



REDEVELOPMENT AUTHORITY OF PRINCE GEORGE'S COUNTY

REQUEST FOR PROPOSALS NO. 2019- 2

*Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road
Riverdale, Maryland 20737*

ISSUE DATE: October 31, 2019

PROPOSAL CLOSING: January 10, 2020, 12:00 Noon

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<http://www.princegeorgescountymd.gov/Government/AgencyIndex/Redevelopment/index.asp>.
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**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

TABLE OF CONTENTS

SECTION I: INTRODUCTION

PAGE NO.

1.1.	Summary Statement	3
1.2	Proposal Closing Date.....	4
1.3	Questions and Inquiries.....	4
1.4	Public Review Process.....	5
1.5	Proposal Acceptance	5
1.6	Duration of Proposal Offer	5
1.7	Notice to Offerors	5

SECTION II: GENERAL INFORMATION

2.1	Economy of Preparation/Incurred Expenses.....	6
2.2	Addenda to the Request for Proposals	6
2.3	Oral Presentations	6
2.4	Confidentiality/Proprietary Information	6
2.5	Allowance of In-House Work.....	7
2.6	Withdrawal of Proposal	7
2.7	Formation of Agreement/Contract with Successful Contractor.....	7
2.8	Affidavits, Certifications and Affirmation.....	7

SECTION III: SCOPE AND REQUIREMENTS

3.1	Background	8
3.2	Site Description	8
3.5	Key Development Objectives	12

TABLE OF CONTENTS

SECTION IV: PROPOSAL SUBMITTALS	<u>PAGE NO.</u>
4.1 Technical Proposal Format Outline	13
4.2 Format Description	14

SECTION V: EVALUATION AND SELECTION PROCESS

5.1 Selection Process	16
5.2 Evaluation and Selection Committee.....	16
5.3 Qualifying Proposals.....	16
5.4 Evaluation Criteria	17
5.5. Final Ranking and Selection	18
5.6 Exclusive Rights Option Fee.....	18
5.7 Proposals Property of the RDA.....	19

SECTION VI: APPENDICIES

- Appendix A-1: Vendors Oath and Certification
- Appendix A-2: Statement of Ownership and Bidder Qualification Affidavit

SECTION I: INTRODUCTION

1.1 SUMMARY STATEMENT

The Redevelopment Authority of Prince George’s County (RDA) is hereby soliciting proposals for development of a parcel consisting of approximately 6-acres located at 6700 Riverdale Road, Riverdale, MD 20737 (Prince George’s County Tax Map 43, Grid B-3, Parcel 5), directly across Riverdale Road from the Purple Line Beacon Heights Station.

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

1.2 SELECTION PROCESS TIMELINE

A. Pre-submittal Conference

November 15th, 2019
Time: 2:00 p.m.
9200 Basil Court, Suite 200
Largo, Maryland 20774

B. Proposal Closing Date

Proposals must be received, and time stamped by the Redevelopment Authority no later than January 10, 2020 at 12:00 noon. The submittals must be sealed, and the outside envelope must be clearly marked "RFP No. 2019-2". Emailed submissions will not be accepted.

The Offeror must submit original and 4 copies of the Technical Proposal in a sealed package and address to:

Stephen J. Paul
Executive Director
Redevelopment Authority of Prince George's County
9200 Basil Court, Suite 504
Largo, Maryland 20774

Late proposals will not be considered. Offerors mailing proposals should allow enough 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.

1.3 QUESTIONS AND INQUIRIES

Questions and inquiries must be submitted via email no later than seven business days prior to the Request for Proposals closing date to:

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

Patricia Omondi Senior Construction Adviser at: Paomondi@co.pg.md.us

Responses to all questions will be posted on the RDA website. It is the responsibility of all offerors to regularly check the RDA web site for responses to questions and any addendums or changes to the this RFP.

1.4 PUBLIC REVIEW PROCESS

Prior to executing a Developer Agreement, the selection will be approved at an open public meeting by the RDA Board of Directors.

1.5 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.

1.6 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.

1.7 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.

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

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 posted on the RDA website. It is the responsibility of all offerors to regularly check the RDA website for any changes or addendums to this RFP.

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 proposed management techniques, 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 Maryland Freedom of Information Act, 10-601 *et. seq.*, State Government Article, Maryland Annotated Code County Section 203 and County Administration Procedure 133. 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).

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

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.

2.6 WITHDRAWAL OF PROPOSAL

Proposals may be withdrawn upon written request from the Offeror at the address shown in the solicitation prior to the time of closing. Negligence on the part of the Offeror in preparing the proposal confers no right of withdrawal after time fixed for closing of the proposals.

2.7 FORMATION OF DEVELOPMENT AGREEMENT WITH SUCCESSFUL OFFEROR

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

2.8 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.

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

SECTION III: SCOPE AND REQUIREMENTS

3.1 BACKGROUND

The mission of the Redevelopment Authority of Prince George’s County is to serve as the County’s principal real estate development entity with a specific focus on the development of catalytic mixed-use projects in underserved communities and at transit centers, incorporating mixed income multifamily rental and homeownership opportunities, complementary retail uses, amenities and sustainable development practices. This mission is accomplished through strategic site acquisitions, partnerships with private and nonprofit real estate development entities and facilitating land use entitlement and project construction.

3.2 SITE DESCRIPTION

The site, former headquarters of the Maryland National Capital Park Police, is approximately 6 acres and is located at 6700 Riverdale Road in Riverdale, Maryland. It is strategically located, in an Opportunity Zone, directly across Riverdale Road from the Beacon Heights Station of the 16-mile Purple Line light rail line that will extend from Bethesda in Montgomery County, to Prince George’s County. The Purple Line will provide a direct connection to the District, Maryland and Virginia Metrorail Red, Green and Orange lines at Bethesda, Silver Spring, College Park and New Carrollton and connects to MARC and Amtrak commuter rails and local and regional bus routes.

With existing R-55 zoning, the site is not currently zoned for mixed use development, however, its location in the Beacon Heights Station Neighborhood Center Core (see Map 2 below) provides the opportunity for new mixed-use development. The approved East Riverdale-Beacon Heights Sector Plan (“Sector Plan”) amends the 2014 Prince George’s 2035 Approved General Plan (“Plan 2035”) by defining the Beacon Heights and Riverdale Park Neighborhood Centers. Sector Plan Policy LU10 states “The Beacon Heights Neighborhood Center should be redeveloped with a mix of residential and retail uses. To preserve the supply of affordable/workforce housing, work with property owners to phase redevelopment within the Beacon Heights Neighborhood Center so that the Core is substantially redeveloped prior to the Edge. Permit densities of residential and commercial development commensurate with those Neighborhood Centers recommended in Plan 2035. “ Plan 2035 describes Neighborhood Centers as “primarily residential areas that are often lower in density. These areas generally have fewer transit option (s) and offer neighborhood-service retail and office uses.” Plan 2035 Neighborhood Center visions include mid-rise and low-rise apartment and condominiums, townhouse, and small-lot single-family housing and recommends an average net housing density

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

for new development of 10-15 dwelling units per acre and floor area ratio for new commercial development between 0.5 and 2.

The site receives further recommendations in the Sector Plan under Strategy LU10.1 “If possible, consolidate properties to integrate the development potential of the property at 6700 Riverdale Road and surrounding properties. This redevelopment should include a signature public open space feature such as a plaza, green, or common that meets the Urban Park Guidelines in Formula 2040, Urban Park Guidelines.”

The Sector Plan also indicates phasing for the Neighborhood Center, with phase one being 5-10 years. In Phase 1, properties north of the station are redeveloped with multifamily buildings, perhaps with ground-floor retail, fronting Riverdale Road and town-houses behind. This development includes a central common or green at a terminus of an extended Veterans Parkway.

The Sector Plan is predicated on several key assumptions about zoning:

1. The County’s Zoning Rewrite will be completed, and a new Zoning Ordinance will be enacted.
2. The vision, goals, policies, and strategies contained in the Sector Plan cannot be realized through the zoning that will exist on the date of approval of the Sector Plan.
3. If a new Zoning Ordinance is not enacted, a stand-alone Sectional Map Amendment will be necessary to rezone properties within the Sector Plan Area.
4. A link to the Preliminary East-Riverdale Sector plan is provided below:
<http://www.pgplanning.org/394/East-Riverdale-Beacon-Heights-Sector-Plan>

3.3 SITE CONDITIONS

A. As-Is Condition

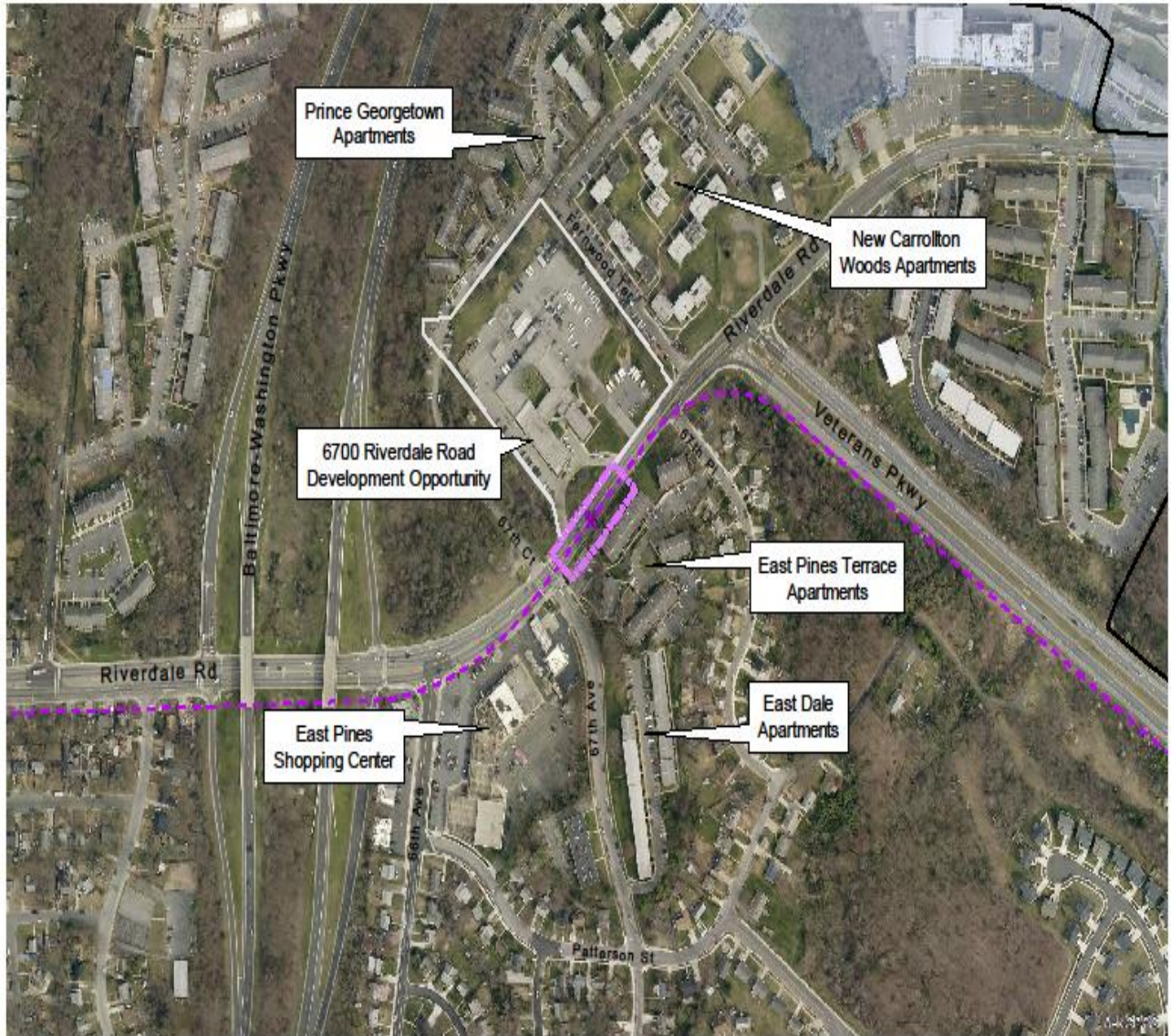
The Site shall be conveyed in “as-is” condition, without representation or warranty by the RDA as to physical or environmental condition of the land or any existing structures.

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

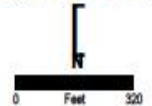
**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**



- East Riverdale - Beacon Heights Sector Plan Boundary
- Proposed Beacon Heights Purple Line Station Location (MTA)

- Proposed Purple Line and Station (MTA)
- 1989 Prince George's County Floodplain Study Area

- 6700 Riverdale Road Development Opportunity



Map 1- Beacon Heights Station Area

Map 2- Beacon Heights Station Neighborhood Center



A. Soil or subsurface conditions

Notwithstanding prior studies available for Offeror’s review, the RDA makes no representations regarding the character or extent of soil or subsurface conditions or the conditions and existence of utilities and or other debris or structures that may be encountered during any work, development, construction or occupancy of the Site.

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

B. Environmental Remediation

Offerors will be responsible at their sole cost and liability for any environmental remediation that may be associated with removal or disturbance of existing improvements or other preparation of the Site.

3.4 PREDEVELOPMENT AND DEVELOPMENT COSTS

Offerors shall be solely responsible for all pre-development including demolition of existing improvements, environmental remediation costs and traffic, geotechnical, storm water management, historic preservation due diligence studies and project development costs.

Offerors shall be solely responsible for all costs related to obtaining necessary entitlement, permits approvals, clearances, and licenses.

All funds expended one due diligence and predevelopment work during negotiation with the RDA shall be at the Offeror's sole risk. Under no circumstances shall the RDA be responsible reimbursement of any costs even if the project is not successfully completed due to no fault of the Offeror.

3.5 KEY DEVELOPMENT OBJECTIVES

- A. Conformance with the land use visions and goals for the Beacon Heights Station Neighborhood Center provided in the Preliminary East Riverdale-Beacon Heights Sector Plan.
- B. Support the Purple Line Corridor Housing Action Plan 2019-2022 goal of ensuring a mix of affordable, workforce and market housing price points along the Corridor through strategic acquisitions and redevelopment of publicly owned sites.
- C. Creation of sustainable mixed-use mixed-income communities including multifamily rentals, homeownership, senior housing and community serving retail.
- D. Prioritization of proposals that incorporate Affordable Dwelling Units (ADU) for households at or below 80% of the area median income.

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

- E. Encourage the assembly of adjacent parcels to create a comprehensive redevelopment of the Beacon Heights Neighborhood Center.
- F. Partnership and or strategy to provide healthy food access for community residents.
- G. Minority, women owned and local business participation in the project at an equity and contracting level.
- H. Embrace the principles of new urbanism, such as walk-ability and Green design.
- I. Maximize financial return to the RDA.

SECTION IV: PROPOSAL SUBMITTALS

4.1 TECHNICAL PROPOSAL FORMAT OUTLINE

Each technical proposal shall have the following sections prominently displayed:

- 1. Transmittal Letter
- 2. Title
- 3. Table of Contents
- 4. Development Team, Corporate Structure & Capacity
- 5. The Project
 - a. Proposal Narrative and Description
 - b. Parcel assembly strategy if applicable
 - c. Evidence of site control if parcel assembly strategy proposed
 - d. Affordable Housing
 - e. Architectural Design
 - f. Conceptual Site Plan
 - g. Green Building Standards
 - h. Schedule Estimate and Milestones
 - i. Financing Plan
 - j. Existing Residents Relocation/Transition Strategy (if parcel assemblage proposed)
- 6. Financial Return to the RDA
- 7. MBE/WBE and Local Business Participation
- 8. Community Support Letters
- 9. Statement of no Conflict of Interest
- 10. Statement of no Pending or Threatening Litigation
- 11. Exceptions or Restrictions

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

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 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 2019-100. 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, Section I: 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 Development Team and Capacity: Offerors must submit the names of the key members of the proposed development team including the lead developer, proposed partners, if any; the architect, engineer, and legal counsel. Resumes for each key member of the team should be submitted along with descriptions of at least three projects of similar scope to the one proposed that have been successfully completed by each of the team members. The proposed corporate structure of the development team must also be described.

For representative projects provide the following:

- a. Project name and address
- b. Description including number of units, uses, and square footage.
- c. Development costs (estimated if not complete/actual if completed)
- d. Proposed or actual financing structure.
- e. At least one reference per project including contact information and letter authorizing reference to respond to inquiries regarding design, financing,

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

development, disposition and project management.

The Project: Offerors must submit a narrative of the proposed project including; adjacent parcel assembly strategy if applicable; proposed square footage of retail and commercial space; number of stories of buildings, number of parking spaces, number and type of residential units including rental, homeownership and senior units; proposed or representative architectural designs; a conceptual site plan; and a proposed schedule with major milestones. The narrative should also include a description of the project's compatibility with goals of the East Riverdale-Beacon Heights Sector Plan as well as how the proposed project will benefit the economy of Prince George's County including new construction and permanent jobs, estimated tax revenue and contracting opportunities for MBE and local businesses. Narrative should also describe project's sustainable development goals and achieve at least a LEED Silver Certification.

Evidence of Site Control: If an adjacent parcel assembly strategy is proposed, site control must extend for a minimum period of 180 days following the date of proposal submittal with an option to extend period for a minimum of six months.

Affordable Housing: Number of affordable housing units and affordability levels including target number of units for 80% AMI or below senior and/or family households.

Existing Residents Relocation/Transition Strategy: If a parcel assemblage strategy is proposed, Offeror must submit strategy for minimizing impact of displacement of residents currently residing in properties targeted for assemblage.

Financing Plan: The Offeror must submit a proposed financing plan including a detailed, line-item, fully functional Microsoft Excel development and operating pro forma from pre-development through stabilization and for at least 10 years beyond the projected stabilization year. The pro forma shall be inclusive of the following calculations: return on cost, return on equity, and a detailed waterfall of profits to all capital accounts, internal rates of return, and other project specific return metrics. All assumptions used in the financial model should be clearly stated. The RDA will not fund infrastructure. Prince George's County HOME funds and Housing Investment Trust Fund sources are potentially available through a competitive application process. Please note that *Financing Plans with*

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

no or minimal public sector subsidies will score higher.

Financial Return to the RDA: The Offeror must propose a financial return to the RDA for the Site that demonstrates fair consideration for its real estate, including upfront cash payment, guaranteed annual cash flow and/or ground lease.

Minority/Women Owned and Local Business Involvement: The RDA seeks to encourage inclusion of Minority, Women and Local business participation in the project. The evaluation of participation will be based on the local and/or minority status of the lead developer, the local and minority status of the equity partners, the local and minority status of development team members and the local and minority contracting plan.

Community Support: The Offeror should submit any evidence of community support for the project including from residents, adjacent property owners, local elected officials, or citizen groups.

4.2.5 Exceptions or Restrictions, Section II: 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, Section V: 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)

SECTION V: EVALUATION AND SELECTION PROCESS

5.1 SELECTION PROCESS

The Proposal that best meets with the Redevelopment Authority's requirements will be selected.

5.2 EVALUATION AND SELECTION COMMITTEE

The Proposal Analysis Group (PAG) will evaluate all proposals received by the closing deadline. The PAG may request additional technical assistance from any source within the County.

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

5.3 QUALIFYING PROPOSALS

The PAG shall first review each Proposal for compliance with the mandatory requirements of this RFP. 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.

5.4 EVALUATION CRITERIA

After determining compliance with the requirements of this RFP, the PAG shall conduct its evaluation 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:

Project Concept	20 Points
Development Team Capacity:	15 Points
Affordable Housing: Consideration will be given to the number of affordable housing units and affordability levels proposed. Proposals incorporating the largest number of affordable housing units at affordability levels at or below 80% of AMI will score higher.	15 Points
Local and Minority business Involvement: MBE/Local participation will receive a maximum of 20 points scored as follows: <i>Project Equity Participation</i> <ul style="list-style-type: none">• 20% or more (RDA minimum equity goal)- 10 points• Above 5% less than 20% - 5 points• 5% or less – 3 points <i>Development Team – 5 points</i> <i>MBE/Local Contracting Plan demonstrating compliance with County MBE/local contracting goals – 5 points</i>	20 Points
Financing Plan: Proposals that minimize public sector subsidies will score higher.	15 Points
Financial Return to the RDA: The proposal that offers the highest	10 Points

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

purchase price and/or the best financial return to the RDA will be scored the highest in this category.	
Community Support: Proposals with letters of support from community groups and local elected officials will achieve available points.	5 Points
<i>Bonus Points- Parcel Assemblage Strategy</i> Proposals that maximize the redevelopment potential of the Beacon Heights Station area by demonstrating an assembly strategy to consolidate the site with adjacent parcels to achieve a larger mixed-use project will achieve bonus points. Proposals incorporating a parcel assembly strategy of adjacent occupied properties, must also outline strategy for minimizing the impact of displacement of residents in occupied properties targeted for assembly.	<i>15 Points</i>
<i>Maximum Total</i>	<i>115</i>

5.5 FINAL RANKING AND SELECTION

The evaluation criteria contained herein shall be scored by the PAG based upon the previously stated weight factors for each category. The PAG 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 PAG's initial review of proposals, the RDA may invite, without cost to itself, ranking finalists to make a presentation 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 audited or unaudited financial statements of all equity partners.

REQUEST FOR PROPOSALS

**REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY**

RFP NO.: 2019-2

**Purple Line Beacon Heights Station Development Opportunity
6700 Riverdale Road, Riverdale MD 20737**

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 successful execution of the development agreement, the exclusive rights option fee becomes non-refundable and a negotiated good faith deposit will be required.

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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

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.

APPENDIX A-2

_____ (SEAL)
(Name Printed)

_____ (SEAL)
(Signature)

_____ (SEAL)
Corporate Seal (as applicable)