

Request for Proposals (RFP): Residential Housing Development

Grenada County, Mississippi

Introduction

Grenada County, Mississippi, is seeking qualified residential developers to partner in building out significant new housing inventory. A recent third-party housing study has confirmed a critical need for at least 2,983 new housing units by 2030, driven by more than 8,100 new jobs projected over the next five years.

To address this opportunity, Grenada County will offer incentive packages—including tax increment financing (TIF), infrastructure support, and potential land partnerships—to selected developers who can execute high-quality housing projects with speed and scale.

Development Priority

Grenada County encourages proposals across all housing types—single-family, multi-family, duplexes, and townhomes. However, proposals that prioritize multi-family or workforce housing in initial phases will be viewed favorably due to the immediate demand created by ongoing industrial expansion and construction.

Housing Demand Overview

Income Bracket	Total Units Needed	Homes for Sale	Rental Units
\$50K-\$74.9K	689	469	220
\$75K-\$99.9K	759	516	243
\$100K-\$149.9K	835	568	267
\$150K-\$199.9K	412	280	132
\$200K+	354	241	113
Total	3,049	2,074	975

*Note: Total exceeds 2,983 due to adjustments using the American Planning Association's job-to-housing ratio model.

Key Expectations

All phases of construction should be completed within five (5) years from the date of the executed agreement. Proposals should include a phased timeline with unit delivery goals for each year.

Phased Development Plan: Proposals should clearly outline a phased approach. Emphasis on multi-family units in Phase 1 will be viewed favorably.

- Gated or amenity-rich communities are preferred where feasible.
- All units must be built within an agreed-upon timeframe, with measurable benchmarks at each phase.
- Mixed-use proposals are welcome if they meet the core residential benchmarks.
- Grenada County welcomes proposals from a wide range of builders—including large-scale homebuilders, modular and manufactured housing providers, FHA-focused developers, and public-private partnerships (P3s).
- The County is open to partnering with multiple builders to deliver phased or neighborhood-scale developments if a single master developer is not feasible.

Available Incentives

Grenada County may offer:

- Between 50% to 70% of ad valorem taxes from newly constructed developments via TIF, based on project scope and at the discretion of the Board of Supervisors
- Assistance with permitting and zoning
- Access to public utilities and infrastructure expansion funding
- County-owned land or assistance in land assembly (upon negotiation)

If the listed incentives do not align with your project's structure or financing model, Grenada County is open to considering alternative proposals. Respondents are encouraged to outline any additional incentive structures or partnership models they believe would support successful development.

Proposal Submission Requirements

Respondents must include:

- Project concept and visuals
- Development timeline
- Housing types and number of units by income bracket
- Estimated sale and rental prices
- Requested incentives and rationale
- Developer experience and references

Evaluation Criteria

- Alignment with income-based housing needs
- Emphasis on workforce/multi-family housing in early phases
- Speed of execution
- Developer experience and financial capacity
- Community design, aesthetics, and amenities

Proposal Timeline

The following is the proposed timeline for this RFP:

- RFP Release Date: August 5, 2025
- Intent to Respond Deadline: August 19, 2025
- Q&A Submission Deadline: August 26, 2025
- Final Q&A Responses Posted: September 2, 2025
- Proposal Submission Deadline: September 16, 2025
- Evaluation Period: September 17–30, 2025
- Developer(s) Selected: Early October 2025
- Negotiations/Contracting: October 2025

***For More Information or to Submit a Proposal:**

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