



Request for Proposals
8401 Lindbergh Boulevard
January 7, 2020

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Attachments:

- A. Lower Southwest District Plan Focus Area on Lower Eastwick
- B. Lower Eastwick Public Land Strategy
- C. Property Application Form
- D. City of Philadelphia Economic Opportunity Plan
- E. Certificate of Non-Indebtedness
- F. Campaign Disclosure Forms
- G. Tax Clearance and Conflict of Interest Form
- H. Fine Arts Program: Policies and Procedure
- I. Cobbs Creek Connector Trail Proposal for Segment D
- J. 84th and Lindbergh Streetscape Improvements (planned)

1. Application Process

PHDC is pleased to issue this Request for Proposals ("RFP") seeking proposals (each, a "Proposal") from experienced and qualified developers (each, an "Applicant", and together, the "Applicants") for the purchase and redevelopment (the "Project") of the publicly-owned parcels located at 8401 Lindbergh Boulevard, located in Southwest Philadelphia's Eastwick neighborhood (the "Project Site"). PHDC is issuing this RFP as agent for Philadelphia Redevelopment Authority ("PRA"), which owns the property. This RFP follows the completion of the Lower Eastwick Public Land Strategy (the "Public Land Strategy" – **Attachment B** or <https://phdcphila.org/who-we-are/publications/lower-eastwick-public-land-strategy/>) — a planning and feasibility report that was developed with significant community engagement. Each Proposal must follow the recommendations of the Public Land Strategy. A primary goal of the Project is to redevelop the Project Site in a way that responds to the community's feedback, and so that the Project creates an amenity that serves the community through meaningful social impact.

Relationship of PRA to PHDC

In July 2019, PRA and the Philadelphia Land Bank merged with the Philadelphia Housing Development Corporation ("PHDC")—combining staffs and making PHDC the public-facing brand. Although the PRA still exists and operates to achieve its statutory purpose, its work is carried out by the staff of PHDC.

Submission Deadline

Applicants must submit proposals no later than Monday, March 9, 2020, at 3:00 PM; absolutely no Proposals will be accepted after that time.

Prebid Meeting and Intention to Submit

A pre-bid meeting will be held at 1234 Market Street, 16th Floor, on Friday, February 7, 2020, at 10:00 AM. This meeting is mandatory and all Applicants must attend this meeting. The names and contact information for all attendees at the pre-bid meeting will be posted on PHDC's website as public information within two (2) business days of the pre-bid meeting.

Questions and Request for Addition Information

All questions and requests for additional information should be directed in writing to RFP@PHDC.phila.gov with the address of the Property in the subject line. Questions will only be accepted until Monday, February 10, 2020, at 5:00 PM. Questions and/or requests for additional information and the PRA's responses to them will be posted on the PHDC website.

Related Parties

An Applicant, whether an individual or business entity, may submit only one Proposal in response to this RFP. Individuals that are related to each other or business entities that are legally related to each other or to a common entity may not submit separate Proposals. PHDC, in its sole and absolute discretion, retains the right to reject any Proposal where:

1. Applicants or principals of Applicants are substantially similar or substantially related parties; or
2. PHDC has determined that the Applicant has violated these conditions or the spirit of these conditions.

Submission Process

Proposal submission will be accepted in either of the following:

1. Online Submission – via PHDC's website (<http://www.phdcphila.org/>); or
2. Hard Copy Submission – Submit 3 original copies of the Proposal and one electronic copy on a USB Flash Drive to PHDC via hand delivery or registered mail. Files on the USB Flash Drive may only be in Microsoft Word or Adobe PDF. Applicants may hand deliver or send proposals via registered mail to:

Department of Land Management
PHDC
1234 Market Street, 16th Floor
Philadelphia, PA 19107

Disqualification

Proposals will be disqualified if:

1. They are submitted after the specified deadline; or
2. They are submitted by some means other than the two formats listed above. For electronic submissions, the PHDC website portal is the only means that will be accepted. Proposals sent via email, Dropbox or other electronic venues will be disqualified; or
3. If the Applicant did not attend the Prebid meeting; or
4. If the Proposal package is incomplete.

Bid Price

PHDC will award this Project to the Applicant that scores the highest according to the criteria explained below. Bid price is one of these criteria, though the Project will not necessarily be awarded to the highest bidding Applicant. It is up to each Applicant to engage in their own research to determine an appropriate and competitive bid price. Any price adjustments sought for community development projects must be in accordance with the City of Philadelphia's (the "City") Land Disposition Policies.

Subsidy for Affordable Housing

The City may make subsidy available for projects that include income-restricted affordable housing, and the City may give priority to affordable housing projects that leverage other funding sources.

Schedule

The timeline for this RFP is as follows:

Event	Date
Notice of RFP Opportunity Posted	January 7, 2020
Pre-Bid Meeting (1234 Market Street, 16 th Floor)	February 7, 2020 - 10:00 AM
Questions and/or Requests for Additional Information Due within two (2) business days of the Pre-Bid meeting	February 10, 2020 - 5:00 PM
Proposals Due	March 9, 2020 - 3:00 PM

Public Presentation and Public Comment Period

Applicants must be prepared to formally present their Proposals to the community. Following the submission date, PHDC will organize a community meeting at which shortlisted Applicants will be required to publicly present their plans as part of this application process. After this meeting, PHDC will post the final Proposals on its website for an open public comment period. Upon completion of the public comment period, and PHDC's review and evaluation, PHDC will make the final decision with respect to Proposals. PHDC shall notify all Applicants of the results. The final sale of the Property will be contingent upon, and subject to: (1) approval of PRA's Board, and (2) approval by Philadelphia City Council.

PHDC reserves the right, in its sole discretion, to alter the schedule as it deems necessary or appropriate.

2. Introduction and Description of Project Site

PHDC is soliciting proposals from Applicants for the redevelopment of the Project Site. The Project Site is a vacant 4.5-acre tract at the northwest corner of 84th Street and Lindbergh Boulevard and is owned by PRA.

Unlike much of its surroundings, the Project Site is outside of the 100-year flood plain. Given its higher elevation, it has potential for many uses that are not permitted on the lands that surround it. The Cobbs Creek Trail will soon be completed beside this parcel, and the City has plans to redesign the intersection to make it more pedestrian friendly. The Project Site is in close proximity to natural and recreational amenities including Eastwick Park and the Heinz Wildlife Refuge at the end of Lindbergh Boulevard (See **Attachment I**). There are also planned streetscape improvements that are anticipated to be completed by the City (See **Attachment J**).

The Project Site is located within City Council District 2 and there are five (5) Registered Community Organizations ("RCOs"):

1. Eastwick Community Network
2. 40th Ward Republicans
3. 40th Democratic Ward
4. Eastwick Friends & Neighbors Coalition
5. Paschall Unity Day Committee

In accordance with the City's Zoning Code, "[I]f there is more than one RCO whose registered boundaries include the applicant's property, the district council member whose district includes the applicant's property shall select one of those RCOs as the Coordinating RCO, or may select two or more RCOs whose registered boundaries include the applicant's property to serve jointly as the Coordinating RCO."

The Project Site is currently zoned for Auto-Oriented Commercial (CA-2); however, the City is working with the Council District office to support rezoning of the Project Site to RM-4 in accordance with the Lower Eastwick District Plan. RM-4 zoning allows for a range of uses including single-family residential, multifamily residential, and passive recreation. Applicants are strongly encouraged to design their Proposals to comply with RM-4 zoning classification. It is anticipated rezoning will occur prior to transfer of title to the selected Applicant.

About the Area

The Project Site is located in the Lower Eastwick area of the City. For background on the community context, history, and site conditions please review the Lower Southwest District Plan's Lower Eastwick Focus Area (**Attachment A**), and the Public Land Strategy (**Attachment B**).

(Site location image shown on following page)



3. Scope of Work

PHDC is soliciting Proposals for Applicants that can demonstrate the experience, capacity and creativity to develop a dynamic project that will maximize the existing Project Site in a manner that represents the best and highest use and is most productive and beneficial for the community and the City. The proposed development should be a financially feasible and economically viable project that is responsive to the recommendations found within the Public Land Strategy.

The Project Site is referred to as Site 2 in the Public Land Strategy. As specified by the plan, the Project Site has the highest elevations of all sites identified in this document. Unlike the other sites, it is completely outside of the 1% annual change flood zone and partially in the 0.2% annual chance flood zone. Development of the Project Site and future planned development along 84th Street to the east, collectively, creates the potential to activate Eastwick along a corridor that divides the community. The Public Land Strategy proposes senior housing at the Project Site, given the larger percentage of Eastwick residents that are 65 and older (See pg. 81 of the Public Land Strategy.).

Use Program

The redevelopment of the Project Site must follow the recommendations from the Public Land Strategy. Specific reuses of the Project Site recommended by the Public Land Strategy are the following:

1. Open Space
2. Affordable senior housing totaling 60-120 units

Applicants will be required to describe the development's social impact per the guidelines provided within Section (F) of this document's *Proposal Requirements*. Proposals should have a strong sense of urbanism and high-quality design focused on bringing long-term value to the community.

As discussed in the Public Land Strategy, Lower Eastwick is an environmentally sensitive area that is prone to flooding. Focus should be made on ensuring that the Proposal's design includes significant stormwater mitigation so that conditions in the surrounding community are not adversely impacted. Innovative approaches to flood risk mitigation and stormwater are encouraged.

Sale in As-Is Condition

Applicants are solely responsible for all due diligence, including all pre-development costs which may include but are not limited to engineering, structural, geo-technical planning and environmental studies required for rehabilitation and construction on the Project Site. PHDC makes no warranty or representation concerning the existence of any structural deficiencies, geo-technical deficiencies and/or environmental contamination on the Project Site, or upon any adjoining land or improvements. Neither PHDC nor PRA is now or at any time hereafter under any circumstance responsible for any of such conditions or for the analysis, care or remedy thereof. The Project Site will be transferred in its "as-is" condition with the selected Applicant solely responsible for all structural, geo-technical and environmental repairs, stabilization and/or remediation required for construction on the Project Site. Neither PHDC nor PRA shall be obligated to make any investments or repairs in the Project Site, outside of maintenance to streets and utilities that may be part of the City's normal course of business. Any plans submitted pursuant to this RFP should consider and address the foregoing obligations and requirements.

4. Proposal Submission Requirements

Proposals must contain the information described below and conform to the following format:

A. Executive Summary

A written narrative of the proposed development should be provided in the form of a cover letter addressed to Angel Rodriguez, PHDC Senior Vice President of Land Management. The narrative should be no longer than two (2) pages in length and should concisely summarize and describe the proposed development. At a minimum, it should seek to address all of the evaluation criteria and state the bid price. It should include the project name, include the name of the applicant and major project partners, type of housing being developed (if any), number of units at each affordability level (if any), number of accessible and visitable units (if any), total project costs, amount of subsidy (if any) requested and the requested form of that subsidy (hard or soft loan, grant, or some combination thereof).

Applicants must also submit a complete Property Application Package Form (**Attachment C**).

B. Financial Summary

Applicants must demonstrate the development team's capacity to carry out the Project, as well as the financial feasibility of the Project within current market conditions. Proposals must provide:

- A written narrative of the project financing plan.
- Project financials including development budget(s), sources/uses, assumptions, and operating pro forma(s) demonstrating feasibility through predevelopment, construction, and exit.
- If the Proposal involves affordable housing, please describe the number of affordable units, the level of affordability, the term of affordable restriction period, and the size of the affordable units.
- Describe and explain the need for any public subsidy that will be sought for this Project.
- Evidence of the development team's capacity to finance the total cost of the Project as outlined in the Property Application Package Form. Evidence should include signed letter(s) of interest and/or preliminary term sheets from prospective financing sources that include terms of financing, that reference this specific project, and that reference the pertinent amount of financing as listed on the Project budget. Please provide written evidence of interest from as many sources listed on Project sources/uses budget as possible.
- Any other information that may support the Applicant's financial position and financial viability of the proposed development.

C. Development Plans

The Proposal should take into consideration the local geographic and historical context and provide for an attractive, well-designed development that enhances the quality of the built environment, improves the overall quality and physical appearance of the community, and responds appropriately to the public trail. All Proposals must indicate what entitlements they may be seeking, including, but not limited to, zoning, easements, exceptions from public entities, street changes, and/or utility alterations (new or relocated). PHDC encourages Applicants to incorporate sustainable, "green" design features and building materials. Applicants should consider building performance objectives and building design guidelines that integrate

energy efficiency.

Proposal plans should include, but are not limited to:

- Detailed scope of work with corresponding budgets.
- Site plan showing extent of proposed development with different project components clearly labeled.
- Scaled concept or schematic floor plans.
- Concept or schematic elevations and renderings as appropriate.
- Description of proposed building and finish treatments and materials.

D. Development Schedule and Milestones

Please include as detailed a schedule as possible broken out into a predevelopment schedule and post-closing construction schedule. In the predevelopment schedule please list important milestones and dates, beginning with due diligence activity, securing required government approvals, and financing commitments. Please provide an anticipated closing date. In the post-closing schedule, include, at a minimum, a schedule showing critical milestones such as construction commencement and completion deadlines.

E. Applicant Team Qualifications

Please provide a narrative that outlines the experience of the Applicant team, overall approach and tasks to complete the work and quality control process. In the narrative please provide past relevant experience of the Applicant team including past performance and record of successful completion of similar projects by Applicant team members, particularly within the City and on publicly owned land (if applicable).

Applicants must submit audited Financial Statement for last two (2) fiscal years (if audited statements are not available, please provide internally prepared statements including income statements and balance sheets).

Each Proposal must contain information regarding any litigation (pending or threatened) in which the Applicant entity or any members of the Applicant team are involved and any judgments that have been rendered against the Applicant entity or any member of the Applicant team that may affect the ability to successfully execute the proposed development of the Project Site.

F. Community Engagement

Proposals must be responsive to community concerns and must have a high level of community engagement. Applicants are encouraged to seek local community input for their plans and share their Proposals with community-based organizations before responding to this RFP. Proposals must describe the actions that have been taken to identify the community group(s) that represent the Project Site and to notify these groups of the Proposals. Please summarize any comments received from the community.

Applicants should also be advised that they must be prepared to present their Proposals to the community. After a Proposal has been presented, PHDC will post the Proposal on its website for an open public comment period.

G. Social Impact Narrative

Applicants must include a narrative explaining the proposed development's social impact – for the purpose of this RFP, defined as the way that the physical development may have a positive effect on people and communities.

Such impact should be described and quantified with relevant metrics such as the approximate number of people to be served by the project or its social impact component. Applicants are encouraged to think creatively and to seek input and/or partnerships from community-based organizations. Applicants may choose to engage a consultant to assist in developing their social impact approach and methodology for impact assessment. Examples of social impact may include (but are not limited to):

- Creating or retaining permanent (non-construction) jobs for local, diverse, lower-income individuals, including contribution or participation in job readiness and training programs.
- Providing access to quality pre-K and afterschool care.
- Providing important community goods, services, and facilities in the proposed development project.
- Providing affordable healthy food access, if such access is not currently present in the community.
- Providing affordable housing within the proposed development.
- Providing opportunities for minority businesses, including flexible lease rates, contracting and supplier opportunities post-construction, and mentorship programs.
- Investment in the local educational unit(s): public elementary, middle, high school or community college.
- Investment in proximate community facilities: parks, recreational center, library, health center.

H. Economic Opportunity and Inclusion Narrative

The Applicant should demonstrate its experience working with Certified M/W/DSBE firms—defined as Minority Business Enterprises (MBE), Woman Business Enterprises (WBE), or Disabled Business Enterprises (DSBE). Firms must complete the "City of Philadelphia Economic Opportunity Plan" form (**Attachment D**).

In addition, Applicants must provide a narrative describing its track record in M/W/DSBE inclusion. The narrative must also discuss the Applicant's plan and track record for engaging minority workforce. Applicants should note whether the prime Applicant itself and/or other key partners, consultants or contractors who are part of the Applicant team are minority or woman-owned.

I. Proposal Deposit

Proposals must include a Proposal deposit of Twenty-Five Thousand Dollars (\$25,000) (the "Proposal Deposit") in one of the following forms, in order of preference: a cashier's check, certified check, or money order made payable to the "**Philadelphia Redevelopment Authority**".

The Proposal Deposit of the selected Applicant for the Project Site will become "hard" money upon execution by the selected Applicant of a Redevelopment Agreement and approval of the Redevelopment Agreement by the PRA Board. The amount will be credited toward the security completion deposit and ultimately refunded at Project completion with the issuance of a Certificate of Completion. The Proposal

Deposits of unsuccessful Applicants will be refunded within thirty (30) days after rejection notices are transmitted. Interest earned, if any, on deposits of unsuccessful Applicants will not be returned.

J. Certificate of Non-Indebtedness

All Proposals must contain a fully executed Certificate of Non-Indebtedness to the City of Philadelphia. A copy of this Certificate is attached as **Attachment E**.

K. Campaign Disclosure Forms

Each member of the Applicant's team must complete the Campaign Disclosure Forms attached as **Attachment F**.

L. Tax Clearance and Conflict of Interest Form

All Proposals must contain a fully executed Tax Clearance and Conflict of Interest form. A copy of this form is attached as **Attachment G**.

M. Fine Arts Requirement

The selected Applicant will be required to comply with the policies and procedures of the Fine Arts Program. (**Attachment H**)

5. Evaluation/Selection

PHDC will initially conduct a threshold review of each Proposal submitted to determine its compliance with the Proposal Submission Requirements. Only Proposals that comply with these requirements will be considered for evaluation. If no Proposal meets these requirements, the PHDC may allow all Applicants to supplement their Proposals to conform to these requirements.

Proposals selected pursuant to the threshold review will be evaluated by a Proposal Review Committee using the evaluation factors listed below. Proposals will be evaluated in their entirety; no one factor, but rather a combination of all of the following factors will determine the successful Applicant. PHDC may ask one or more Applicants to give a presentation, and may elect to request supplemental information from all Applicants or a pool of finalists. Final selection will be made by PHDC and is subject to approval by the PRA Board and Philadelphia City Council.

The following criteria will guide PHDC and the PRA in using its professional judgment to determine which Applicant has submitted the best Proposal. In addition to any other factors that PHDC and PRA considers relevant in the evaluation of these responses, the following are the evaluation factors:

- 1. Economic Opportunity and Inclusion (30%)**
 - Goals for M/W/DSBE inclusion
 - M/W/DSBE Firms comprising the development team
 - Commitment to M/W/DSBE Workforce
 - Track record of M/W/DSBE inclusion and minority workforce inclusion

- 2. Public Purpose - Social Impact (15%)**
 - Strength of Social Impact Plan
 - Creativity and innovation
 - Ability to define, evaluate and track measurable outcomes
- 3. Development Team Experience and Capacity (20%)**
 - Competence and experience of team
 - Track record on similar projects
 - Suitability for this specific development opportunity
 - History of team partnership
 - Experience working with PHDC and other public entities
- 4. Financial Feasibility (20%)**
 - Financing plan
 - Demonstration of project feasibility
 - Evidence of Applicant team capacity
- 5. Project Design (10%)**
 - Quality of design concept
 - Appropriateness of proposed use program.
 - Alignment with local community and context
 - Development timelines
- 6. Offer Price (5%)**

The disclosure statements and other documentation submitted to PHDC are important sources of information upon which PHDC may base its selection and approval of an Applicant. Accordingly, any substantive misstatement or omission in any such disclosure statement or documentation shall be sufficient for PHDC to reject the proposal.

Following the close of this RFP, selected Applicant(s) may be requested to submit supplemental information including more developed plans and budgets. Upon completion of the review and evaluation, PHDC will notify Applicants of its decision to award this development opportunity.

6. Disposition Process

After PHDC reviews the Proposals and an Applicant's Proposal is selected, the PRA Board, City Planning Commission and City Council approval must be obtained before a Redevelopment Agreement can be executed and construction can commence. Following is a general sequence of events in this approval process:

1. PRA review and approval of schematic architectural plans, and all financial documents (including budgets, sources and uses, pro forma, financing letters, term sheets, and Applicant financial statements)
2. Recommendation of an award to selected Applicant.
3. Execution of a Redevelopment Agreement by the successful Applicant. At this time the Proposal Deposit is credited toward the deposit required under the Redevelopment Agreement;
4. City Planning Commission approval of the Redevelopment Agreement;
5. PRA Board approval of the Redevelopment Agreement;
6. City Council approval of the Redevelopment Agreement;
7. Execution of the Redevelopment Agreement by PRA;
8. Settlement and transfer of title.

9. Pre-construction conference;
10. Construction period;
11. Review of the completed development to determine compliance with the Redevelopment Agreement. If the development is found to be in compliance with the Redevelopment Agreement, PRA issues a Certificate of Completion and the security completion deposit is returned.

The successful Applicant shall be responsible for securing and paying all costs associated with all permits, licenses, approvals, lot line relocation, or variances necessary to comply with the development controls, City code, and the approved architectural plans.

7. Events of Disqualification or Default

Subsequent to the selection of an Applicant, and before execution of a Redevelopment Agreement, PHDC and/or PRA may treat any of the following as an event of disqualification or default:

1. Unilateral withdrawal by the selected Applicant;
2. Failure to proceed substantially in accordance with the Proposal as submitted;
3. Failure by the Applicant for any reason whatsoever to timely execute the Redevelopment Agreement when tendered;
4. Material misrepresentation, omission, or inaccuracy contained in any document submitted either as part of the RFP or subsequent thereto. For the purposes of this section, PHDC/PRA places particular importance on the information required by the Applicant's Statement of Qualifications and Financial Responsibility and the Applicant's Statement for Public Disclosure;
5. Failure to provide in a timely manner the additional material required after selection throughout the PRA disposition process.

Remedies

Upon the happening of an event of disqualification or default by the Applicant, PRA shall have the right, at its election, to:

1. Rescind its selection of the Applicant; or
2. Declare null and void a Redevelopment Agreement that may already have been executed; and/or
3. Retain the Proposal Deposit as liquidated damages.

8. Reservation of Rights

By submitting a Proposal, an Applicant affirmatively acknowledges: (i) its acceptance of the terms and conditions of this RFP; and (ii) PHDC and/or PRA may exercise the following rights at any time and without notice to any Applicant:

1. to reject any and all Proposals;
2. to supplement, amend, substitute, modify or re-issue the RFP with terms and conditions materially different from those set forth here;
3. to cancel this RFP with or without issuing another RFP;
4. to extend the time period for responding to this RFP;

5. to solicit new Proposals;
6. to conduct personal interviews with any Applicant to assess compliance with the selection criteria;
7. to request additional material, clarification, confirmation or modification of any information in any and all Proposals;
8. to negotiate any aspect of a Proposal, including price;
9. to terminate negotiations regarding any and all Proposals at any time;
10. to expressly waive any defect or technicality in any Proposal;
11. to rescind a selection prior to Redevelopment Agreement execution if the PHDC/PRA determines that the Proposal does not conform to the specifications of this RFP;
12. to rescind a selection prior to contract execution if PHDC and/or PRA determines that the specifications contained in this RFP are not in conformity with law or that the process in selection of a Proposal was not in conformity with law or with the legal obligations of PHDC and/or PRA;
13. in the event a Redevelopment Agreement is awarded, the successful Applicant or Applicants shall procure and maintain during the life of the contract liability insurance in an amount to be determined prior to the award of any Redevelopment Agreement;
14. in the event a Redevelopment Agreement is awarded, all Applicants agree to perform their services as an independent contractor and not as an employee or agent of the PRA;
15. in the event a Redevelopment Agreement is awarded, all Applicants agree that no portion of performance of the Redevelopment Agreement shall be subcontracted without the prior written approval of the PRA; and
16. each Applicant agrees to indemnify, protect and hold harmless PHDC, PRA and the City from any and all losses, injuries, expenses, demands and claims against PHDC, PRA and/or the City sustained or alleged to have been sustained in connection with or resulting from (i) the submission of the Applicant's Proposal; (ii) the delivery by the Applicant to PHDC or PRA of any other documents or information; and (iii) any other conduct undertaken by the Applicant in furtherance of or in relation to the Applicant's Proposal. Each Applicant agrees that its duty to indemnify and hold harmless shall not be limited to the terms of any liability insurance, if any, required under this RFP or subsequent Redevelopment Agreement.

Neither PHDC nor PRA is under any obligation whatsoever to Applicant as a result of this RFP. The RFP does not represent any commitment on the part of PHDC or the PRA to Applicant or the Project. In no event shall the PHDC or PRA be responsible for any cost, expense or fee incurred by or on behalf of Applicant in connection with the RFP. Applicant shall be solely responsible for all such costs, expenses and fees.

NOTICE: PHDC and/or PRA reserve the right to disclose any information provided in your response to this Request for Proposals to the public. Documents provided in response to this RFP may also be required to be disclosed by applicable law, subpoena, and/or court order.