



# RED FEATHER

EVERYONE  
DESERVES A  
HEALTHY HOME

2717 N. STEVES BLVD, SUITE 8, FLAGSTAFF, AZ 86004

928-440-5119

WWW.REDFEATHER.ORG



## Navajo Nation Housing Assistance Fund Request for Qualifications Questions & Answers

**Q:** Does the 1.3 multiplier include profit and overhead?

**A:** Even without the 1.3 multiplier, cost books are already built to include profit and overhead. They reflect what contractors are invoicing nationally for similar types of work, comparing as closely as possible on an apples-to-apples basis (square foot to square foot, linear foot to linear foot, toilet install to toilet install).

The cost books are already designed to capture what most contractors are charging. The 1.3 multiplier allows contractors to go above and beyond to compensate for the remoteness of the Navajo Nation, extra mobilization costs, and historical pricing data from the past five years. Based on that data, we determined that a 1.3 multiplier covers most project allowances we have seen.

You can still be entered into the Indefinite Delivery/Indefinite Quantity (IDIQ) pool if you exceed the 1.3 multiplier; however, it will be flagged and reviewed to determine whether an exception can be made.

**Q:** Could you send out updated links for the Navajo Tax Commission and Navajo Nation Business Regulatory Department? The links in the RFQ were broken.

**A:** Yes, we will correct that and post a new RFQ with updated links as soon as possible.

In the meantime, you can search online for the Navajo Tax Commission webpage. The BRD (Business Regulatory Department) is where you file to become a registered business.

From personal experience, calling directly can often result in faster responses. Someone can usually guide you through the process.

You can also search for the Navajo Tax Office and NPEA online. Updated links will be provided.

**Q:** Will change orders be available if needed?

**A:** Yes. Change orders will follow the standard approval process.

If you discover something during a project that was not anticipated (for example, behind a wall or roof), you will need to amend your estimate. If the estimate has already been approved and work has begun, you will submit a separate estimate for the change order.

**Q:** Is there a maximum amount per chapter?

**A:** No, we do not have that information at this time.

We are working with Sarah Slim and the Navajo-Hopi Land Commission Office to identify the service territory. Specific project locations have not yet been determined.

Our best estimate at this time is that most projects will be located in the Western and Central Agencies.



# RED FEATHER

EVERYONE  
DESERVES A  
HEALTHY HOME

2717 N. STEVES BLVD, SUITE 8, FLAGSTAFF, AZ 86004

928-440-5119

WWW.REDFEATHER.ORG



**Q:** If selected, will clients be distributed among contractors, or assigned one at a time?

**A:** Selection does not guarantee work. It means you are entered into the Indefinite Delivery/Indefinite Quantity (IDIQ) pool.

Once in the pool, contractors will be selected based on qualifications and price reasonableness. Qualifications from the RFQ will be reviewed first, such as specialty trade, geographic location, and years of experience.

We expect there to be enough work available and anticipate a healthy contractor pool. However, we cannot guarantee a specific amount of work or even that a contractor will receive a job, although that is unlikely.

The best way to be successful is to submit your documents, enter the pool, complete projects successfully, and maintain reasonable pricing.

This program has federal oversight, so costs must be considered reasonable. Contractors are encouraged to maximize profit margins within allowable limits.

**Q:** Do the 48 homes mentioned mean that the homes and families have already been pre-selected?

**A:** No.

Red Feather has a waitlist of homes that have been assessed in the past. However, since we are working in partnership with other divisions and departments, additional approvals are required. Some clients will come through partner organizations.

We hope to issue a press release in the near future to inform the public about the Housing Assistance Fund and how clients are selected. Transparency is extremely important across the Navajo Nation.

Specific client details are not available at this time.

**Q:** If asbestos or other abatement issues are found, will that come from project funding or be handled separately?

**A:** Some team members recently completed asbestos training, and we know asbestos is fairly common.

If asbestos or another abatement issue is suspected, we rely on contractors to inform us. The project would likely be placed on hold while testing is completed. A new task order may be issued to a qualified abatement contractor.

In some cases, projects may be deferred due to time constraints, since abatement work requires specialized firms and permits. Transporting asbestos, for example, requires specific certification.

The same applies to lead-based paint. During initial home visits, we inform homeowners of potential risks and consider the age of the home. Homes built before 1987 are more likely to contain lead-based paint.



# RED FEATHER

EVERYONE  
DESERVES A  
HEALTHY HOME

2717 N. STEVES BLVD, SUITE 8, FLAGSTAFF, AZ 86004

928-440-5119

WWW.REDFEATHER.ORG

If asbestos or lead paint is suspected and surfaces will be disturbed, the project may be deferred, the scope may be modified, or testing may be conducted before proceeding.

Work could continue if encapsulation methods are used or if alternative project priorities are identified.

Unless a contractor holds the required certifications, specialized firms will be required for abatement work.

**Q:** I submitted documents to Malcolm for the Red Feather annual contract. Do I need to submit them again for the RFQ?

**A:** If there are differences between the master contract requirements and the IDIQ qualifications, then additional documents is needed. Otherwise, the same documents can be used.

We want to make this process as easy as possible and understand that some requirements can be burdensome. Any more questions or concerns reach out to Malcolm, Email: [malcolm@redfeather.org](mailto:malcolm@redfeather.org), Phone: 928-890-8230