



Redevelopment Authority
of Prince George's County

REQUEST FOR PROPOSALS

RFP NO. 2022-03

Fee Based Real Estate Developer for the Development and Construction of a new full-service hotel and meeting center and free-standing multi-level parking garage facility within the Towne Square at Suitland Federal Center Subdivision

ISSUE DATE	VIRTUAL PRE-BID CONFERENCE	PROPOSAL CLOSING
July 14, 2022	July 28, 2022, 9am to 10am	October 13, 2022, 12:00 noon



This document is available from the Redevelopment Authority Webpage at:
<https://www.princegeorgescountymd.gov/3539/Request-for-Proposals>

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

RFP NO. 2022-03

Towne Square @ Suitland Hotel and Meeting Center and Garage

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SECTION I: INTRODUCTION

1.1 SUMMARY STATEMENT

The Redevelopment Authority of Prince Georges County (RDA) issues this Request for Proposals (RFP) for a fee for service developer or team for the development of a full-service hotel and meeting facility (“Suitland Hotel”) and a free-standing 885 space parking and retail facility (“Parking Facility”) to be placed on 2 separate contiguous parcels within the Towne Square at Suitland Federal Center Subdivision in Suitland MD (“Towne Square”).

The purpose of this RFP is to identify qualified teams (“Respondent”) and solicit project concepts that include the development, management and operations of the proposed Suitland Hotel and Parking Facility. The Parking Facility will be publicly owned and serve guests and patrons of the Suitland Hotel, the retail component of the garage, as well as visitors and residents of Towne Square.

The development of these parcels includes responsibility for design, build out of the sites and the facilities in a manner that maintains harmony with Towne Square and maximizes the aesthetic and long-term commercial impact to Suitland and Prince George’s County overall.

Project Financing, Impact of existing Bonds on Ownership and Long-Term Operation

Both parcels are currently encumbered by certain general obligation bonds that mature in 2046 and are eligible for prepayment in 2026. Respondents are expected to include in their proposal private/ market sourced financing strategies that address (i) the project development and construction without violating the existing Bond encumbrances and covenants, (ii) the Hotel’s pro rata share of the construction and long term operation costs of the Parking facility for its dedicated and necessary parking needs, and (ii) the price and terms for the purchase of the Suitland Hotel and site from the RDA, including and optimal strategy for the defeasance of the general obligation bonds.

The parking facility will be approved for up to 885 spaces on 6 levels. The respondent is expected to propose a financing and construction plan for the parking facility that includes enough spaces to park the hotel, the garage retail, an excess of parking to accommodate guests and visitors to the area, and parking for future planned buildings. The plan should specify the number of levels and spaces in the parking facility. The financing plan should include sources of funds from the hotel, the retail, other private sources and public sources if necessary. The parking facility will be publicly owned.

Local and MBE Requirement

This RFP is restricted to Respondents with a lead entity that is a certified MBE.

1.2 PROJECT VISION

Towne Square at Suitland Federal Center is guided by the 2006 Suitland Mixed Use Towne Center Plan and the Towne Square Development Master Plan. Both plans aim to transform and revitalize a former blighted and deteriorated suburban neighborhood located directly across from the 226-acre Suitland Federal Center, in Suitland, MD. As master developer, the RDA leads the efforts to transform this once disinvested area into a vibrant diverse community featuring attractive modern housing options integrated and supported by nearby high impact commercial, and retail uses that fully utilize the existing economic anchors. The Suitland Hotel is expected to advance the shared community vision by dramatically changing the image of Suitland with distinctive quality and diverse development activities. Moreover, the Suitland Hotel will seed the emergence of class A retail and commercial activities in the community at and emanating outward from the intersections of Suitland and Silver Hill Roads. The proposed Suitland Hotel and Parking Facility will

- Restore the sense of presence and destination level essence to Suitland with a highly visible exciting use which catalyzes the return of commerce and trade to the community.
- Advance and capture the benefits of considerable federal, local, and private investment that has occurred in the area.
- Take advantage of the rich transportation assets of the community and locale including walkways, roadway and highways for vehicular access and robust public transportation resources including the nearby metro station as well as regional and local bus service.
- Provide equity participation and contracting opportunities from Local and Minority Business enterprises (LBEs/MBEs) as well as local community organizations and stakeholders
- Be environmentally sustainable and resilient, and designed to thoughtfully embrace emerging technology and society.
- Provide the range of services, meeting facilities, conference facilities and amenities needed to accommodate the expected demand from the agencies and contractors located at Suitland Federal Center.

1.3 PROJECT REQUIREMENTS AND DESIRED FEATURES

Overall Long-Term Objectives

The selected developer will lead and coordinate the RDA's efforts to design, finance build, operate and maintain a vibrant and highly functioning Hotel and Parking Facility that maximize long term positive net fiscal impact to the County through vibrant, continuous high quality commercial activity and uses. For these purposes, the net fiscal impact is the projected tax yield, including all types of taxes to be generated from the site, minus the projected costs for the County services once the redevelopment is completed. The RDA may also use its own fiscal impact model to measure the impact of a proposal.

Financial Capability Requirements

The Selected Developer must have the following financial capability:

- A. Possess the ability to provide payment and performance bonding capacity sufficient to ensure project delivery.
- B. Have experience financing and operating full-service hotel and meeting facilities as well as free standing parking structures with metered parking.
- C. Provide expressions of interest from lenders or equity providers not intended to be part of the selected developer through a partnership or joint venture.
- D. Must not be subject to financial risk that may impact its ability to successfully execute the project.
- E. To arrange and secure financing for the eventual purchase the Suitland Hotel from the RDA, subject to (i) defeasance of the encumbrances securing performance and obligations imposed by certain general obligation bonds, and (ii) long term assurances and commitments to cover its pro rata share of the construction, operating and maintenance costs of the Parking Facility.

1.4 PROPOSAL CLOSING DATE

The proposer must submit 1 original hardcopy and 4 copies of the proposal along with one complete electronic copy (a .pdf file, on a digital storage flash drive), of the Conceptual Proposal in a sealed package and address to:

The sole point of contact ("POC") for matters related to the RFP, and the designated addressee of any responses, questions, or comments regarding this RFP, is the person designated below. In the interests of competition, transparency, and openness in this procurement, the POC is the only individual authorized to communicate in relation to this RFP with any Respondent. All

communications with the POC about the Project or this RFP shall be in writing, as required by applicable provisions of this RFP. The RDA will not be bound by any oral communications. Any Proposer who violates the limits on communication described in this section will be disqualified and will not be considered for the Project.

Gerald Konohia
Senior Manager
Redevelopment Authority
9200 Basil Court, Suite 504
Largo, Maryland 20774

Proposals must be received, and time stamped by the Redevelopment Authority no later than October 13, 2022 at 12:00 noon EST. The submittals must be sealed, and the outside envelope must be clearly marked "**RFP No. 2022-03**".

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

1.5 QUESTIONS AND INQUIRIES AND PRE-PROPOSAL CONFERENCE

Questions and inquiries must be submitted via email no later than August 18, 2022 12 p.m. EST:

Gpkonohia@co.pg.md.us

Phone calls or faxed questions will not be accepted. Respondents shall not direct questions to any other person within the County except as allowed elsewhere in this RFP. Responses to Respondent questions will be aggregated and posted on the Project Website prior to the Submission Due Date, no later September 8, 2022 at 12 p.m. EST.

All potential respondents are responsible for checking the RDA website for any addendums. A Pre-Proposal Conference will be virtually on July 28, 2022 at 9 a.m. EST. Attendance at the pre-proposal conference is not mandatory but is strongly recommended.

1.6 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.

1.7 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 Respondents and the Redevelopment Authority.

1.8 NOTICE TO RESPONDENTS

Before submitting a proposal, Respondents are to completely familiarize themselves with the requirements of the solicitation. Failure to do so will **not** relieve the Respondent 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.

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 Respondent'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 Respondent 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 Respondents 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

Respondents 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. Respondents must clearly indicate each 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-HOUSEWORK

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 AGREEMENT/CONTRACT WITH SUCCESSFUL RESPONDENT

The incumbent will be required to negotiate and execute a Development Agreement (DA) with the RDA prior to initiating the services contemplated under this RFP and the successful proposal. The DA shall be by and between the Respondent as Developer and the Redevelopment Authority and shall contain provisions included in this RFP. By submitting a proposal in response to the RFP, the Respondent accepts the terms and conditions set forth herein.

Due Diligence

Following receipt of notification from RDA of its Selection, the selected Respondent shall execute a right of entry agreement with the RDA to allow the Respondent to begin due diligence tests and studies on the Development Parcel.

Development Agreement & Approval

If the RDA and selected Respondent are unable to execute a development agreement within 180 days after the date of RDA's notification to Respondent of its Selection, the RDA, in its sole and absolute discretion, may terminate negotiations and select a different Respondent's Proposal; re-issue the RFP; issue a modified RFP; or take such other measures as the RDA deems reasonable, appropriate, and/or necessary. All costs incurred by Respondent in responding to this RFP and in performance of due diligence and predevelopment work shall be at Respondent's sole cost and expense. Under no circumstances shall the RDA be responsible for the reimbursement of any such costs.

The County, through RDA, and the selected Respondent shall attempt to negotiate in good faith a development agreement which shall incorporate the requirements contained in this RFP, the Term Sheet, and such other terms as may be required by RDA or may be agreed to by RDA and the selected Respondent. Upon completion of the parties' negotiation, RDA shall recommend such Respondent and proposed business terms to the Executive Director.

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2.7 AFFIDAVITS, CERTIFICATIONS AND AFFIRMATIONS

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

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SECTION III: SCOPE AND REQUIREMENTS

3.1 BACKGROUND/PROJECT DESCRIPTION

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 community building techniques and providing responsible and responsive development and redevelopment that is designed to enhance quality of life, balanced growth, and jobcreation for diverse, sustainable communities.

3.2 SITE DESCRIPTION

The Project Site (Site) for this RFP is situated at the northeastern corner of the intersection of Suitland and Silver Hill roads and consists of approximately _ acres on 2 separate, adjacent parcels (See Figure 1). The Site's posture is bolstered by being within the 33-acre Towne Square Center subdivision located directly across from the Suitland Federal Center.

The Parking Facility and Hotel structures are to be built on parcels J1 and J2 respectively (See Figure 2). The RDA anticipates that the parcels will be entitled to accommodate the following use objectives-

J1 - Multi-service Parking Facility

- 6 floors
- 862 Parking Spaces
- 11,000 s.f. retail (ground floor)
- 5,400 s.f. mechanical and service (ground floor)

J2 - Hotel and Meeting Facility

- 6 floors
- 120 Hotel rooms
- 12,000 s.f. retail (ground floor)
- 4,600 s.f. Hotel amenities
- 3,500 s.f. mechanical and service (ground floor)

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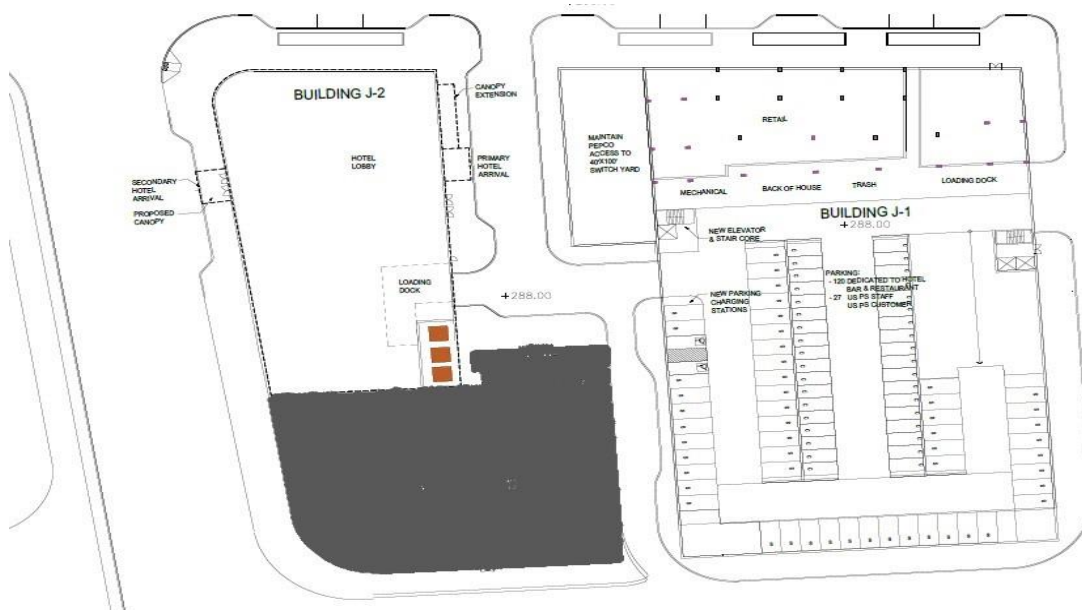


Figure 1 Proposed Site Plans for Parcels J1 and J2



Figure 2 Conceptual elevational renderings of Parcels J1 and J2

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Figure 3. Conceptual Rendering of Towne Square at Suitland Federal Center

Suitland Towne Square

Several aspects of the Project Site contribute to the attractiveness for the instant Development Opportunity. The location is the focal point of the County's revitalization efforts that complement and capitalize on new development occurring directly across (Suitland Road) at the Suitland Federal Center, a 226-acre federal complex featuring two new award-winning buildings were recently constructed to house an estimated 11,000 employees and contractors : the 1.5 million square foot headquarters for the Census Bureau and a 200,000 square foot satellite operations center for the National Oceanic and Atmospheric Administration (NOAA). It is also proximate to the Suitland Metrorail station on the Green Line of Metro, the regional public transportation system operated by the Washington Metropolitan Area Transit Authority ("WMATA"). Figure 1 shows the Development Site as oriented within the Towne Square community.

Topography

Most of the Site land is of level grade. There are no steep slopes on any significant portion of the parcel. No dense vegetation or wetlands are located on the Project Site, while existing vegetation primarily consists of controlled growth covering the surface of lots being held for future development .

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Transit Access

The Project Site enjoys strong pedestrian and vehicular transit access. The Project Site is served by Metro (WMATA) and bus (Prince George's County's The Bus, Metrobus). The Suitland Metro Station on the Green line is approximately one half of a mile from the Project Site, and bus service is available in the area as well. Metrobus has stops along Suitland and Silver Hill Roads near the Project Site with lines K11, K12, K13, P12, and V12, while The Bus serves the area with its Route 34.

Site Condition

The RDA will deliver an environmentally clean, graded and cleared site to the developer.

Zoning

The Project Site and the Surrounding Area are currently zoned a Mixed-Use Town Center (M-U-TC) Zone. This zone permits the development of mid-density mixed-use town centers.

Height Limit

The project may be subject to height restrictions imposed by the applicable Special Permit .

Floor Area Ratio (FAR)

There are no specific FAR restrictions under the M-U-TC zoning.

Parking

There are no specific parking restrictions under the M-U-TC zoning.

Entitlements

The RDA is currently pursuing the Preliminary Plan of Subdivision and the Special Permit for the site. Both plans are expected to be approved by M-NCPPC by September 30, 2022. Upon approval of these plans and final plats are recorded, the site will be ready for building permit application. The RDA is responsible for entitlements up to record plat recordation. The respondent will be responsible for building permits. The design of the hotel and parking facility

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will be required to conform with the both the Preliminary Plan of Subdivision and the Special Permit.

3.3 DEVELOPMENT OBJECTIVES

The proposals should address the design, financing and build out of each- the Hotel and Parking/retail facilities. The Parking/ retail facility will be publicly owned and operated and will provide dedicated reserved spaces to accommodate the legally imposed parking requirements of the Hotel facility.

It is assumed that the Hotel and Meeting facility will be acquired, owned, and operated by private professional operators in order to ensure long term commercial viability.

Accordingly, respondents should provide a detailed and thoughtful discussion addressing each of the following long term operational and financial matters,

- Hotel- Branding (Flag), operations, management, and acquisition

Hotel and Meeting Center Branding and Operations-Negotiated LOI or applicable agreement from a reputable, experienced hotel brand under which the facility will operate. A comprehensive business plan forth operation and management of the including financial projections for the first ten (10) years of business operations.

Permanent Ownership and Acquisition- Respondents are expected to include in their proposal the price and terms for the purchase of the Suitland Hotel and site from the RDA, including and optimal strategy for the defeasance of the certain general obligation bonds, currently encumbering the parcel, scheduled to mature in 2046 but are eligible for prepayment in 2026.

- Parking / Retail Facility- design, financing, and ownership-

The special permit authorizes a Garage of maximum six levels and 885 spaces. Proposals should include garage plan that optimizes the balance between space demand and absorption, and construction and maintenance costs for the garage. Construction and operating costs should specifically identify (a) any proposed public funding, and (b) the portion allocated to the Hotel/meeting facility to meet its requirements. The proposed operations and management of the garage and retail space should be explained. The garage will be publicly owned.

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3.4 DEVELOPMENT PRINCIPLES

Site Organization:

- The proposed Suitland Hotel and Parking Facility shall be oriented to maximize the advantages the site's proximity to the major roadways and the Suitland Federal Center Campus.
- The design, layout and construction of the buildings should be supportive and integrated into the existing Towne Square community with special detail to shared access for vehicles and pedestrians and compatibility of façade.

Building and Street Character:

- The buildings should match the architectural character of the surrounding neighborhood (residences and commercial, retail spaces) with use of similar and complimentary building materials.
- The building shall respect the scale of the surrounding neighborhood with proper transition of levels, heights to result in a compatible skyline with town square and the Suitland federal center.
- Access to parking, loading docks and service entries should be concealed where possible, off street and situated to prevent interference with community standard or access and flow of private vehicular and pedestrian traffic.

Site Sustainability:

- The development should minimally meet LEED Gold and LEED Neighborhood Design and Building Standards or equivalent certification standard. All buildings should have their LEED Gold standard certification at a minimum or an equivalent certification standard.
- The design should plan for high performance buildings with sustainable building practices, on sit energy production, and improved water efficacy though storm water retention and green infrastructure.

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SECTION IV: PROPOSAL SUBMITTALS

4.1 TECHNICAL PROPOSAL FORMAT OUTLINE

Each technical proposal shall have the following sections prominently displayed:

1. Title
2. Transmittal Letter
3. Table of Contents
4. Development Team Corporate Structure and Capacity
5. The Project
 - a. Conceptual Architectural Design
 - b. Conceptual Site Plan
 - c. Proposal Narrative and Description
 - d. Project Schedule and Milestones
6. Financial Plan and Financial Return to the RDA
7. MBE and Local 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. 20022-__". 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 Respondent shall present their offer on double spaced typed pages. Respondent must address each of the areas covered under the evaluation criteria in the order as provided below:

The Project: Respondents must submit a narrative description of the proposed project including a commitment to achieve a minimum Gold Level 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 neighborhood and how the hotel will serve the needs of the Suitland Federal Center with amenities, meeting space and conference space to serve business travelers.

The Development Team and Capacity: Respondents must submit the key members of the proposed development team including the lead member, proposed partners, if any, and the architect, civil engineer, landscape architect, site planner, sustainable design consultant, 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.

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Development team shall elaborate on various items including A/E consultants key experience.

Sustainable design experience – LEED design minimum five LEED Gold rated design projects in the Mid-Atlantic Region.

A/E design team should demonstrate their experience and understanding of the local authorities' approvals and permitting processes.

Local development knowledge – development team including A/E team should demonstrate local County design process, County permit process.

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. Respondents should include their most recent audited financial statement.

Local and MBE Participation: The lead entity in the Respondent's team must be a certified MBE. The RDA seeks to have a minimum of 40% County-Based Small Business, County-Based Minority Business Enterprise (MBE), County-Based Business, Certified County Based Non-Profit Entity, Certified County Located Business, and Minority Business Enterprise (MBE) participation during all phases of the project, including design, development, contracting, subcontracting, marketing, and sales and leasing. Respondents should identify all team members and equity partners that are certified Minority Business Enterprises or local businesses with the County. Further, a plan to hire additional County and MBE enterprises beyond those listed in the Proposal should be submitted. Experience working with local and MBE companies should be submitted.

Marketing: The Respondent should submit a detailed description of the post-award marketing approach. The marketing strategy should also meet the development key objective to help residents of this community live an energy-smart life as described in the principles.

- 4.2.5 Exceptions or Restrictions: Should the Respondent take exception to any provision or requirement of this RFP; it must be indicated in this section.

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- 4.2.6 Affidavits, Certifications, and Affirmation: The Respondent is required to submit with the proposal certain certifications, affirmations, and affidavits. These forms must be completed by all Respondents. (See Appendix A)
- 4.2.7 No Conflicts of Interest: The Respondent 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 Respondent 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 Respondent must provide a Certificate of Good Standing from the State of Maryland.

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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

A multi-agency proposal analysis group (PAG) may be established to review and evaluate the responses received by the closing deadline. If established, the composition of the Panel will be determined by the RDA, in its sole discretion. RDA and/or the PAG may consult with professional consultants, advisors, and other stakeholders for technical assistance. RDA and/or the PAG will evaluate each response, taking into account the information provided in response to the RFP and the best interests of the RDA.

The PAG may request additional technical assistance from any resource at its discretion.

5.3 QUALIFYING PROPOSALS

The PAG 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 a Respondent'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 Respondents during the evaluation period.

5.4 EVALUATION CRITERIA

After determining compliance with the requirements of this RFP, the PAG 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 consideration given to the vision, economic impact of the project, the design, the development	35 Points
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program, and the consistency with zoning. Proposals that go above the requirement of Gold Level LEED (Leadership in Energy and Environmental Design) Certification (or equivalent standard such as Enterprise Green Communities Criteria or LEED Platinum) will be scored higher. Projects with more meeting space, conference space and amenities for business travelers will be scored higher.	
Development Team Capacity: Evaluation criteria include demonstrated experience of the project team to complete projects similar to what is being proposed the project (15 points). Financial capability will be based upon the development team equity, sources and uses budget, and audited financial statements (10 points). Respondents with more liquid assets that can be dedicated to project will score higher in this category. Experience working with local and MBE companies should be submitted.	25 Points
Financial Return to the RDA: The higher return to the RDA the higher the score.	15 Points
MBE/Local Equity Participation. 100% (RDA minimum goal) 100%	10 Points Points
Development Team MBE/Local Participation	5 Points
MBE/Local Contracting Plan Participation. 30% or more (County Contracting goal).	5 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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Towne Square @ Suitland Hotel and Meeting Center and Garage

5.5 FINAL RANKING AND SELECTION

Based on the PAG's initial review of proposals, the RDA may invite, without cost to itself, ranking finalists to make a presentation to the PAG of their proposal and their capabilities as a further consideration in the selection process. Only those Respondents who are deemed to be reasonably susceptible of being selected for award shall be offered the opportunity to participate in this process. Ranking finalists will be asked to present their proposal in a community meeting prior to the conclusion of the evaluation 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. The RDA reserves the right to make an award with or without negotiations or to request best and final offers.

The evaluation criteria contained herein shall be scored by the PAG based upon the stated weight factors for each evaluation criteria. 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 Respondent's submission.

Announcement of Short List

Upon review of the responses, RDA may, at its sole discretion, identify a short list of Respondent and has the sole and absolute discretion to conduct discussions with all, or some, of the Respondent on the short-list via Best and Final Offer ("BAFO") submissions. RDA will contact all Respondents and inform them of the results of the selection review process.

5.6 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 Respondent.

APPENDIX A-1 VENDOR CERTIFICATION

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 QUALIFICATION AFFIDAVIT

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 address and the date they assumed their respective offices.

Residence
Name

Office

Date Office
Business/Address

Assumed

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

6. List the names and residence address 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 on 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)

APPENDIX B-1 Towne Square Master Plan

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EXHIBIT 1 SOURCES AND USES

**Sources and Uses Budget
(To be submitted by Respondent)**

EXHIBIT 2 PROFORMA

**5 Year Proforma
(To be submitted by Respondent)**