



# City of Bethlehem

## Request for Information

### Developer Partners – Mixed-Income Housing

February 9, 2026

# Request for Information (RFI)

## *Development Partners - Mixed-Income Housing*

### Section 1: RFI Overview

#### **1.1 Purpose & Background**

The City of Bethlehem (the “City”) is seeking information from potential development partners interested in advancing mixed-income multifamily housing projects through public-private partnerships. This RFI is intended to understand how below-market public financing tools could help viable projects move forward in the current high-interest rate environment.

The City’s January 2024 affordable housing plan – *Opening Doors: Strategies to Build Housing Stability in Bethlehem* – found the city needs an additional 1,100 housing units to alleviate its 2% rental vacancy rate and identified creating a revolving loan fund as a key tool to close that gap.

The City is particularly interested in hearing from developers with entitled or shovel-ready multifamily projects located in Bethlehem that may be experiencing equity financing gaps. The City also welcomes responses from developers interested in expanding into the Bethlehem market.

The City is exploring opportunities to support mixed-income housing production through the strategic use of public financing tools, including tax abatements and subordinate below-market construction debt. The City is interested in understanding the feasibility of incorporating a mixed-income component into projects that receive such public financing.

For planning purposes, the City is exploring projects with an approximate affordability mix of:

- 20% of units affordable at 50% of area median income (AMI)
- 10% of units at 60–80% AMI
- 70% of units at market rate

The City may consider other affordability mix ratios. Final affordability levels would be determined on a project-by-project basis based on feasibility and underwriting and the savings enabled through any City involvement in the deal.

This RFI is issued solely for information and planning purposes. A firm or organization’s response to the RFI—or lack thereof—will have no impact on the evaluation of responses to any subsequent Request for Qualifications (RFQ), Request for Proposals (RFP) or Invitation to Bid (ITB) released. Be advised that all responses may be subject to applicable public records laws.

1.1 Illustrative Financing Strategy

The City anticipates approaching potential partnerships flexibly and tailoring structures to individual projects. At this stage, the City is exploring multiple potential roles, including both ownership-based partnerships and purely financing-based participation.

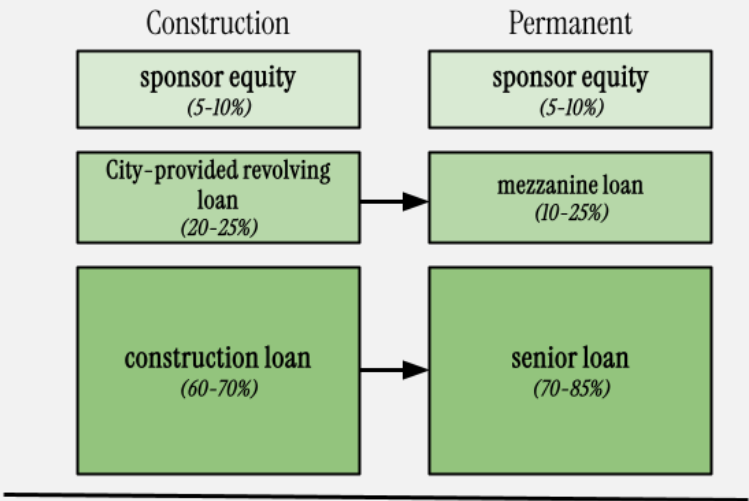
For planning purposes, the City is considering the following potential partnership models:

- Joint venture model**

A structure in which a public or quasi-public entity affiliated with the City holds a partial ownership interest in the project and partners with a private developer responsible for development, construction, and/or property management. Under this model, the City’s participation may include below-market construction debt, equity investment, governance rights, and a pre-negotiated exit for any private partners.
- Lending-only model**

A structure in which the City participates solely as a financing partner, providing below-market construction debt without taking an ownership interest in the project but requiring unit affordability be maintained for a set term.

The City expects to approach these partnerships flexibly; the example below is intended to illustrate one potential structure by successful models in other jurisdictions such as [Montgomery County](#), MD and [Atlanta](#), GA.



1.3 Contact

The following individuals are the only authorized contacts for this RFI:

Sara Satullo  
Deputy Director of Community Development  
Ssatullo@bethlehem-pa.gov

1.4 RFI Timeline

Responses are due by 4 p.m. EST on Monday, March 9, 2026. The City of Bethlehem will host a virtual information session on February 18, 2026, at 11 a.m. EST.

Key Dates

RFI Released	February 9, 2026
Virtual Information Session	11 a.m. to 12 p.m., February 18, 2026 Email <a href="mailto:ssatullo@bethlehem-pa.gov">ssatullo@bethlehem-pa.gov</a> to register for and receive virtual meeting invitation.
Deadline for Questions	February 25, 2026
RFI Due	March 9, 2026

Section 2: Information Requested

2.1 Who we are looking for

The City is interested in receiving responses from developers who:

- Have entitled or shovel-ready multifamily projects located in Bethlehem; or
- Are interested in pursuing a public-private partnership to advance new housing production in the city.

2.2 Respondent Information

1. Team/Company Contact:
  - a. Company name(s)
  - b. Business address(es)
  - c. Primary contact name, title, email, and phone number
2. Organizational overview
  - a. Brief description of your organization and existing scale of multifamily projects in Bethlehem
  - b. Primary markets and customer base
3. Development approach

- a. Typical project delivery models used (e.g., fee development, joint venture, owner/operator)

## 2.3 RFI Questions

1. Development Pipeline
  - a. Describe your project development pipeline in the City of Bethlehem: include the number of projects, and schedule.
2. Project Readiness
  - a. Do you have any projects entitled or permit-ready but unable to proceed due to financing constraints? If so, please provide the following project information:
    - i. Location
    - ii. Total number of units
    - iii. Estimated total development costs (hard and soft)
    - iv. Current project status and any existing identified financing gap  
Estimated total development cost (hard and soft costs)
2. Financing and partnership
  - a. What is preventing your project(s) from advancing?
  - b. Would you be interested in partnering with the City to access below-market financing, tax abatement or other incentives?
  - c. Would you consider participating in the joint venture or lending partnerships described in this RFI? Are there other structures you would consider?
3. Feasibility and risk
  - a. What issues or concerns do you have about collaborating and how might they be mitigated?
  - b. What challenges do you foresee in incorporating a mixed-income structure (approximately 70% market and 30% affordable)?
4. Conditions and next steps
  - a. What types of support or incentives would be necessary for your participation?
  - b. What further information or resources would you need to determine whether this opportunity is of interest to you?

## 2.4 Submission Instructions

- **Submission method:** Email only; hard copy submissions will not be accepted.
- **Email subject line:** City of Bethlehem - Mixed-Income RFI Response
- **Deadline:** Responses must be received by the date and time listed in Section 1.4
- **Length:** Narrative responses to information requested in Sections 2.2 and 2.3 should not exceed five (5) pages, excluding any attachments
- **Attachments:** Respondents are encouraged to include attachments such as project summaries, site plans, or pro formas.

All questions regarding this RFI should be directed to the authorized contacts listed above.