Land Acquisition & Real Property Division



Please save this form, fill	it out and send to OCS_RealProperty@co.pg.md.us		
SELLER/LESSOR	Prince George's County, acting by and through the Office of Centra	al Services (the "County")	
RESOLUTION NUMBER			
	* BEFORE YOU PROCEED *		
	the County's Transaction Terms, Reservation of Rights and Miscellar		
<u>htt</u>	o://www.princegeorgescountymd.gov/4174/TERMS-RIGHTS-AND-RESERV	AHONS	
SECTION 1 - RESPONDEN	T CONTACT INFORMATION		
NAME (Individual or Entity)			
ADDRESS			
CITY, STATE, ZIP CODE			
PHONE NUMBER E-MAIL			
SECTION 2 - PROPERTY D	ESCRIPTION		
ADDRESS		MAP #	

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BID LONG FORM - EXPRESSION OF INTEREST

SECTION 3 - INTENDED USE OF PROPERTY/PROJECT CONCEPT

1.	State your intended use and/or vision for the project.	Provide as much detail as possible and include the following:
	a. Scope and scale of the Development Project	

b. Overall concept and vision for the Development Project including how the vision will integrate with and enhance the surrounding community

c. County, community and stakeholder engagement strategy, to the extent feasible.



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(d.	Development plans (master plans, concept drawings, elevations and renderings), if available.
6	Э.	Zoning strategies, including a detailed explanation and justification for any proposed variance from conventional zoning requirements or zoning map amendments, if applicable.
f		Project schedule and milestones from award through project completion. The Phasing plan that describes your strategy and timing for delivering various components of the project. If entitlements are required, describe each step in the approval process.
		asmoning various compensation of the project in chitacontoine are required, according to the interest approval process.

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BID LONG FORM - EXPRESSION OF INTEREST

SECTION 3 - INTENDED USE OF PROPERTY/PROJECT CONCEPT (CONTINUED)

g. Solutions to potential challenges to the project, as foreseeable.



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BID LONG FORM - EXPRESSION OF INTEREST

SECTION 3 - INTENDED USE OF PROPERTY/PROJECT CONCEPT (CONTINUED)

2. As to the Development Project, state the extent to which the intended use:

will improve the surrounding neighborhood

is expected to eliminate blight

will further economic development

will leverage Transit-Oriented Development

will increase property values

will serve the public interest

3. State any additional information you would like the Office of Central Services to consider.



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BID LONG FORM - EXPRESSION OF INTEREST

SECTION 4 - BUDGET SOURCES AND USES

1. Provide a "Sources and Uses" analysis that at a minimum, shall include the following:

SOURCES

A breakdown of all funds to be obtained (including equity, debt, fund-raised capital, non-County funding, etc.) for the payment of the Uses in the project.

USES

A detailed project budget that breaks down all costs to be incurred to construct new improvements including hard costs (including base building costs, contingencies, furniture, fixture, and equipment costs, etc.); soft costs (including architecture fees, engineering fees, professional service fees, development fees, etc.); and acquisition and financing costs.

TOTAL SOURCES \$ TOTAL USES \$

Sources and Uses should not show any gaps or shortfalls. OCS shall not provide any public subsidy to fill funding gaps or shortfalls.

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BID LONG FORM - EXPRESSION OF INTEREST

SE	ECTION 5 - FINANCING STRATEGY AND FINANCIAL CAPACIT	Υ
1.	Provide the following, if applicable. a. Equity commitment to the project and the timing/disbursement of the project and the project an	of that commitment.
	b. Satisfactory evidence of your ability to secure project debt and	equity, including commitment letters from prospective investors
	c. Financial capacity of project team members in the form of bala uncommitted discretionary sources of equity, and/or any other r	nce sheets, profit and loss statements, evidence of lines of credit and naterial financial statements
	e County seeks to evaluate Respondents' ability and willingness	s to invest sponsors' equity and self-fund project pre-developmen

The County seeks to evaluate Respondents' ability and willingness to invest sponsors' equity and self-fund project pre-development costs. Respondents are hereby put on notice that all such money expended is at the sole risk of the Respondent, and under no circumstances shall the County be responsible to reimburse the same.



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BID LONG FORM - EXPRESSION OF INTEREST

SECTION 6 - RESPONDENT TEAM - PROFILE/BACKGROUND

1. The "Project Team" is defined as the lead developer plus any other developers, tenants, and key team members, such as architects, engineers, contractors, lenders, attorneys, tenant partners, etc. who are critical for consideration by the County. Respondents shall identify the following key team entities:

a. Firm Profile

Respondent shall provide a brief profile/history of the organization, team and experience.

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BID LONG FORM - EXPRESSION OF INTEREST

SECTION 6 - RESPONDENT TEAM - PARTNERS

1. The "Project Team" is defined as the lead developer plus any other developers, tenants, and key team members, such as architects, engineers, contractors, lenders, attorneys, historians, etc. who are critical for consideration by the County. Respondents shall identify the following key team entities:

b. Development Partners

Identify any and all development partners for the project, including the decision-making individual for the entity.

c. Financial Partners

If applicable, identify construction and permanent lenders, major investors, and key consultants included in the financing strategy. (Submit "N/A" if not applicable)

d. Design Team

If applicable, identify architects, engineers, and consultants. (Submit "N/A" if not applicable)

e. Other relevant team members

If applicable, please identify (Submit "N/A" if not applicable)

f. Escrow/Closing Agent

Include full name, mailing address, email address and telephone number.

If applicable, Seller and Purchaser agree to execute such reasonable escrow instructions as may be appropriate to enable the Title Company (or closing agent if different) to comply with the terms of this Agreement.



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BID LONG FORM - EXPRESSION OF INTEREST

SECTION 7 - EXPERIENCE AND KEY PERSONNEL

1. Relevant Experience.

Indicate your ability to deliver projects similar in scope and scale to your proposed project.

Include past projects (at least one project) that have comparable components and identify the following:

PROJECT 1	
PROJECT NAME OR TITLE	
PROJECT ADDRESS OR LOCATION	
PROJECT DESCRIPTION Include use(s), total square footage, number of units, rental/sales, affordability, etc. (if applicable)	
TOTAL PROJECT COST	\$
Estimated OR Actual total development costs	•
FINANCING Proposed OR Actual financing structure	
REFERENCES Include name, e-mail addresses and/ or telephone number	
T	

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SECTION 7 - EXPERIENCE AND KEY PERSONNEL (CONTINUED)		
PROJECT 2		
PROJECT NAME OR TITLE		
PROJECT ADDRESS OR LOCATION		
PROJECT DESCRIPTION Include use(s), total square footage, number of units, rental/sales, affordability, etc. (if applicable)		
TOTAL PROJECT COST	\$	
Estimated OR Actual total development costs		
FINANCING Proposed OR Actual financing structure		
REFERENCES Include name, e-mail addresses and/ or telephone number		

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BID LONG FORM - EXPRESSION OF INTEREST

SECTION 7 - EXPERIENCE AND KEY PERSONNEL (CONTINUED)

2. Key Personnel

Provide the name(s) of key personnel, if applicable beyond "Respondent Contact Information" in Section 1, their proposed role(s) and contact information. Key personnel shall have primary involvement in the project.

NAME (Individual or Entity)	NAME (Individual or Entity)
ROLE	ROLE
PHONE/E-MAIL	PHONE/E-MAIL
NAME (Individual or Entity)	NAME (Individual or Entity)
ROLE	ROLE
PHONE/E-MAIL	PHONE/E-MAIL



BID LONG FORM - EXPRESSION OF INTEREST

SECTION 8 - MINIMUM BUSINESS TERM

PURCHASE PRICE

(If fee simple acquisition)

OR ANNUAL BASE RENT

(If ground lease)

TOTAL BID PURCHASE AMOUNT \$

Respondent shall pay the total bid purchase amount to the County for fee simple conveyance of the Development Project at closing.

10% EARNEST MONEY DEPOSIT \$ (EMD)

ADDITIONAL CONSIDERATIONS

TOTAL ANNUAL BASE RENT \$

Respondent shall pay the total annual base rent to the County

ESCALATION
ANNUAL BASE RENT (YR 1)

%

Annual base rent shall increase by this percentage on the first anniversary of the closing date

ESCALATION ANNUAL BASE RENT

%

Annual base rent shall increase by this percentage every subsequent anniversary of the initial rent escalation date for the term of the ground lease

10% EARNEST MONEY DEPOSIT \$ (EMD)

Respondent shall deliver to the County either a Certified or Cashier's Check, Electronic Transfer or Irrevocable Standby Letter of Credit in the amount of the EMD identified above, which is equal to ten percent (10%) of the Purchase Price, or ten percent (10%) of the appraised land value (if entering into a ground lease) is enclosed.



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BID LONG FORM - EXPRESSION OF INTEREST

SECTION 9 - ECONOMIC AND PUBLIC BENEFITS ANALYSIS

1.	Co	espondent must provide a detailed, but concise, overall description as to how their Proposal will benefit the economy of the bunty. Respondent shall at a minimum provide the following, (but not limited to): New real property taxes generated on annual basis.
	b.	New construction period taxes generated based on construction schedule.
	C.	New sales taxes generated
	d.	Estimate of new contracting opportunities created (including eligible Prince George's County-Based Small Business (CBSB); County-Based Business (CBB); County-Located Business (CLB) and/or Minority Business Enterprise (MBE))
	e.	Estimate of new full-time and part-time jobs created (including County residents)
	f.	Any multiplier effects

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BID LONG FORM - EXPRESSION OF INTEREST

SECTION 10 - ADDITIONAL INFORMATION (ATTACHMENTS)

Respondent may attach additional information to assist the County in its evaluation of the EOI. Refer to Instruction to Bidders for the maximum number of pages allowed. Attachments include appendices, exhibits, drawings and renderings.

SECTION 11 - AFFIDAVIT AND ELECTRONIC SIGNATURE AGREEMENT

I, the Respondent, certify that:

- 1. I have independently arrived at and submitted this bid without collusion, agreement, understanding, or planned common course with any other Respondent or county employee.
- 2. I am legally entitled to enter into contracts with Prince George's County and I am not in violation of any prohibited conflict of interest.
- 3. I have fully informed myself regarding the accuracy of the statements made in this affidavit.
- 4. I have read the entire content of the Invitation for Bids, including the Instructions, Form and Terms.
- 5. I accept all the terms and conditions herein as part of my bid and I will be bound by the same.
- 6. I am not relying on any statement, verbal or otherwise, not contained herein.
- 7. I have examined the property(ies) identified and acknowledge its "As-is" condition.
- 8. I agree that an electronic signature of an authorized Prince George's County, Maryland representative is the legal equivalent of his/ her manual signature on the agreement attached hereto (the "Agreement"). By signing the Agreement, I/Entity consent(s) to be legally bound by the Agreement's terms and conditions. I/Entity further agree that the County's use of computer software, a key pad, mouse or other device to select an item, button, icon or similar act/action, in accessing, reviewing, approving and/or signing the Agreement, constitutes his/her signature (hereafter referred to as "E-Signature"), acceptance and agreement as if actually signed by him/her in writing. I/Entity also agree(s) that no certification authority or other third party verification is necessary to validate the County's E-Signature and that the lack of such certification or third party verification will not in any way affect the enforceability of the County's E-Signature or any resulting contract between myself/Entity and the County.

I have read the County's Transaction Terms, Reservation of Rights and Miscellaneous Provisions http://www.princegeorgescountymd.gov/4174/TERMS-RIGHTS-AND-RESERVATIONS

I have enclosed the 10% Earnest Money Deposit as calculated in Section 8

NAME/ENTITY	TITLE
AUTHORIZED	
SIGNATURE	DATE



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SECTION 11 - AFFIDAVI	T AND ELECTRONIC SIGNATURE AGREEMENT (CONTINUED)	
•	Maryland hereby agrees to conduct transactions with the above names set forth above and agreed to by Individual/Entity.	ed Individual/Entity by electronic means
NAME	TITLE	
SIGNATURE	DATE	