



Redevelopment Authority
of Prince George's County

REDEVELOPMENT AUTHORITY OF PRINCE GEORGE'S COUNTY

REQUEST FOR PROPOSAL NO. 2018-1

*Redevelopment of Property located at
5801 and 5809 Annapolis Road, Bladensburg, MD*

ISSUE DATE: March 15th 2018

***PRE-PROPOSAL CONFERENCE: March 30th 2018
from 11:30 am EST to 12:30 pm EST***

PROPOSAL CLOSING: May 14th 2018 12:00 pm EST



This document is available from the Redevelopment Authority Webpage at:
<http://www.princegeorgescountymd.gov/sites/RedevelopmentAuthority/Developers/Opportunities/Pages/default.aspx>

**REQUEST FOR PROPOSALS
REDEVELOPMENT AUTHORITY OF PRINCE
GEORGE'S COUNTY**

**RFP NO.: 2018-01
Redevelopment of Property located at
5801 and 5809 Annapolis Road**

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SECTION I: INTRODUCTION

1.1 SUMMARY STATEMENT

The Redevelopment Authority of Prince George's County (RDA) is hereby soliciting proposals from qualified firms for the development of its property located in 5800 block of Annapolis Road in the Town of Cheverly. The site consists of all two properties comprising the block whose addresses are 5801 and 5809 Annapolis road, Bladensburg MD. The combined site is approximately 3.34± acres in size or about (145,378 ± square feet). The zoning is MUI.

1.2 PROPOSAL CLOSING DATE

The proposer must submit original and 4 copies of the proposal along with an electronic version on a compact disk (CD) in a sealed package and address to:

Patricia Omondi
Senior Construction Adviser
Redevelopment Authority
9200 Basil Court, Suite 504
Largo, Maryland 20774

Proposals must be received and time stamped by the Redevelopment Authority no later than **May 14th, 2018 at 12:00pm EST**. The submittals must be sealed, and the outside envelope must be clearly marked "**RFP No. 2018-01**".

Late proposals will not be considered. Offeror's mailing proposals should allow sufficient mail delivery time to ensure timely receipt by the Redevelopment Authority. The Offerors shall prepay any shipping/delivery charges, as applicable, for all documents submitted.

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1.3 QUESTIONS AND INQUIRIES AND PRE-PROPOSAL CONFERENCE

Questions and inquiries must be submitted via email no later than April 23rd, 2018 to Patricia Omondi, Senior Construction Adviser at:

paomondi@co.pg.md.us

Phone calls or faxed questions will not be accepted. All questions and answers will be posted to the RDA website no later than **May 1st, 2018**. All potential respondents are responsible for checking the RDA website for any addendums. A Pre-Proposal Conference will be held on site on **March 30th, 2018 at 11:30 a.m. EST**, just behind the **Sunoco Gas Station, at 5803 Annapolis Road, Bladensburg MD 20874**. The project site is immediately behind the station. Attendance at the pre proposal conference is not mandatory but is strongly recommended.

1.4 PROPOSAL ACCEPTANCE

The Redevelopment Authority reserves the right to accept or reject any and all proposals, in whole or in part, received as a result of this solicitation and to waive minor irregularities. Further, the RDA reserves the right to make a whole award, partial award or no award at all.

1.5 DURATION OF PROPOSAL OFFER

Proposals are to be held valid for six months following the closing date for this Request for Proposals. This period may be extended by mutual written agreement between the Offerors and the Redevelopment Authority.

1.6 NOTICE TO OFFERORS

Before submitting a proposal, Offerors are to completely familiarize themselves with the requirements of the solicitation. Failure to do so will **not** relieve the Offeror of responsibility to fully perform in accordance therewith. No consideration will be granted for any alleged misunderstanding of the material to be furnished or work to be done, it being understood that the submission of a proposal is an agreement with all of the items and conditions referred to herein.

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SECTION II: GENERAL INFORMATION

2.1 ECONOMY OF PREPARATION/INCURRED EXPENSES

Proposals should be prepared simply and economically, providing a straightforward, concise delineation of the Offeror's capabilities and description of the offer to meet the requirements of this RFP. The RDA will not be responsible for any costs incurred by any Offeror in preparing and submitting a response to this solicitation.

2.2 ADDENDA TO THE REQUEST FOR PROPOSAL

If it becomes necessary to revise any part of this RFP, Addenda will be provided on the RDA website. It is the responsibility of all potential respondents to regularly check the RDA website for any Addenda.

2.3 ORAL PRESENTATIONS

The Redevelopment Authority reserves the right to conduct individual interviews with finalists and to request best and final offers from any or all finalists. Those Offerors may be required to provide oral presentations to discuss their proposal, answer questions from the RDA's Proposal Analysis Group, and/or clarify their technical submittal.

2.4 CONFIDENTIALITY/PROPRIETARY INFORMATION

Offerors must specifically identify those portions of their proposals, if any, which they deem to contain confidential, proprietary information or trade secrets and must provide justification why such material should not, upon request, be disclosed by the Redevelopment Authority in accordance with the General Provisions Article (GP), §§ 4-101 through 4-601, Maryland Annotated Code. Offerors must clearly indicate each and every page that is deemed to be confidential/proprietary or a trade secret (it **IS NOT** sufficient to preface your proposal with a proprietary statement).

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2.5 ALLOWANCE OF IN-HOUSE WORK

No section or portion of this RFP or the Contract shall be construed or interpreted to preclude the Redevelopment Authority from accomplishing any task or undertaking of any operation or project utilizing its own work force and that of the Owner's Representative.

2.6 FORMATION OF AGREEMENT/CONTRACT WITH SUCCESSFUL CONTRACTOR

The Contract to be negotiated as a result of this RFP (the "Contract") shall be by and between the Offeror as Developer and the Redevelopment Authority, and shall contain provisions included in this RFP. By submitting a proposal in response to the RFP, the Offeror accepts the terms and conditions set forth herein.

2.7 AFFIDAVITS, CERTIFICATIONS AND AFFIRMATIONS

Offerors are required to submit with their proposal certain certifications, affirmations and affidavits. These forms, which should be completed by all Offerors, are included as Appendix A of this RFP.

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SECTION III. BACKGROUND AND SITE DESCRIPTION

3.1 BACKGROUND

The Redevelopment Authority's mission is to contribute to the creation of a diverse and vibrant economy and living environment for Prince George's County, using green community building techniques and providing responsible and responsive development and redevelopment that is designed to enhance quality of life, balanced growth and job creation for diverse, sustainable communities.

Around 2003 the RDA, together with its consulting team began planning the development of a new mixed-use community at Cheverly. Some of the goals for the Cheverly Property redevelopment are listed below:

- a) To strengthen existing neighborhoods,
- b) Encourage appropriate infill, intense green high-quality housing and economic development
- c) Capitalize on investments in transportation and other infrastructure
- d) Promote transit-supporting, mixed-use pedestrian-oriented neighborhoods.

The site was under contract for more than a decade to a development group that envisioned for high-end residential condominiums at this location. This vision was very compatible with community planning. This project was ready to begin just as the financial collapse of 2008 hit. The site remains attractive for residential development, in large part because of its convenient access.

It is located one mile from the District of Columbia and adjacent to the Baltimore-Washington Parkway (I-295), which links the property with the entire metropolitan region and beyond. There are several Metro rail stations within a few miles of the site; and a new Purple Line station is planned to open about 2 miles east of the property, on the west side of the intersection of Annapolis Road and Veterans Parkway (MD Route 410).

The Annapolis Road corridor east of the property has been the focus of various planning initiatives aimed at helping encourage revitalization. These efforts will likely receive a boost by the opening of the Purple Line, currently projected for 2021. The highest and best use of the property is attached. This was completed by Green Door Advisors in February 2018. This study examined a variety of programming including both for-sale and rental residential uses, hotel uses, office and retail. Based upon the site's attributes, current market trends, depth of demand and achievable pricing the study concluded that hotel and rental residential uses present the highest and best use of the site based upon market conditions. Respondents must still make their own determination as to what is best suited for the site.

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3.2 SITE DESCRIPTION

The previously approved site plan indicates a total area of 3.34± acres (145,378± square feet) as detailed below. This is 250 square feet more than shown in the assessment records, but assumed to be correct:



The assemblage is L-Shaped, with about 150 feet of frontage on Annapolis Road and 200 feet on 57th Avenue, wrapping around a gas station on Annapolis Road. The eastern boundary is formed by the right-of-way for the Baltimore-Washington Parkway (I-295). The terrain rises steeply from elevations of 120± to 130± feet above sea level in a low terrace along 57th Avenue, to 150-160± feet in a high terrace over most of the site, climbing to a high of 170± feet in the South East corner. The site was previously developed with a variety of improvements but is now entirely clear.

Access onto the site is from an existing highway entrance/ driveway from Annapolis Road, this also provides access to the adjacent Howard Johnson motel complex to the south. Surrounding uses are predominantly residential, including older single family residential neighborhoods to the south and west and several large apartment complexes to the north, and across Annapolis Road. Farther north across Annapolis Road are Bladensburg High School and Elizabeth Seton High School. A scattering of commercial uses are found along Annapolis Road to the west, including several small shopping centers. To the east, across the Baltimore Washington Parkway, is a Walmart, this opened in 2007 on the grounds of the former Capital Plaza mall.

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3.3 ZONING

3.4± acres MUI-zoned Land
5801-5809 Annapolis Road Bladensburg, MD 20710



The property is zoned MUI (Mixed-Use Infill). This district is intended to permit a mix of residential and commercial uses, in areas which are already substantially developed. The specific purposes include: encouraging innovation in the creating, planning and design of infill development; encouraging efficient use of land; and creating green community environments enhanced by a mix of residential, commercial, recreational, open space, employment and institutional uses.

Permitted uses include residential/lodging uses, other than hotels/motels, as specified in the R-18 zone. For all other uses, including hotels/motels, those permitted in the CSC zone, either by right or special exception, are permitted in the MUI zone. Except as otherwise provided by detailed site plan approval, or overlay districts, the regulations of the CSC and R-18 zones apply to their respective uses. Multi-family residential densities up to forty eight (48) units per acre are permitted. However, it is still the Offeror's responsibility to familiarize themselves with the requirements of the MUI zone and the associated character areas including any new changes or developments. The Cheverly Sector Plan can be referenced at: www.pgparcs.com/491/Greater-Cheverly-Sector-Plan

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3.4 DEVELOPMENT OBJECTIVES

- Green and sustainability principles shall be incorporated. Building(s) on the site should be developed to achieve a minimum Level LEED (Leadership in Energy and Environmental Design) Certification or equivalent standard such as Enterprise Green Communities Criteria.
- If a residential program is pursued, mixed income units are strongly encouraged and 100% affordability is not required. Units could also be entirely market rate without any income restrictions.
- Energy Star, LEED and development that incorporates sustainability standards is strongly encouraged but not required.
- The proposal should be appropriately scaled to complement the objectives of the Mixed Use Infill (MUI).
- The project should embrace the principles of new urbanism, such as walk ability, green design, energy and water efficiency and appropriate density.
- The RDA's major financial objective is to generate a reliable stream of income from the development for a significant number of years, to generate a front end capital infusion from the development, or a combination of the two.
- The RDA is willing to consider a fee simple sale of the site, a long term ground lease, or an equity partnership in the development.

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SECTION IV: PROPOSAL SUBMITTALS REQUIREMENTS

4.1 TECHNICAL PROPOSAL FORMAT OUTLINE

Each technical proposal shall have the following sections prominently displayed:

1. Title
2. Table of Contents
3. Development Team Corporate Structure and Capacity
4. The Project
 - a. Conceptual Architectural Design
 - If residential:
 - Describe the unit mix you are proposing (proposed number of units by number of bedrooms, unit size in square feet, and income levels of the potential tenants for the proposed units).
 - Describe the on-site and off-site amenities that are being offered, including but limited to:
 - Functionality of the space including storage and laundry
 - How will residents access outdoor space and use outdoor space
 - Fitness/wellness center and program
 - Medical services
 - Nutrition program
 - Parking
 - If hotel:
 - Describe total square footage by use including number of keys, amenity space, parking, hotel class and orientation
 - If commercial:
 - Describe total square footage, targeted tenants (office, restaurant, retail) and identify square footage by use, parking program
 - b. Conceptual Site Plan
 - c. Proposal Narrative and Description
 - d. Project Schedule and Milestones
5. Financial Plan and Financial Return to the RDA
6. Local & MBE Participation
7. Local non-profit participation
8. Community Engagement Strategy
9. Statement of no Conflict of Interest
10. Statement of no Pending or Threatening Litigation
11. Certificate of Good Standing
12. Exceptions or Restrictions

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4.2 FORMAT DESCRIPTION

Each proposal shall conform to the following order and format.

- 4.2.1 Transmittal Letter: The proposal shall include a transmittal letter prepared on the Proposer's business stationery. The purpose is to transmit the proposal; therefore, it should be brief. The letter must be signed in ink by an individual who is authorized to bind the firm to all statements, including services and prices, contained in the proposal.
- 4.2.2 Title Page: Each proposal shall begin with a Title Page. It should display the words "RFP No. 2016-6. It should also have the name of the company, and name, title, business address and telephone number of the person authorized to obligate the company.
- 4.2.3 Table of Contents: The proposal should contain a "TABLE OF CONTENTS" with page numbers indicated.
- 4.2.4 Proposal: The Offeror shall present their offer on double spaced typed pages. Offeror must address each of the areas covered under the evaluation criteria in the order as provided below:

The Project: Offerors must submit a narrative description of the proposed project including a commitment to achieve a LEED (Leadership in Energy and Environmental Design) Certification or equivalent standard such as Enterprise Green Communities Criteria. The narrative should also include a description of how the project enhances the overall Cheverly neighborhood. Offerors must demonstrate how their proposal is responsive to the existing approved plans.

The submittal must include proposed or representative architectural designs, a conceptual site plan, and a proposed schedule with major milestones. The Offeror must also submit a proposed financing plan, a sources and use statement which includes the development team's equity contribution, developer profit/fees and a five year operating pro forma, if applicable. The Offeror should also describe the social, economic and environmental benefits of their proposed project. Describe the unit mix you being proposed and the on-site and off-site amenities that are being offered.

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Describe the ownership entity. Provide the anticipated sales price/monthly rents by unit type. Define the boundaries of the target market area and your understanding of the target market area demographics. Describe the senior housing target area market competitors. Describe any opportunities for multigenerational spaces or collaborations you would include. Describe any age or income restrictions.

The Builder/Development Team and Capacity: Offerors must submit the key members of the proposed development team including the lead member, proposed partners, if any, and the architect, engineer, landscape architect, general contractor and legal counsel. Resumes for each key member of the team should be submitted and shall be limited to two pages each. Descriptions of successfully completed projects by the team members of similar scope to the one proposed shall be included. The proposed corporate structure of the builder/development team must also be described. The lead member must submit evidence of financial capacity including lines of credit and commitment letters from lenders and capability to complete the proposed project. Offerors should include their most recent audited financial statement.

Financial Return to the RDA: The Offeror must submit the proposed financial return to the RDA. This includes any and all payments to the RDA and the timing of such payments and the nature of such payments.

***Local and Minority Business Involvement:** The RDA seeks to have significant local and minority participation at all levels of the project, including design, development, contract, marketing, sales and leasing. Offerors should identify all team members and equity partners that are certified Minority Business Enterprises or local businesses. Further, any plans for local and minority contracting and hiring should be submitted.

Marketing and Demand Strategy: The Offeror should submit a detailed description of the post-award marketing approach and strategies to creating desire for the housing product type(s) offered. Offeror will identify strategies and their approach to creating demand for the product being marketed. Offeror will be expected to work closely with RDA to ensure integration of their plans and strategies with the approved master plan.

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- 4.2.5 Exceptions or Restrictions: Should the Offeror take exception to any provision or requirement of this RFP, it must be indicated in this section.
- 4.2.6 Affidavits, Certifications, and Affirmation: The Offeror is required to submit with the proposal certain certifications, affirmations and affidavits. These forms must be completed by all Offerors. (See Appendix A)
- 4.2.7 No Conflicts of Interest: The Offeror is required to make a statement of no knowledge of any potential conflicts of interests with the Redevelopment Authority or Prince George's County.
- 4.2.8 No Pending Litigation: The Offeror must affirm that they are not party to any pending litigation against the Redevelopment Authority or Prince George's County.
- 4.2.9 Certificate of Good Standing: The Offeror must provide a Certificate of Good Standing from the State of Maryland.

SECTION V: EVALUATION AND SELECTION PROCESS

5.1 SELECTION PROCESS

The Proposal that best meets with the Redevelopment Authority's requirements in this solicitation including the Development Objectives will be selected.

5.2 EVALUATION AND SELECTION COMMITTEE

The Selection Committee (SC) will evaluate all proposals received by the closing deadline. The Selection Committee may request additional technical assistance from any resource at its discretion.

5.3 QUALIFYING PROPOSALS

The SC shall first review each Proposal for compliance with the requirements of this RFP as set forth in Section IV. Failure to comply with any requirements of this procurement may disqualify an Offeror's Proposal. The RDA reserves the right to waive a requirement and/or minor irregularities when it is in the RDA's best interest to do so. Proposals will not be opened publicly. The RDA also reserves the right to request supplemental information from Offerors during the evaluation period.

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5.4 EVALUATION CRITERIA

After determining compliance with the requirements of this RFP the SC shall conduct its evaluation of the technical and cost merit of the proposals. Each proposal received as a result of this RFP shall be subject to the same review and evaluation process. The following criteria will be used in the evaluation of submitted proposals:

The Project: Evaluation criteria include the overall economic impact of the project, the design, the development program, and the consistency with neighborhood plans and zoning. Proposals that go above the requirement of Silver Level LEED (Leadership in Energy and Environmental Design) Certification or equivalent standard such as Enterprise Green Communities Criteria and achieve LEED Gold or Platinum will be scored higher.	30 Points
Development Team Capacity: Evaluation criteria include demonstrated past experience of the project team to complete projects similar to what is being proposed the project (10 points) . Financial capability will be based upon the development team equity, sources and uses budget, and audited financial statements. (10 points) .	20 Points
Financial Return: The greater the financial return offered and the earlier that financial return is offered to the RDA, the higher the score in this category.	20 Points
Local and Minority Business Involvement: The higher the level of local and minority business participation, the higher the score in this category.	10 Points
Local Non-Profit Involvement: The higher the level of county based non-profit participation, the higher the score in this category.	5 Points
Marketing Strategy: Evaluation criteria include the thoroughness of the marketing strategy and approach to creating desire and demand for product.	10 Points
Responsiveness to the RFP: Evaluation criteria include the level clarity and presentation in meeting the objectives of the proposal.	5 Points
<i>Total</i>	<i>100 Points</i>

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5.5 FINAL RANKING AND SELECTION

The evaluation criteria contained herein shall be scored by the SC based upon the stated weight factors for each evaluation criteria. The SC will make recommendations to the Executive Director for award of the exclusive right to negotiate a Development Agreement with the RDA, based on the terms of the Offeror's submission.

Based on the SC's initial review of proposals, the RDA may invite, without cost to itself, ranking finalists to make a presentation to the SC of their proposal and their capabilities as a further consideration in the selection process. The RDA reserves the right to make an award with or without negotiations or to request best and final offers. Only those Offerors who are deemed to be reasonably susceptible of being selected for award shall be offered the opportunity to participate in this process. The RDA also reserves the right to request supplemental information including, but not limited to, audited and unaudited financial statements of all equity partners.

5.6 EXCLUSIVE RIGHTS OPTION FEE

The Offerors must submit a statement that it will pay the RDA a refundable, exclusive rights option fee of \$10,000 if selected. This fee will be held by the RDA in a non-interest bearing account during the period of exclusive negotiations for a development agreement. Upon the successful execution of a development agreement, the exclusive rights option fee becomes nonrefundable and a negotiated good faith deposit is required.

5.7 PROPOSALS PROPERTY OF THE RDA

All proposals submitted in response to this Request for Proposals become the property of the RDA and may be appended to any formal documentation which would further define or expand the contractual relationship between the RDA and the successful Offeror.

VENDORS OATH AND CERTIFICATION

Pursuant to Subtitle 10, Section 10A-110 of the Prince George's County Code, the Purchasing Agent requests as a matter of law that any contractor receiving a contract or award from Prince George's County, Maryland, shall affirm under oath as below. Receipt of such certification, under oath, shall be a prerequisite to the award of contract and payment thereof.

"I (We) hereby declare and affirm under oath and the penalty of making a false statement that if the contract is awarded to our firm, partnership or corporation that no officer or employee of the County whether elected or appointed, is in any manner whatsoever interested in, or will receive or has been promised any benefit from, the profits or emoluments of this contract, unless such interest, ownership or benefit has been specifically authorized by resolution of the Board of Ethics pursuant to Section 1002 of the Charter of Prince George's County, Maryland; and

I (We) hereby declare and affirm under oath and the penalty of making a false statement that if the contract is awarded to our firm, partnership or corporation that no member of the elected governing body of Prince George's County, Maryland, or members of his or her immediate family, including spouse, parents or children, or any person representing or purporting to represent any member or members of the elected governing body has received or has been promised, directly or indirectly, any financial benefit, by way of fee, commission, finder's fee, political contribution, or any other similar form of remuneration and/or on account of the acts of awarding and/or executing this contract, unless such officer or employee has been exempted by Section 1002 of the Charter of Prince George's County, Maryland.

Handwritten Signature of Authorized Principal(s):

Name: _____ Title:

APPENDIX A-2

STATEMENT OF OWNERSHIP AND BIDDER QUALIFICATION AFFIDAVIT

Part A below requires a business entity, when responding to a bid or proposal solicitation, to provide a statement of ownership as a condition of eligibility to receive a contract from Prince George's County.

Part B is an affidavit of "No Conviction" for bribery, attempted bribery, or conspiracy to bribe, and is required under Section 16-311 of the Maryland State Finance and Procurement Article.

NOTE: Submission of completed document is prerequisite to award.

PART "A" - OWNERSHIP Date

1. Full name and address of business

City and State

Zip

Bus. Phone w/area code

2. Is the business incorporated? ___yes ___no

3. Other names used by business i.e., T/A

Non-Corporate Business

If response to Item #2 above is No, list the name and business and residence address of each individual having a ten percent (10%) or greater financial interest in the business.

Name

Business Address

Residence Address

Corporate Business Entities

Is the corporation listed on a National Securities Exchange? ___yes ___no

4. List the names of all officers of the corporation, their business and residence addresses and the date they assumed their respective offices.

Residence Name	Office	Date Office Business/Address	Assumed
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5. List the names of all members of the current Board of Directors, their business and residence addresses, the date each member assumed office and the date his/her term as a Director shall expire (if any).

Date Name	Date Term of Business/Address	Office Assumed	Office Expires
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6. List the names and residence addresses of all individuals owning at least ten percent (10%) of the shares of any class of corporate security, including but not limited to stocks of any type or class and serial maturity bonds of any type or class.

Name

Residence Address

This Financial Disclosure Statement has been prepared by _____

_____ on this _____ day of _____,
19__.

Signed by Preparer

PART "B" - AFFIDAVIT (BIDDER'S QUALIFICATION STATEMENT)

1. I am the _____ of _____
a party interested in obtaining a contract with Prince George's County under conditions set forth in documents
for Bid No. _____.
2. Upon examination of relevant records and to the best of my knowledge, no officer, director, partner or employees
of the aforementioned business entity has on the basis of acts committed after July 1, 1977, been convicted of, or
entered a plea of nolo contendere to, a charge of bribery, attempted bribery or conspiracy to bribe under the laws
of the State of Maryland, any other state, or the federal government other than those listed on the attachment to this
affidavit (attachment should list name, title, offense, place and date of conviction or plea);
3. I have been authorized to make this statement on behalf of the aforementioned party.

(Signature)

ACKNOWLEDGMENT (Corporate)

I, _____ certify that
Name (Printed)

I am the _____ of
_____ and that
Title and Business Entity

_____ who signed the above Affidavit/
Name (Printed)

is _____ of said entity; that
Title

I know his/her signature, and his/her signature thereto is genuine; and that the above Affidavit/Statement of Ownership was duly signed, sealed, and attested for in behalf of said entity by authority of its governing body. Further, under penalty of perjury I solemnly affirm that the contents of the foregoing Affidavit and Statement of Ownership are true to the best of my knowledge, information and belief.

_____ (SEAL)
(Name Printed)

_____ (SEAL)
(Signature)

_____ (SEAL)
Corporate Seal (as applicable)

EXHIBIT 1

**Sources and Uses Budget
(to be submitted by Offeror)**

EXHIBIT 2

**5 Year Proforma
(to be submitted by Offeror)**