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Kyle J. DeHaven
County Attorney
Kevin MacQueen
Finance Officer
Sandy Shirtz

Request for Proposals (RFP)

Greene County Residential Redevelopment Project
Capital Drive, Walstonburg, North Carolina

Section 1 – Notice to Proposers

Greene County, North Carolina (“the County”), is soliciting competitive proposals from qualified and experienced residential developers and builders for the redevelopment of sixty-eight (68) redrawn residential lots located on Capital Drive in Walstonburg, North Carolina.

The property is fully served by existing public water and sewer infrastructure installed on-site, eliminating the need for off-site utility extensions. The County’s objective is to maximize the development of all 68 residential lots while creating a high-quality, cohesive single-family residential neighborhood.

All proposed homes must contain a minimum of **1,600 square feet of heated living area with an attached garage**. Portions of each lot deemed unbuildable may be utilized to satisfy stormwater buffer requirements in accordance with Greene County ordinances.

Lots 69 and 70 are not included in this RFP and will remain available for industrial or commercial use.

Proposals must be received no later than **12:00 Noon, Thursday April 30th, 2026** and delivered to:

Kyle DeHaven, County Manager
Greene County
229 Kingold Boulevard, Suite D
Snow Hill, NC 28580
Phone: 252-747-3446
Email: kyle.dehaven@greencountync.gov

Questions can be emailed to the address above and will be posted for all applicants to view. Questions will not be accepted after April 17, 2026.

This Request for Proposals is issued in accordance with North Carolina local government procurement best practices and is intended to promote fair and open competition. This RFP does not constitute an offer or binding obligation by Greene County. Any award resulting from this RFP shall be subject to approval by the Greene County Board of Commissioners and the execution of a mutually acceptable Purchase and Development Agreement.

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Section 2 – Proposal Requirements

Each proposal must include, at a minimum, the following information:

- Developer qualifications, experience, and relevant project history
- Proposed purchase price for all sixty-eight (68) residential lots
- Development approach, including:
 - Housing type and architectural style (minimum 1,600 heated square feet per dwelling with an attached garage)
 - Proposed design standards
 - Construction timeline and phasing strategy
- Conceptual site plan and/or build-out plan demonstrating full utilization of the 68 lots and existing utility infrastructure
- Proof of financial capacity to complete the project, including financial references
- Description of proposed community amenities, landscaping, and neighborhood enhancements
- Acknowledgment that the County may request additional information or clarification during the evaluation process

Section 3 – Project Overview and Scope

Greene County intends to sell the property to a qualified developer who will construct single-family, detached residential dwellings on all sixty-eight (68) lots in accordance with the requirements of this RFP.

The property includes existing public water and sewer infrastructure located on-site. All development shall utilize these utilities and comply with all applicable local, state, and federal regulations.

All homes must:

- Contain a minimum of 1,600 heated square feet with an attached garage
- Adhere to consistent and complementary architectural standards
- Comply with all applicable North Carolina Building Codes and Greene County subdivision and zoning ordinances

Garages, high-quality exterior finishes, and professional landscaping are strongly encouraged. The selected developer will be expected to complete the development in a timely manner and deliver a cohesive neighborhood that enhances long-term property values and contributes positively to Greene County.

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Section 4 – Deliverables

The selected developer will be required to:

- Enter into a Purchase and Development Agreement with Greene County
- Provide a detailed development schedule, including milestones and a phasing plan
- Submit final site plans and construction drawings for County review and approval prior to commencing construction
- Provide proof of required insurance coverage, including builder's risk insurance, prior to the start of construction

Section 5 – Insurance Requirements

The successful proposer must maintain, at a minimum, the following insurance coverage:

- Commercial General Liability Insurance: \$1,000,000 per occurrence
- Workers' Compensation Insurance: As required by North Carolina law
- Automobile Liability Insurance: \$1,000,000 per occurrence
- Builder's Risk Insurance: Proof required prior to construction commencement

Section 6 – Evaluation Criteria

Proposals will be evaluated in accordance with North Carolina local government procurement best practices, with the objective of selecting the proposal that represents the best overall value to Greene County.

Evaluation criteria include, but are not limited to:

- Financial offer for the property
 - Developer qualifications, experience, and demonstrated capacity
 - Quality, size, and consistency of proposed home designs (minimum 1,600 square feet with an attached garage)
 - Ability to complete the project within the proposed schedule
 - Quality of proposed amenities, landscaping, and overall neighborhood design
-

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Section 7 – Alternate Proposal Option

In addition to a proposal responding directly to the requirements set forth in this Request for Proposals, developers **may submit an alternate proposal** that reflects a redrawn or modified lot layout based on the proposer's own development specifications. Lots must be a minimum of 14,000 Sq.Ft.

Any alternate proposal must:

- Be consistent with the overall intent of this RFP
- Comply with **all development standards, minimum home size requirements (1,600 heated square feet with an attached garage), design expectations, and regulatory requirements** stated throughout this RFP
- Demonstrate compliance with all applicable Greene County subdivision, zoning, stormwater, and utility requirements
- Utilize the existing on-site public water and sewer infrastructure
- Proposed Timeline for completion of project

For alternate proposals, the proposer shall submit a **purchase price calculated on a per-acre basis**, clearly identifying:

- The proposed per-acre purchase price
- The total acreage to be purchased
- The resulting total purchase price

Alternate proposals must include a conceptual site plan or build-out plan illustrating the proposed layout, number of lots, housing types, and overall development concept.

Submission of an alternate proposal does not obligate Greene County to accept the alternate design or pricing structure. The County reserves the right, at its sole discretion, to evaluate alternate proposals alongside standard proposals or to reject alternate proposals if they are deemed not to be in the best interest of the County.

Section 8 – Execution of Offer

By submitting a proposal, the proposer acknowledges and agrees that:

- This RFP does not constitute a binding agreement, offer, or commitment by Greene County
- Greene County reserves the right to accept or reject any or all proposals, in whole or in part, at its sole discretion

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- Greene County may waive minor informalities or irregularities in proposals when deemed to be in the County's best interest
- Greene County may request clarification, conduct interviews, and negotiate with one or more proposers prior to selection
- All costs associated with the preparation and submission of proposals are the sole responsibility of the proposer

Section 9 – Public Records

Proposals submitted in response to this RFP are subject to the North Carolina Public Records Law (N.C.G.S. § 132-1 et seq.). Any material claimed to be confidential or proprietary must be clearly identified by the proposer. The County makes no guarantee that such material will be exempt from public disclosure.

Section 10 – Pricing and Development Schedule

Proposed Purchase Price (68 Lots – Base Proposal):
\$ _____

Alternate Proposal (Per-Acre Pricing, if applicable):

- Proposed Per-Acre Price: \$ _____
- Total Acreage: _____
- Total Purchase Price: \$ _____

Proposed Development Schedule:

- Phase 1 Completion: _____
- Phase 2 Completion: _____
- Final Completion: _____

Authorized Signature: _____
Printed Name / Title: _____
Company Name: _____
Date: _____

Drawing: W:\DBxx_gen\DB4x_eng\DB47_LD\2026-0003-0080 Greene Co FY 26 Ret & Gen NW Greene Sketch Plan DWG\2026-0003-0080 NW Greene Sub Sketch Plan Revised.dwg
Layout: NW Greene Revised
Plotted: Wednesday, January 7, 2026, 1:29:15pm



SKETCH PLAN
FOR
NORTHWEST GREENE
THE NORTHWEST GREENE INDUSTRIAL PARK SITE

McDAVID ASSOCIATES, INC.

Corporate License No. C-131

CORPORATE OFFICE

Engineers • Planners • Land Surveyors

100 P. O. Box 1776

Farmville, NC 27828

Telephone: (252) 753-7229

Fax: (252) 753-7231

BRANCH OFFICE

Engineers • Planners

100 P. O. Box 1776

Goldsboro, NC 27533

Telephone: (919) 735-7351

Fax: (919) 735-7351

REV. DATE DESCRIPTION

PROJECT NO.:
SCALE:
DATE:

SURVEYED BY:
DRAWN BY:
MAP FILE REFERENCE:

SHEET OF