hereby recommends that HANO award a contract to the highest-ranked respondent.

Therefore, it is requested that the Board of Commissioners of the Housing Authority of New Orleans authorize the Executive Director to award a contract to Sengsouvanha Consulting LLC for an initial three-year term in the amount of Four Hundred Fifty Thousand Dollars (\$450,000.00), and an optional two-year extension in the amount of Three Hundred Thousand Dollars (\$300,000), for any project management services for the Modernization and Development Department and programs.



PROCUREMENT CERTIFICATION

Date: May 2, 2022
From: *BL* Bejide Legania, Procurement Manager
Re: Request for Proposal #22-911-20: Project Management Services for Modernization and Development Programs

The Housing Authority of New Orleans (HANO) issued a Request for Proposals on Tuesday, March 15, 2022 for the purpose of procuring a consultant for Project Management Services for the Modernization and Development Programs, pursuant to Request for Proposals Number 22-911-20.

The solicitation package was prepared and distributed by the Procurement and Contracts Department. The RFP was advertised for a total of 27 days. The solicitation was issued to nine (9) potential firms. Additionally, the solicitation, in its entirety, was posted on the HANO website and made available to the public for download. A total of two (2) proposals were received on Monday, April 11, 2022 from the following firms:

- MSMM Engineering, LLC
- Sengsouvananna Consulting, LLC

In accordance with the evaluation process outlined in the RFP, an evaluation committee was established to review and score the proposals. The Procurement and Contracts Department distributed the proposals and provided instruction on the method for evaluation. Upon completing an independent review of each proposal, HANO's evaluation committee convened on Friday, April 22, 2022 for a Stage I evaluation. Using the enhanced consensus scoring method, the consensus scores and rank is as follows:

Firm Name	Total Points (110)
Sengsouvananna Consulting LLC	96
MSMM Engineering LLC	69

The committee decided to forego a Stage II evaluation, as the proposal submitted by the highest ranked responded was sufficient and no further clarification was necessary.

A due diligence review was conducted on the highest-ranked firm, whereby the System for Award Management (SAM), and the Louisiana Secretary of State's websites were checked to ensure that the firms are not debarred from participation in federally funded contracts. Further, HUD's Limited Denial of Participation website was also reviewed. Results from the due diligence review indicated that the firm is responsible and registered to do business in the State of Louisiana.

I hereby certify that this procurement was conducted in accordance with all applicable Federal and State regulations and laws, and in accordance with HANO's procurement policy. I further certify that Sengsouvananna Consulting LLC submitted the highest-ranked proposal that was most advantageous to HANO, technically and financially. As such, it is recommended that approval be given to award a contract to Sengsouvananna Consulting LLC, in the not-to-exceed amount of Four

Hundred Fifty Thousand Dollars (\$450,000.00) for the initial (3) three-year term with the option to extend (2) two additional years at a not-to-exceed amount of Three Hundred Thousand Dollars (\$300,000.00) to provide Project Management Services for the Modernization and Development Programs, pursuant to Request for Proposals Number 22-911-20.