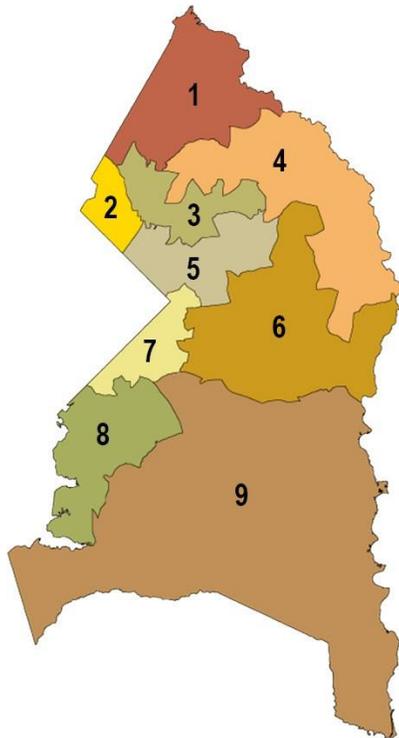


# Welcome to the "Grand Slam" Surplus Properties Expression of Interest Pre-Submission Conference

November 14<sup>th</sup> 2019 from 2 P.M. - 4 P.M.



District 1	3 Parcels
District 2	2 Parcels
District 3	2 Parcels
District 4	2 Parcels
District 5	4 Parcels
District 6	2 Parcels
District 7	22 Parcels
District 8	8 Parcels
District 9	9 Parcels

**Totaling 54 SDP CR-17-2019**



Angela D. Alsobrooks  
County Executive

# Office of Central Services

Jonathan R. Butler, Director

Land Acquisition and Real Property Division (“**LARP**”)

**Ikenna Udejiofor, Administrator,**  
**Disposition Group:**

**Benjamin Hobbs, Senior Realty Specialist**  
**Rhonda Johnson, Realty Specialist II**







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County Executive

## Overview

# Office of Central Services

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The Office of Central Services (OCS) is a vital service delivery organization for the Prince George's County Government. Our staff is intensely committed to delivering high performance and exceeding expectations while striving to achieve a first-class user experience that is collaborative; swift; responsive; and accountable.

### Mission Critical Services:

- Land Acquisition and Real Property Division**
- Fleet Management
- Facilities Operation & Management
- Contract Administration & Procurement
- General Services Capital Construction
- Sustainable Energy
- Supplier Development and Diversity

In accordance with Sec. 2-111.01., The County Executive shall be authorized to sell, lease, or otherwise dispose of any County-owned real property, when such property is no longer needed for County use or when the proposed disposition is in furtherance of a public purpose, including a sale/leaseback or a lease/leaseback.



LAND ACQUISITION  
& REAL PROPERTY  
DIVISION (LARP)



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## Overview

# Land Acquisition & Real Property Division

The Land Acquisition and Real Property Division acquires, disposes of and leases space to enable County agencies to perform their missions. This division negotiates leases rates to achieve savings and improve our efficient use of available buildings, office space and facilities to deliver County services. This includes (but is not limited to) the identification and disposition of surplus lands.

Requests for information, if any, are reviewed upon receipt by LARP. Questions and responses shall be placed on the OCS website. **In no event will questions be answered over the phone by Land Acquisition and Real Property Division Staff. All questions must be submitted in writing** via the Land Acquisition and Real Property Division email address:

[OCS\\_RealProperty@co.pg.md.us](mailto:OCS_RealProperty@co.pg.md.us)

Responses are not viewed until the deadline for responses as outlined in the solicitation has been met.



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# Introduction

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Prince George's County (the "County"), through the Office of Central Services ("OCS"), seeks to develop the various surplus development parcels in response to **CR-17-2019**, surplus development parcels located throughout the County.

Pursuant to Section 2-111.01 of the Prince George's County Code, OCS invites qualified Development Team(s) ("Respondent") to respond to this **Request For Expression of Interest Proposals ("EOI")** for the disposition and development of these various surplus parcels (the "**Surplus Development Parcel**" or "**Site**", see **Appendix J** for Development Parcel Map), totaling approximately 54 individual parcels, pursuant to a fee simple or ground lease transfer.



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# Prince George's County Disposition Policy

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This policy is intended to create a process that is **transparent to the community** which **engages competition** for desired County assets, that **maximizes return on investment**, and **provides a vehicle for responsive collaboration** for desired use or development of the property that reflects the County's economic sustainability goals and desired community assets.



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# House Keeping Rules

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The purpose of this website is to allow respondents to present pre-submission questions related to LARP's EOI Submission that are advertised for disposition. This conference is **NOT** meant for the expression of "general public" opinion, commenting, debating, and/ or questions that are not related to a particular EOI for the purpose of submission.

- Responses during the Pre-Submission Conferences shall not be considered final, unless otherwise stated and/or the proposal is postponed to a future date and time to allow for further questions and answers to be provided.
- It is the Respondent's responsibility to monitor, review, and become familiar with the questions and answers, as with all Expression of Interest requirements and documents, prior to submission.
- Submit/ask one question at a time in the "[OCS\\_RealProperty@co.pg.md.us](mailto:OCS_RealProperty@co.pg.md.us) box". **PLEASE DO NOT ask multiple questions on different subject matter in the "your submission."**



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# House Keeping Rules (cont.)

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- Please present questions clearly. Be specific in asking your question or the particular identified MAP/Parcel. Be sure to reference "**Grand Slam 2019 and Map Numbers**", etc. on email subject line.
- No responses, interpretation of your questions during the Pre-Submission Expression of Interest (EOI) Q &A made orally **shall not** be considered binding.
- **Questions regarding this Expression of Interest Request for Proposals should be submitted via e-mail only with the subject line Grand Slam Question and the Map Number to [OCS\\_RealProperty@co.pg.md.us](mailto:OCS_RealProperty@co.pg.md.us)**
- Respondents shall not direct questions to any other person within the County except the Land Acquisition and Real Property Division personnel as allowed elsewhere in this EOI.
- **Responses to questions will be aggregated and posted on the following website:**

**<http://Centralservices.mypgc.us>**



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# Timeline

The County will endeavor to follow the timetable set forth below; however, the activities and timetable represented below are a **guideline only** and are subject to change at the County’s sole discretion and without prior notice.

ACTION	DATE/LOCATION
<b>1. Release of Expression for Interest</b>	<b>Monday, November 4, 2019 by 4:00 P.M.</b>
Pre-Submittal Conference 1	Thursday, November 7, 2019 from 2:00 P.M. – 4:00 P.M. <b>Location:</b> Office of Central Services, Conference Room 308-A, 3rd floor
Pre-Submittal Conference 2	Thursday, November 14, 2019 from 2:00 P.M. – 4:00 P.M. <b>Location:</b> Office of Central Services, Conference Room 308-A, 3rd floor
<b>2. Deadline for Receipt of Written Questions</b>	<b>Thursday, November 21, 2019 by 4:00 P.M.</b>
Deadline for Posting of Written Responses to Questions	Thursday, November 28, 2019 by 4:00 P.M.
<b>3. Expression of Interest Proposal Due</b>	<b>Tuesday, January 6th, 2020 4:00 P.M.</b>
<b>Date</b>	
Notification of Short Listed Respondent <i>(If Applicable)</i>	January 13, 2020
Request for Best and Final Offer <i>(If Applicable)</i>	January 17 thru February 6, 2020 by 4:00 P.M.
Best and Final Submission Due Date <i>(If Applicable)</i>	February 6, 2020 by 4:00 P.M.
<b>4. Final Selection of Respondent</b>	<b>Thursday, February 13, 2020</b>

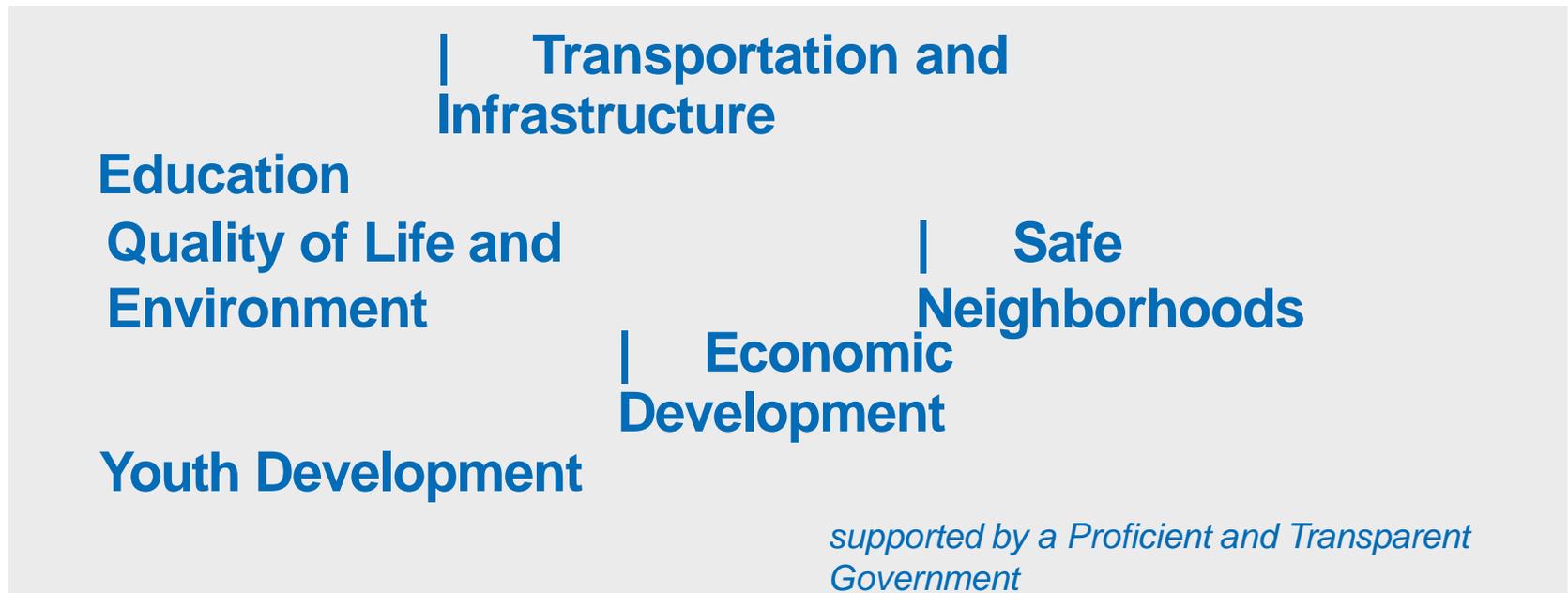




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# Prince George's County Policy Focus Areas + Requirements

The County requires that any proposed development program be economically viable to construct and operate. County Policy Focus Areas are:



Additional information on the County's legislative policies are located at the Council website <https://pgccouncil.us/305/Legislative-Priorities>





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# Submission Requirements

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The County will determine, in its sole discretion, whether each response received is responsive to the Expression of Interest and acceptable. The decision of the County in this regard is final and any determination on non-responsiveness will be explained to the applicable Team(s) upon request.

Responses that do not meet the following requirements will be deemed “**Non- Responsive**” and will not be considered for selection.



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# Statement of Minimum Offer/Terms

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Respondents shall complete the Bid Term and Statement of Minimum Business Term Sheet in **Appendix D**, which Term Sheet shall serve as the basis for negotiations of a Purchase and Sales Agreement of Land Disposition Agreement with the selected Respondent.

The Development Team may propose both or either a ground lease and/or the purchase of a fee interest of the Surplus Development Parcels for the County's consideration.



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# Directions

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## Format

All responses must meet the following format requirements:

- 1) Response shall be prepared on 8 ½” x 11” letter-size paper, bound length-wise, with tabs to separate sections.
- 2) Respondents shall submit five (5) hard copies of the response (all marked “COPY”), and one (1) electronic version of the response by **Tuesday, January 6th, 2020 4:00 P.M.**
- 3) Responses shall respond to each EOI item in the order outlined below in the “Response Contents” section. Each sub-section must be separated by tabs with sub-section headings.
- 4) Responses must not exceed a total of fifty pages, including appendices, drawings and renderings, on twenty-five sheets of double-sided paper. Drawing and renderings may be single-sided.



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# Directions (cont.)

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## Deposit

- Amount:** 10% of the Total Offer (or Sale Price)
- Format:** Amount all payments must be made by certified or cashier's check or a Standby, irrevocable letter of credit (See Appendix G for form) or payable to Prince George's County
- Due at:** EOI response submission
- Conditions:** If a Respondent's response is not selected, the certified or cashier's check or the irrevocable letter of credit shall be returned to the Respondent. If a Respondent's response is selected, the letter of credit will be considered a non-refundable deposit, only to be returned upon the Respondent's successful completion of Closing as determined by the County through the terms of the disposition agreement.



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# Directions (cont.)

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The hard copies and EOI deposit must be marked with:  
**“Surplus CR-71-2019 EOI - [Team-Name]” and Map Number** on the sealed envelope and delivered to the following address by the submission deadline:

**Ikenna Udejiofor**

Administrator | Prince George’s County Government

Office of Central Services

Land Acquisition & Real Property Division

1400 McCormick Drive

Suite 336

Largo, MD 20774

[ocs\\_realproperty@co.pg.md.us](mailto:ocs_realproperty@co.pg.md.us)



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# Evaluation Criteria

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Successful proposals will demonstrate that the Respondent has:

1. Propose a use for the Surplus Development Parcel that is consistent with County's overall Policy Focus areas;
2. Met the minimum sale price offer set at fair market value, which is determined by an independent appraiser; and
3. The financial capacity and ability to successfully close on the transaction and offer an attainable development timeline to convert the Surplus Development Parcel to its optimal utility.

The basis upon which Respondents will be evaluated includes, but is not limited to, the following:

- Attainment of County Policy Focus Area**
- Development Vision**
- Project Financial Feasibility and Team's Financial Capacity**
- Met the Surplus Development Parcel Fair Market Value**
- Best and Final Offer Submission, (if applicable)**



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# Announcement of Shortlist

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Upon review of the responses, OCS and/or the Panel may, at its sole discretion, identify a shortlist of Respondents and has the sole and absolute discretion to conduct discussions with all, or some, of the Respondents on the shortlist via “Best and Final Offer” submissions. OCS will contact all Respondents and inform them of the results of the selection review process.



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# Best and Final Offer Submission

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If Respondents are asked to submit a “Best and Final Offer”, Respondents are expected to adhere to the additional guidance provided by OCS and submit a final revised proposal for OCS’s final consideration. Upon receiving the “Best and Final Offer”, OCS reserves the right to have additional rounds of requests for information, and conduct further discussions and negotiations if the Best and Final Offers lack adequate information to reach a final selection.



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# Pre-development + Development Goals

- Respondents should draw independent conclusions concerning conditions that may affect the methods or cost of development.
- Respondents shall be solely responsible for all pre-development (including environmental remediation costs and due diligence studies such as traffic, geotechnical, storm water management, historic preservation reviews, and other site preparations) and project development costs.
- Respondents shall be solely responsible for all costs related to obtaining necessary permits, approvals, clearances, and licenses at the appropriate time, including, without limitation.
- The County reserves the right to award multiple properties to a bidder if determined in the best interest of the County. The County will convey the properties described herein to the successful bidder by quit claim deed.
- The County reserves the right to place any necessary covenants on the property as necessary, based on the proposed usage described on the bidder's Expression of Interest proposal form.



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County Executive

# Caveat Emptor “Let the buyer beware”

All surplus property sales are handled on a caveat emptor “let the buyer beware” basis. County-owned surplus property are therefore offered “**where is**” and “**as is**”.

**It is the buyer’s responsibility to research the parcel(s) prior to submission of an Expression of Interest.**

Prince George’s County makes no representation of warranty, expressed or implied, as to the physical condition, fitness for any specific use, or development potential of any property.



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Thank You!

# QUESTIONS + ANSWERS

