



PRINCE GEORGE'S COUNTY GOVERNMENT

Office of Central Services

Angela D. Alsobrooks
County Executive

Jonathan R. Butler
Director

Glenn Moorehead
Deputy Director

Michael W. Brown
Deputy Director

SOLICITATION OCS-2022-CPRK-02

Surplus Parking Lot near College Park Metro RFP

In order to ensure a fair competition for this opportunity and that all interested parties have equal access to information, the Office of Central Services (“OCS”) will be posting the questions and answers provided continuously until the deadline for submissions.

AMENDMENT NO. 1

Amendment Number 1 is hereby issued and posted on the Office Central Services’ website on April 4, 2022. Except as otherwise noted, all other terms and conditions of the solicitation remain unchanged.

RESPONSE TO WRITTEN QUESTIONS

The following questions were submitted via e-mail to OCS-Solicitations@co.pg.md.us. Answers follow each question.

1. Does the County have a preference for use?

The County does not have a specific preference for a particular development program or programmatic use. Competitive projects will be financially viable, respect the character of the community, and meet the County’s policy goals outlined in the RFQ.

2. Who will be on the selection committee?

A multi-agency selection committee for the Surplus Parking Lot near College Park Metro RFP will be comprised of County government officials who have expertise related to the real property development opportunity.



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3. Is there an ALTA survey plan for the property?

No, we do not have an ALTA survey.

4. Are there any easements associated with the Surplus Parking Lot near College Park Metro RFP currently?

Unknown. The disposition property will be conveyed subject to all restrictions, easements, and encumbrances of record.

5. What is the RFP selection process?

Please refer to the RFP for information on the selection process and associated timeline.

6. What is the process for getting the Letter of Credit or RFP Submission deposit back if you submit an RFP response and are not selected?

The Teams that are not awarded the opportunity to negotiate for the development of the site will have their Letters of Credit or Submission deposit returned upon coordination with OCS and an acknowledgment of receipt upon pick-up.

7. How much retail does OCS anticipate for the site?

OCS does not prescribe a specific amount of retail for the site; however, OCS anticipates the vast majority of the development program to be residential. Retail or commercial uses proposed should be supported by realistic market assumptions.



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8. Is the county requiring union labor for the construction or operation of the any part of the project?

By law, the County cannot require unions to be part of this development. However, the County seeks to have local and minority participation at all levels of the project, including design, development contract, marketing, sales, and leasing. Respondents should identify team members and equity partners that are certified Minority Business Enterprises or local businesses.

As stated in the RFP, the County is interested in compliance with wage and reporting requirements and creation of quality jobs, and will look for information provided in the responses on the number of jobs and the quality of jobs and compensation.

9. Is there information available from previous year' submissions and selection?

No, Previous Submissions are limited due to confidential documents and information. The previously selected Respondent was New County Hotel LLC.

10. What are the exact boundaries of the disposition property?

Exact boundaries to be identified when the designated developer completes the survey per RFP, subject to OCS Right of Entry approval.

11. Is there a site plan that can give dimensions from the disposition boundary line to the property?

No, we do not have such a Site Plan.



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12. Please clarify if new developers would be excluded or given less consideration?

No, any new Developer who demonstrates their ability to execute a quality project through their portfolio, team qualifications, and references will not be excluded from this process. Developers who demonstrate their ability to execute a quality project through their portfolio, team qualifications, and references will score the maximum points via the selection criteria, section 5.2.

All qualified organizations, development firms, and individuals are encouraged to demonstrate their ability to execute a quality project through their portfolio, team qualifications, and references

13. What are the parking requirements—will the City of College Park or County require 1:1 parking or are you willing to accept a reduced ratio?

The County will be looking to the developers to provide a parking study and proposal on the number of spaces needed for the project. The County and its Development Review Board have had a successful track record of understanding the unique conditions of each site, being flexible, and would consider a reduced parking ratio with substantiation.

14. Does the County have an appraisal for the property?

We have requested a current FMV appraisal which shall be available to the County Council as background disposition information for their evaluation of the proposals. County code requires OCS to obtain the appraised Fair Market Value (FMV) for every property it disposes of. Generally, only high bidders are considered for an award in OCS dispositions and each high bid is evaluated against the appraised FMV.

15. What is the deadline for the RFP submission?

The College Park Metro RFP submission deadline is Friday, April 15, 2022 at 4:00 P.M. E.S.T.



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16. Are there any easements associated with the Campus Drive?

Unknown. The disposition property will be conveyed subject to all restrictions, easements, and encumbrances of record.

17. How do we submit confidential financial information?

All information, including financial information, should be submitted via the RFP web application. RFP submissions will remain confidential. However, it is recommended that sensitive information, such as account numbers, be redacted prior to submission.

18. Will the County provide funding for any of the site infrastructure?

Currently, there has been no funding identified for any of the RFP site infrastructure. However, respondents should share any financial gaps in the project budget within their proposals.

19. Is there any risk mitigation/assurity for developers?

The property will be transferred "as is where is" As noted in the RFP, Respondents pursue this solicitation at their own risk.

20. If conditionally selected, will the County be open to negotiations on financing as well as value?

It is expected that at the time of submission, all respondents will have done as much due diligence as possible and all figures submitted will be considered to be based on those findings. There will be a post-award negotiation period to determine the terms of the Land Disposition and Development Agreement. If necessary, these negotiations could include adjustments based on substantive new and/or unforeseen information.



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21. Given we are analyzing various use scenarios for the Surplus Parking Lot near College Park Metro RFP, are there any uses that the County considers unacceptable?

Please reference question number 1 above, uses consistent with the RFP will be considered.

22. Would the County have any concerns with a developer selling homeownership/ condos on a long-term lease at the Surplus Parking Lot near College Park Metro?

No. All uses and ownerships structures consistent with the RFP will be considered.

23. Is there a list of people/ interested parties available with OCS? Can this information be made publicly available to all interested parties?

We have no mechanism tracking the download of the RFP from OCS web page, therefore we do not have a list of interested parties, or, those who may have downloaded the RFP.

24. What level of design are you looking for?

We encourage respondents not to spend funding on the creation of architectural drawings and design, however, review panels would like to understand the project and its various amenities.

25. Just to confirm, there will not be County financing?

Please reference responses to question 20. Respondents should not expect financing from Prince George's County Government.



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26. As a developer, if we decide to build affordable housing, will the County's DHCD provide a subsidy?

No, if any County subsidy shall be used solely for the creation of the affordable housing components. The gap subsidy amount should represent an effective and efficient use of public funds used to produce affordable housing.

OCS encourages teams to explore other financing sources to fund any commercial/retail components.

27. Is there a preference between a long-term ground lease or a fee simple sale of the land?

OCS generally prefers disposition through a "fee simple sale" but will consider a long-term ground lease scenario as well.

28. What's more important: the county setting the most value for the land or the most affordable housing?

The County will do its best to balance the need for more affordable housing with obtaining an appropriate fair market land value.

29. What is the intent of the equitable participation component in the RFP?

In the interest of advancing access to opportunities to manage meaningful development activities, OCS has designated project as an instance to serve the dual purpose of promoting economic activity and facilitating equitable access to the opportunities afforded by development projects. The County intends to take deliberate steps to assist small, local, and disadvantaged businesses and people too, not just participate in larger opportunities (that maximize, by the percentage of ownership and control) but, build the capacity necessary to lead and manage those opportunities



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in the future. OCs will prioritize Proposals that maximize, by leadership and/or inclusion, individuals who are either:

- Black Americans;
- Hispanic Americans;
- Members of other groups for which a rebuttable presumption exists that the individuals are socially disadvantaged (13 C.F.R. §124.103(b)(1)); or
- Socially disadvantaged as established by a preponderance of the evidence (13 C.F.R. §124.103(c))

30. Can foreign companies participate in the bidding opportunity?

How to register a foreign LLC: [https://dat.maryland.gov/businesses/Pages/Non-Maryland-\(Foreign\)-Business-Entities.aspx](https://dat.maryland.gov/businesses/Pages/Non-Maryland-(Foreign)-Business-Entities.aspx)

31. Will there be future opportunities to access/survey the site?

We do not anticipate additional opportunities to access the sites, beyond the identified dates provided in the Surplus Parking Lot near College Park Metro RFP or when the Right of Entry Agreement is executed.

32. Will we need to consider typical closing or transfer costs for the purchase and should we expect to pay the first year of property taxes?

Respondents will need to consider typical closing fees and the property taxes will be prorated based on the date of the closing.



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33. What are the conditions of the sale?

Except as otherwise provided herein, the property is sold "as-is", "where-is" and "with all faults" and the County makes no warranties or representations, expressed or implied. Respondent expressly assumes the risk that any restrictive covenants, zoning laws, or other recorded documents may restrict or prohibit the use of the Property for the purpose(s) intended by the Respondent. Respondents should not rely on this information and should conduct their due diligence.

A handwritten signature in blue ink, appearing to read "Ikenna".

Ikenna Udejiofor
Project Development Manager

March 28, 2022

Date

End of Amendment No. 1

