



REQUEST FOR PROPOSALS
REDEVELOPMENT AUTHORITY OF
PRINCE GEORGE'S COUNTY
RFP NO. 2026-03

Development Opportunity
6700 Riverdale Road, Riverdale, MD 20737

The Timeline

Redevelopment Authority of Prince George's County (RDA) will endeavor to follow the timetable set forth below; however, the activities and timetable represented below are a guideline only and are subject to change at RDA's sole discretion and without prior notice

<i>Selection Process Timetable (subject to change)</i>	
<i>1. Issuance of RFP</i>	<i>Friday, April 24, 2026</i>
<i>2. Pre-submittal Site Tour (10:30 AM Prompt)</i>	<i>Friday, May 08, 2026</i>
<i>3. Pre-Response Question and Answer Period</i>	<i>Friday, April 24 - Friday, June 12, 2026</i>
<i>4.. RFP Proposal Submission Due Date (4:00 PM ET)</i>	<i>Friday, July 10, 2026</i>
<i>5. Community Presentation by Development Team Respondent Request for Best and Final Offer (If Applicable)</i>	<i>Summer 2026</i>
<i>Best and Final Submission Due Date (If Applicable)</i>	<i>Summer 2026</i>
<i>6. Final Selection of Development Team</i>	<i>Fall 2026</i>

Please refer to the RDA Solicitations website for timeline updates.

This document is available from the Redevelopment Authority Webpage at:
<https://www.princegeorgescountymd.gov/departments-offices/redevelopment-authority/solicitations/invitation-bids>

Questions regarding this Request for Proposals should be submitted via e-mail only to Paomondi@co.pg.md.us. Respondents shall not direct questions to any other person within the RDA except as allowed elsewhere in this RFP. Responses to Respondent questions will be aggregated and posted on the following website: <https://www.princegeorgescountymd.gov/departments-offices/redevelopment-authority/solicitations/invitation-bids>

THIS REQUEST FOR PROPOSALS MAY BE TERMINATED AT ANY TIME AT THE SOLE OPTION OF RDA WITHOUT RECOURSE TO ANY RESPONDENT OR OTHER PERSON. RESPONDENTS SUBMIT THEIR PROPOSALS AT THEIR SOLE COST AND RISK.

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SECTION I: INTRODUCTION

1.1 SUMMARY STATEMENT

The Redevelopment Authority of Prince George’s County (the “RDA”), a public body corporate and politic of the State of Maryland, hereby solicits Requests for Proposals (“Proposals” or “RFP”) from qualified real estate developers or development teams (“Respondents”) for the redevelopment of approximately six (6) acres of RDA-owned property located at 6700 Riverdale Road, Riverdale, Maryland 20737 (the “Property”). The Property is located directly across from the upcoming Purple Line Beacon Heights-East Pines Station, slated for operation in 2027.

The purpose of this RFP is to select a development partner capable of delivering a high-quality, transit-oriented, mixed-use and/or mixed-income development that advances County economic development in the surrounding community, expands affordable housing opportunities, promotes equity, activates ground-floor and neighborhood-serving commercial uses, and delivers publicly accessible open or civic space, with university-adjacent activity considered optional, in a manner consistent with placemaking objectives and present-day market conditions, as well as adopted planning policies and applicable laws, regulations, and policies of the County.

Selection under this RFP is for the purpose of entering into a period of exclusive negotiations. Selection does not constitute a commitment by the RDA to convey the Property or to enter into any binding agreement. RDA reserves the right to conduct discussions and negotiations with one or more responsible and responsive offerors, request revised proposals, seek best and final submissions, clarify proposal terms, and negotiate the business and legal terms of any proposed disposition, development agreement, or ancillary document, all in accordance with the County’s applicable procurement procedures.

Respondents are required to conduct their own due diligence in anticipation of the property being conveyed **“as is, where is, with all faults”** without any representations or warranties by the RDA. The proposed design concept, development plans, and schedule shall further reflect the important value of the Property to the surrounding community.

The Respondents that present the most comprehensive, economic development opportunities, and community supported solution may be “short listed,” and/or a “best and final” proposal may be requested before a final selection is made.

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1.2 SELECTION PROCESS TIMELINE

The RDA intends to follow the schedule below as referenced on the cover page of this Proposal; however, all dates are subject to modification at the RDA’s sole discretion:

- **Issuance of RFP:** **April 24, 2026**
- **Site Tour (Optional):** **May 8, 2026**
- **Deadline for Questions:** **June 12, 2026**
- **Proposal Submission Deadline:** **July 10, 2026, at 4:00 P.M. ET**
- **Shortlist/Presentations (if applicable):** **Summer 2026**
- **Anticipated Selection:** **Fall 2026**

1.3 PRE-RESPONSE SITE VISIT AND INFORMATION SESSION

RDA will conduct a site visit at 6700 Riverdale Road, Riverdale, MD 20737, at 10:30 A.M. ET prompt on Friday, May 8, 2026. Attendance at this information session is not mandatory but is strongly recommended. The tentative schedule for the Pre-Response Site Visit and Information session is as follows:

- 10:15 A.M. – 10:30 A.M. : Arrive and Check-in
- 10:30 A.M. – 11:30 A.M.: Information and Site Walk

Respondents can RSVP by Friday, May 01, 2026, by emailing Paomondi@co.pg.md.us with the name, organization, phone number, and email address of the attendee

1.4 PROPOSAL CLOSING DATE

Proposals must be received and time stamped by the Redevelopment Authority no later than July 10, 2026, at 4:00 P.M. ET. The submittals must be sealed, and the outside envelope must be clearly marked "RFP No. 2026-03". Emailed submissions will not be accepted. The Respondent must submit original and four (4) copies of their Technical Proposal in a sealed package and also provide an electronic version of the proposal, including financial models in Microsoft Excel format, and address submissions to;

Patricia Omondi
Manager, Strategic Redevelopment and Special Projects
Redevelopment Authority of Prince George’s County 9200 Basil Court
Suite 504, Upper Marlboro Maryland 20774

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

Questions and inquiries must be submitted via email no later than June 12, 2026. All questions regarding this RFP must be submitted via e-mail only to Paomondi@co.pg.md.us with the subject-line of "Questions: RFP No. 2026-03." Respondents shall not direct questions to any other person within RDA except as allowed elsewhere in this RFP.

Responses to Respondent questions will be aggregated and posted on the RDA website: <https://www.princegeorgescountymd.gov/departments-offices/redevelopment-authority/solicitations/invitation-bids>. **Phone calls or faxed questions will not be accepted. All questions and answers will be posted to the RDA website no later than ten business days prior to the proposal submission date.**

Responses and any addenda will be posted on the RDA's solicitation webpage. Addenda issued by the RDA shall constitute part of this RFP.

1.6 PROPOSAL ACCEPTANCE

The RDA 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 informalities or irregularities, when such minor informalities or irregularities are in the best interest of RDA. A minor informality or irregularity is one that is merely a matter of form and not of substance. It also pertains to some immaterial defect in a proposal or variation of a proposal from the exact requirements of the invitation that can be corrected or waived without being prejudicial to other respondents. **Responses that do not meet the following requirements will be deemed "non-responsive" and will not be considered for evaluation.**

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1.7 RESERVATION OF RIGHTS

The RDA reserves the right, in its sole and absolute discretion, to:

- Reject any proposals, in whole or in part;
- Request clarification or additional information from any Respondent;
- Conduct interviews or negotiations with one or more Respondents simultaneously or sequentially;
- Select a proposal other than the proposal offering the highest financial return;
- Suspend, modify, or terminate this RFP process at any time;
- Issue a subsequent or revised solicitation for the Property;
- Negotiate different or additional terms from those contained in any proposal; and
- Decline to enter into any Development Agreement or convey the Property for any reason.

Selection of a Respondent does not create any legally enforceable rights in favor of the Respondent unless and until a definitive written Development Agreement or Land Disposition and Development Agreement has been fully executed and approved by the RDA and any other required government 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 with the requirements set forth herein. 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 the items and conditions referred to herein.

1.9 DURATION OF PROPOSAL OFFER

Proposals are to be held valid for ninety (90) days 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. If, at any time after Selection, the selected Respondent does not wish to proceed with the Project, then Respondent must notify RDA in writing and provide reasons for its decision.

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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 or their negotiation of any subsequent agreement related to this RFP, and related documentation, including any costs related to preparing presentations or attending interviews during the selection process. Each Respondent shall bear its/their own costs in that regard.

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 potential respondents to regularly check the RDA website for any changes or addendums to this RFP.

2.3 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, in person and/or virtually, 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

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 Maryland Freedom of Information Act, 10-601 *et. seq.*, State Government Article, Maryland Annotated Code County Section 203 and County Administration Procedure 133. Respondents must clearly indicate every page and section thereto 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 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 Appendices A-1, A-2, and A-3 of this RFP .

SECTION III: SITE, PLANNING AND REGULATORY CONTEXT

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 non-profit real estate development entities, and facilitating land use entitlement and project construction.

A Respondent must demonstrate how the proposed project will further the County’s public purposes, including, but not limited to: (a) creation of a high-quality mixed-use environment near transit; (b) production and preservation of affordable housing with durable restrictions; (c) support for local economic development and small business opportunity; (d) provision of safe, attractive, and publicly accessible spaces; (e) promote a transit-oriented redevelopment; and (f) protection of the County’s long-term legal, operational, and financial interests. The proposals should demonstrate how the Respondent will use technology to track the progress, compliance, and risks associated with the public purpose for redeveloping the Property.

3.2 PROPERTY DESCRIPTION

The vacant site, formerly the location of the Wildercroft Elementary School, and later used as a Prince George’s County Police Special Operations Unit Headquarters, is approximately six (6) acres. The Property is located at 6700 Riverdale Road in Riverdale, Maryland 20743. It is legally described as Prince George’s County Tax Map 43, Grid B3, Parcel 5 (Tax Identification Number 19-2125789). The site is improved with a 35,000 square-foot vacant former governmental facility and is situated on the north side of Riverdale Road. It is strategically located in a federally designated Opportunity Zone, directly across Riverdale Road from the Beacon Heights-East Pines

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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’s Red, Green and Orange lines at Bethesda, Silver Spring, College Park and New Carrollton, and connect to the MARC and Amtrak commuter rails and local and regional bus routes. The surrounding area includes a mix of residential neighborhoods, institutional uses, and emerging transit-oriented development patterns associated with the Purple Line corridor.

The site’s location within the federally designated Opportunity Zone positions this project to serve as a catalytic redevelopment supporting transit-oriented development, housing production, and community-serving uses.

3.3 PLANNING AND ZONING FRAMEWORK

The Property is now zoned **NAC (Neighborhood Activity Center)** under the current Prince George’s County Zoning Ordinance, reflecting a significant change from the former R-55 (One-Family Detached Residential) zoning that applied at the time of the original 2019-issued RFP. The NAC zoning classification is specifically intended to implement the County’s long-term land use vision for designated activity centers by permitting compact, mixed-use, and transit-supportive development patterns that are not achievable under conventional residential zoning districts.

The Property is located within the **Beacon Heights Station Neighborhood Center Core**, as designated in the adopted **East Riverdale–Beacon Heights Sector Plan** (“Sector Plan”). The Sector Plan amended the County’s previously adopted **Plan 2035** and is now carried forward and reinforced through the County’s current General Plan framework, **Formula 2040**, which emphasizes concentrating growth in centers and corridors served by high-quality transit infrastructure, including the Purple Line.

Consistent with this vision, the Sector Plan identifies the Beacon Heights Neighborhood Center as an appropriate location for redevelopment with a mix of residential and neighborhood-serving commercial uses, with the highest intensity of development occurring closest to the Purple Line station and along Riverdale Road. The Sector Plan calls for redevelopment that supports transit ridership, walkability, and placemaking, while also preserving and expanding opportunities for affordable and workforce housing through thoughtful phasing and redevelopment strategies.

Under current County land use policy, Neighborhood Activity Centers are intended to function as primarily residential, mixed-use environments that provide neighborhood-scale retail, services, and attract employment creation that are well connected to transit, while accommodating a

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broader range of housing types than traditional residential areas. The envisioned development forms include mid-rise and low-rise multifamily buildings, mixed-use buildings with ground-floor commercial space, townhouses, and other context-sensitive residential formats, organized around walkable streets and integrated public open spaces. Development intensity within the NAC zone is regulated through form- and design-based standards rather than exclusively use-based limitations, allowing flexibility to respond to site conditions and market demand while achieving the Sector Plan’s urban design and land use objectives.

The Sector Plan also establishes a phased redevelopment concept for the Neighborhood Center. Early phases prioritize redevelopment of properties closest to the Purple Line station and along Riverdale Road, with multifamily and mixed-use buildings fronting primary corridors and complementary residential development located behind. These early phases are intended to establish a strong transit-oriented core, supported by shared open space and pedestrian connections, while allowing redevelopment to occur over time in a manner that is responsive to market conditions and community needs.

As a result of the County’s zoning ordinance update, the redevelopment of the Property is no longer constrained by legacy low-density zoning and does not require speculative assumptions regarding future zoning changes. Respondents are expected to demonstrate a clear understanding of the NAC zoning standards and the adopted planning framework and to propose development concepts that advance the goals, policies, and strategies established for the Beacon Heights station area under current County land use policy.

3.4 PURPLE LINE AND TRANSIT-ORIENTED DEVELOPMENT CONTEXT

The Property’s immediate proximity to the under-construction Beacon Heights-East Pines Station of the Purple Line light rail system presents a unique opportunity for high-quality transit-oriented development (“TOD”). The Purple Line, targeted for opening by December 2027, will be a sixteen (16) mile east–west light rail corridor connecting Prince George’s County and Montgomery County and providing direct connections to multiple Metrorail lines, MARC and Amtrak commuter rail, and regional and local bus networks.

The Beacon Heights-East Pines Station, slated for operation in Late 2027, is intended to function as a neighborhood-serving transit node that supports compact, walkable development patterns, reduced automobile dependence, and enhanced access to employment, education, and regional destinations. The neighborhood core centered on the Purple Line Station, includes properties north of Riverdale Road and east of Baltimore-Washington Parkway. Existing improvements include the East Pines Apartments, East Dale Apartments, Eastpines Shopping Center, and commercial properties along 66th Avenue. Improvements at the edge of the neighborhood core include

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Wildercroft Terrace, Auburn Manor Apartments, and Parkview Apartments (see Maps 1 and 2).

Development at 6700 Riverdale Road is expected to reinforce these objectives by prioritizing pedestrian-oriented site design, safe and convenient access to transit facilities, and integration with existing and planned bicycle and pedestrian networks along Riverdale Road and within the station area.

Proposals shall address coordination with the Purple Line station area, including pedestrian circulation, wayfinding, first- and last-mile connectivity, and opportunities for shared or complementary infrastructure. Each proposal shall include a transit-oriented development narrative describing the site plan, massing, access, parking approach, streetscape, bicycle facilities, pedestrian improvements, and public space design, and explaining how these elements support transit ridership, walkability, and compatibility with surrounding neighborhood and university-related uses. Proposals should also address construction coordination, operational interfaces, and long-term compatibility with transit operations. Integration with the Purple Line station area will be evaluated under the criteria set forth in Section VI.

3.5 PROPERTY CONDITIONS & IMPROVEMENTS

A. Recorded Instruments; Respondent’s Responsibilities

The conveyance of the Property shall be expressly subject to all recorded instruments, such as, easements, access rights, utility rights, leasehold agreements and interests, and encumbrances affecting the Property and Project.

The Respondent acknowledges that the Property and the Project may be affected by recorded instruments maintained among the Land Records of Prince George’s County, Maryland, including, but not limited to, deeds, easements, rights-of-way, covenants, declarations, restrictions, plats, subdivision documents, reciprocal easement agreements, utility agreements, licenses, and other recorded matters.

Respondents shall be solely responsible for reviewing, evaluating, and accounting for all recorded instruments and other matters of record affecting the Property, whether known or unknown at the time of Proposal submission, and for determining the effect of such matters on the feasibility, design, construction, financing, operation, use, occupancy, access, and value of the Project.

By submitting a Proposal, a Respondent represents that it has either conducted, or will

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conduct prior to execution of any definitive agreement, such independent investigation, title review, survey review, and due diligence as it deems necessary regarding all recorded instruments affecting the Property. The County shall have no responsibility or liability for the existence, accuracy, completeness, enforceability, priority, or effect of any recorded instrument.

The selected Respondent shall take the Property, and shall develop the Project, subject to all matters of record affecting the Property, except to the extent expressly identified in a fully executed written agreement signed by RDA. The Respondent shall be solely responsible for the cost and risk of identifying, interpreting, complying with, removing, modifying, subordinating, or obtaining relief from any recorded instrument affecting the Property.

No claim for adjustment in price, schedule, compensation, damages, or other relief shall be made against the County on account of any recorded instrument or matter of record affecting the Property, including any restriction, easement, right-of-way, access limitation, utility encumbrance, covenant, declaration, or other title exception, unless expressly provided otherwise in the definitive agreement.

The Respondent shall indemnify, defend, and hold harmless the County and/or RDA from and against third-party claims, liabilities, losses, costs, and expenses arising out of the Respondent's failure to identify, comply with, or address recorded instruments affecting the Property, to the extent permitted by Maryland law.

B. Existing Telecommunications Facilities

The Property includes existing, active telecommunications facilities, including a freestanding monopole tower, associated equipment compounds, and related access and utility easements, which are subject to recorded ground leases and lease amendments with third-party wireless operators. These facilities constitute existing site conditions and are material to the use and development of the Property.

The monopole and primary ground lease are held by Crown Atlantic Company LLC (d/b/a Crown Castle) pursuant to a land lease originally executed with Prince George's County and subsequently amended and renewed. The leased premises comprise approximately 2,100 square feet, together with non-exclusive, 24-hour ingress/egress and utility rights. The Crown Castle lease permits continued operation, maintenance, replacement, and co-location of wireless equipment and may remain in effect through September 30, 2045, unless earlier terminated in accordance with its terms. The leased improvements, including

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the monopole and related facilities, are owned by the lessee and are not fixtures.

In addition, AT&T Mobility (formerly Cingular Wireless) maintains wireless equipment adjacent to the monopole pursuant to a separate Site Lease Agreement covering approximately 700 square feet, together with access and utility rights. AT&T has exercised its most recent extension option, and the lease term is currently extended through December 31, 2028. These facilities are actively used for wireless network operations.

Respondents must include in their conceptual site plan a depiction of the existing monopole compound, equipment areas, and access route and demonstrate accommodation thereof.

1. Transfer of Telecommunication Leases

Upon disposition of the Property, the RDA's interest as lessor under the existing telecommunications ground lease with Crown Atlantic Company LLC (d/b/a Crown Castle) and the related site lease with AT&T Mobility shall transfer to and be assumed by the selected Respondent, subject to the terms and conditions of the respective lease agreements. RDA will not retain any ownership interest or ongoing landlord responsibilities with respect to these telecommunications facilities following conveyance of the Property. RDA makes no representation or warranty regarding, and expressly disclaims any authority to modify, terminate, renegotiate, or otherwise revise the terms of the existing Crown Castle or AT&T lease agreements. Respondents shall assume all rights, obligations, and responsibilities of the lessor upon disposition and shall coordinate directly with the respective wireless operators with respect to any future matters related to the facilities.

2. Telecommunication Lease Revenues

The existing telecommunications facilities generate ongoing lease income to the current landowner pursuant to the Crown Castle and AT&T lease agreements. Any rent or other sums payable under those leases after disposition of the Property shall be subject to negotiation and final agreement between the RDA and the selected Respondent, consistent with the final disposition structure. Such income is subject to the terms of the applicable leases, including base rent, escalation provisions, and extension rights. The RDA makes no representation or warranty regarding the amount, duration, or continuation of such income, and Respondents shall independently review the lease documents and confirm all related financial terms as part of their due diligence. Any projection of telecommunications lease income shall be at the sole risk of the Respondent.

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Telecommunications - Allocation of Risk and Developer Responsibilities

The RDA makes no representation or warranty regarding the modification, relocation, consolidation, or termination of any telecommunications facilities or leases. Respondents shall assume, for purposes of their proposals, that all existing telecommunications facilities, leaseholds, easements, and access rights will remain in place and fully operational following disposition of the Property.

Any development proposed by a Respondent must:

- Accommodate the physical footprint of the monopole compound, equipment areas, and all associated access and utility easements;
- Maintain uninterrupted access to the facilities on a 24-hour basis;
- Avoid interference with wireless operations during design, construction, and long-term operations; and
- Comply with all lease requirements, including coordination protocols, notice provisions, and construction limitations.

If a Respondent proposes any relocation, modification, or removal of telecommunications facilities, such actions shall be undertaken solely at the Respondent's risk and expense, subject to separate agreements with the applicable wireless operators, compliance with all regulatory requirements, and full continuity of service. The RDA shall have no obligation to secure lease amendments, approvals, or terminations on behalf of the Respondent.

Respondents are solely responsible for conducting their own independent due diligence regarding the location, extent, duration, and operational constraints of the telecommunications facilities and for incorporating such conditions into their proposed development program, schedule, and financial assumptions.

C. Former Wildercroft Elementary School / Police Station / County Vehicle Fueling Station

The Property is improved with the 35,090 square-foot former Wildercroft Elementary School building, a public elementary school operated by Prince George's County Public Schools (PGCPS) during the mid-20th century. Following the cessation of educational use, the Property was subsequently utilized for County public safety purposes, including use as a police headquarters. The structure was formally vacated in 2024 and has since been vacant. Photographs of the Property are included in Appendix B, and the appraisal of the Property is included in Appendix C.

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In addition, the Property previously served as the location of a County-operated fueling station for County fleet vehicles, including fuel dispensing equipment and associated underground storage tanks (USTs). The fueling station has been decommissioned, and the underground storage tanks were removed in December 2024.

As a result of its current vacant status, as well as its prior institutional and public safety uses, the Property may contain existing or subsurface site conditions associated with former building construction and demolition, including, but not limited to, foundations, slabs, underground utilities, abandoned service lines, paved areas, filled material, and other improvements typical of school and law-enforcement facilities. Additionally, historical uses may have involved materials, building systems, or site activities that warrant environmental and geotechnical review consistent with standard redevelopment due diligence. Based on information currently available to the RDA, no additional environmental testing has been performed beyond prior underground storage tank (UST) removal activities, and Respondents are responsible for conducting their own independent due diligence.

D. Existing Structural Improvements - Allocation of Risk and Developer Responsibilities

The RDA makes no representation or warranty regarding the presence, absence, or condition of any remaining improvements, subsurface features, or environmental conditions associated with the former school, police uses, or former uses of the Property. Respondents shall rely solely on their own investigations, due diligence reviews, and assume responsibility for evaluating all existing and historical site conditions as part of their proposed development.

Any costs associated with investigation, remediation, removal, or accommodation of conditions resulting from prior educational, public safety, or private uses shall be borne solely to the selected Respondent, unless otherwise expressly agreed in a definitive development agreement. Respondents are responsible for incorporating potential legacy site conditions into their development concept, schedule, entitlement strategy, and financial assumptions.

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E. As-Is Conveyance and Property Representations

The Property shall be conveyed strictly “as-is, where is, with all faults,” without representation or warranty of any kind, express or implied.

Without limiting the foregoing, the RDA expressly disclaims any representation or warranty regarding:

- The suitability of the Property for any intended use;
- Compliance with applicable laws, codes, zoning, or entitlement requirements beyond the current zoning classification;
- Environmental conditions, including the presence or absence of hazardous materials;
- Soil or subsurface conditions;
- Availability or capacity of utilities;
- The condition, structural integrity, or fitness of any existing improvements;
- The continuation, amount, or duration of telecommunications lease revenue.

Each respondent acknowledges that it shall rely solely upon its own independent investigations, inspections, financial analyses, and due diligence, and not upon any statements, representations, or materials provided by the RDA except as expressly set forth in a fully executed definitive agreement.

Respondents shall be deemed to have waived any claim for negligent misrepresentation, implied warranty, or failure to disclose based upon information not expressly warranted in a final agreement.

F. Environmental Responsibility and Indemnification

The selected Respondent shall indemnify, defend, and hold harmless the RDA, Prince George’s County, and their respective elected and appointed officials, officers, employees, and agents from and against any and all claims, demands, actions, liabilities, losses, damages, penalties, fines, any costs or expenses, natural resource damages, enforcement actions, contribution claims, and attorneys’ fee arising out of or relating to:

- Environmental conditions disturbed, exacerbated, or created by Respondent or its agents;
- Remediation activities conducted by or on behalf of Respondent;
- Violations of environmental laws occurring after conveyance;

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- Third-party claims relating to environmental conditions following conveyance; and
- bodily injury, sickness, disease, death, or injury to or destruction of tangible property, but only to the extent caused by any negligent act, negligent omission, wrongful act, breach of contract, or other misconduct of the Contractor, its subcontractors, subconsultants, anyone directly or indirectly employed by them, or anyone for whose acts they may be liable, in connection with the Project or the performance of the Contract.

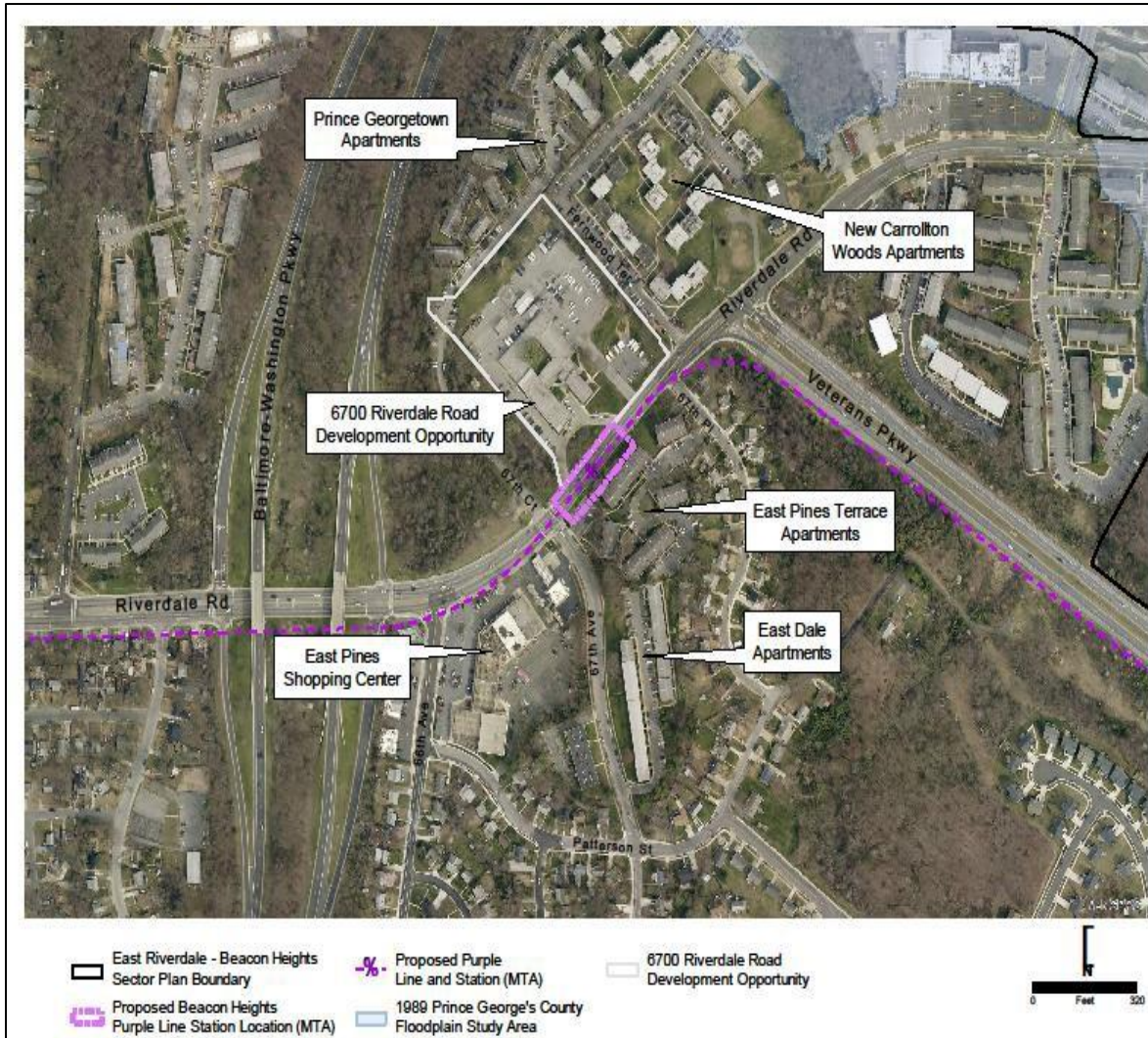
These obligations shall survive conveyance and shall be incorporated into any final definitive agreement(s).

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(MAP 1.) Location Aerial – Neighborhood Context



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(MAP 2.) Beacon Heights Station - Neighborhood Center Core



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a. PREDEVELOPMENT AND DEVELOPMENT COSTS

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

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

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

b. KEY DEVELOPMENT OBJECTIVES

Redevelopment of the Property presents a strategic opportunity to advance the County’s vision for transit-oriented, mixed-use development within the Beacon Heights Station area. Consistent with the adopted East Riverdale-Beacon Heights Sector Plan, current General Plan policies, and Purple Line Corridor housing objectives, RDA seeks proposals that address the following key objectives:

A. Transit-Oriented Mixed-Use Development:

Proposals shall reinforce the Beacon Heights Station as a neighborhood-serving transit node through compact, walkable development that prioritizes pedestrian access, strong connections to the Purple Line, and reduced automobile dependence. Mixed-use development incorporating residential uses supported by neighborhood-serving retail & commercial, civic, or community uses is encouraged where feasible under current zoning.

Each proposal must include an integrated development program incorporating residential uses, commercial or institutional-supportive uses, and public realm improvements. The RDA may give additional consideration to proposals that demonstrate strong physical and operational integration among housing, retail and service uses, pedestrian circulation, public space, and transit access.

B. Mixed-Income Housing Strategy and Long-term Control:

Proposals shall advance mixed-income, senior, and workforce housing objectives consistent with County policy and the Purple Line Corridor Housing Action Plan. RDA will prioritize proposals that incorporate Affordable Dwelling Units (ADU)

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for households at or below 120% of the area median income.

Proposals shall identify the number, percentage affordable units, bedroom mix, tenure/affordability terms type (minimum 30 years preferred unless otherwise required by financing), income target levels, and/or affordability levels of proposed affordable units. Respondents shall clearly state the duration of affordability restrictions, compliance mechanism to ensure success, and the legal mechanism proposed to preserve affordability, including, but not limited to, deed restrictions, regulatory agreements, ground lease provisions, condominium restrictions, land trust restrictions, or other enforceable instruments acceptable to RDA.

RDA may give additional consideration to proposals that exceed minimum affordability thresholds by offering one or more of the following: (a) deeper affordability levels through lower AMI targeting; (b) a greater percentage of affordable units; (c) longer affordability terms, including terms approaching ninety-nine (99) years; (d) a greater number of family-sized affordable units based on bedroom count and household suitability rather than square footage; or (e) structures that preserve public ownership or equivalent long-term public control over the land.

Each Respondent shall submit an affordability control plan describing in detail how affordability will be monitored and enforced over time. The plan shall address income certification, unit designation, affirmative marketing, lease-up or sale procedures, ongoing reporting, compliance monitoring, remedies for noncompliance, and procedures applicable upon refinancing, transfer, change in control, or casualty.

RDA reserves the right to require that all or part of the project to be structured through a long-term ground lease, land trust model, condominium regime, air-rights structure, or similar control-retentive arrangement. Therefore, a Respondent shall provide, at minimum, one alternative transaction structure under which the County or its affiliate retains title to all or part of the land, and the Respondent develops and operates the project subject to long-term affordability and use restrictions.

To the extent the project includes for-sale affordable units or other ownership interests subject to long-term affordability controls, the Redevelopment Authority may require restrictions on transfer, assignment, resale, leasing, subleasing, possession, appreciation sharing, repurchase rights, or similar enforcement mechanisms consistent with Maryland law, including concepts reflected in laws, regulations, and policies in the state and/or county. Respondents shall identify any financing, title, underwriting, or marketability considerations associated with such controls.

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Each Respondent shall provide a draft plain-language disclosure summary for prospective residential occupants or purchasers describing all material affordability restrictions, occupancy requirements, resale controls, shared appreciation terms, and the County's enforcement rights. RDA may require early delivery and approval of such materials before marketing, reservation, leasing, or contract execution.

Any affordability commitment included in a selected proposal shall be incorporated into and enforced through a recorded covenant or regulatory agreement in the final definitive agreement(s).

C. Urban Design, Placemaking and Open/Public Space:

Proposals shall demonstrate thoughtful site planning, architectural quality, and integration with surrounding streets. Consistent with the Sector Plan, redevelopment should incorporate public or publicly accessible open space, such as plazas, greens, or commons, integrated into pedestrian circulation and the overall site design.

Each proposal shall include a public space plan identifying all plazas, greens, pedestrian passages, gathering areas, or other publicly accessible spaces proposed as part of the redevelopment. The plan should include concepts for specific minimum square footage, hours of public access, design intent, furnishings, lighting, programming concepts, maintenance standards, security measures, and any proposed temporary closure protocols. The selected Respondent shall, if required by RDA, memorialize public access obligations in a recorded covenant, ground lease, development agreement, easement, or other enforceable instrument acceptable to the Redevelopment Authority. Such obligations shall run for a term designated by RDA, and shall survive transfer, refinancing, or change in control unless otherwise approved in writing by RDA.

RDA may give additional consideration to proposals that include regular programming or reservation opportunities for community, cultural, educational, or university-adjacent events, provided that such programming is operationally and financially feasible, as well as consistent with project safety and maintenance requirements.

D. Phasing and Implementation:

Proposals may include phased development approaches that reflect market conditions and project complexity. Phasing should prioritize areas closest to the

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Purple Line station and Riverdale Road and should support continuity of housing and neighborhood stability.

E. Economic Development and Community Benefit:

Redevelopment is expected to generate direct and indirect economic benefits for Prince George's County, including real property and income tax revenues, construction and permanent job creation, and meaningful participation by minority-, women-, and locally owned businesses. Respondents are encouraged to incorporate neighborhood-serving retail, small business activation, and other community-serving uses or amenities that enhance long-term economic vitality and strengthen the Beacon Heights station area as a sustainable activity center. Proposals that include retail or other commercial components, when supported by market analysis, may be scored more favorably, provided such uses demonstrate market support, feasibility, and alignment with the overall development program and surrounding context.

Proposals should describe anticipated economic development outcomes, including local hiring strategies, workforce development partnerships, opportunities for local and small business contracting, meaningful inclusion of MBEs, WBEs, CBBs, and CBSBs in equity participation, professional services, construction, and operations; potential equity participation by locally based firms; the economic value and/or revenue-sharing offered to the County; and any requested public participation, subsidies, development incentives, or risk-sharing mechanisms, if applicable.

Proposals shall state the proposed disposition structure, including, fee simple acquisition, ground lease, phased conveyance, development agreements, equity participation, or other acquisition structure authorized by the RDA's disposition policies.

Each Respondent shall submit: (a) a base concept reflecting a legally supportable development program; and (b) an enhanced concept showing how additional development intensity, mixed-use flexibility, or alternative deal structuring would be used to deliver measurable public benefits and potential revenue generating opportunities to the County. The enhanced concept shall identify the specific public benefits generated by such additional value, including additional affordable units, deeper affordability, improved public space, below-market commercial space, mobility improvements, or public infrastructure.

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Each Respondent shall provide a narrative quantifying the relationship between requested public support or development flexibility and the public benefits and/or County revenue generating opportunities offered in return. Conclusory statements shall not be sufficient. RDA may favor proposals that clearly demonstrate how project economics translate into durable public value.

If a Respondent requests conveyance, lease terms, or other consideration that would result in disposition at less than full appraised value or vest development rights, the Respondent shall specifically identify the public benefits asserted to justify such considerations, including, but not limited to, affordable housing, public access improvements, development rights and responsibilities agreements, small-business opportunities, economic growth opportunities, sustainability features, workforce commitments, or other measurable community benefits. Any such structure shall remain subject to County government approval and applicable legal and/or policy requirements.

- F. Equitable Inclusion – Local, Minority & Women-Owned Business Participation:
The RDA strongly encourages meaningful participation by Minority Business Enterprises (MBEs), Women-Owned Business Enterprises (WBEs), County-Based Businesses (CBBs), and County-Based Small Businesses (CBSBs) in all phases of development, including equity participation, professional services, construction, and long-term operations. Respondents are expected to demonstrate a proactive and substantive approach to inclusion that extends beyond minimum compliance and reflects the County's commitment to equitable economic opportunity.

In evaluating proposals, the RDA will consider the extent to which the Respondent's development team, equity structure, and contracting plan incorporate certified MBE, WBE, locally based firms, as well as implementing a Local Capacity-Building Plan. Respondents shall comply with applicable certification and reporting requirements and complete the Equitable Inclusion Priority Form (Appendix A-3) as part of their submission.

- G. Development Capacity and Stewardship:
Consistent with prior RFP objectives, the RDA places emphasis on the experience and capacity of the development team to deliver complex, transit-oriented projects and steward the Property over the long-term in alignment with public objectives.

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H. Commercial Activity Plan

Each Respondent shall include a commercial activation plan identifying the proposed mix of commercial uses, anticipated tenant categories, leasing strategy, and methods to prioritize neighborhood-serving, university-supportive, cultural, incubator, or small-business uses. RDA may give additional consideration to proposals reserving a defined portion of ground-floor commercial area for community-serving or emerging local businesses on commercially reasonable but mission-supportive terms.

I. Financial Return to RDA:

Redevelopment of the Property should provide a reasonable financial return to the RDA, consistent with market conditions and public objectives. Proposals must clearly describe the financial consideration offered, which may include a purchase price, ground lease payments, revenue sharing, proceeds from capital events such as refinancing, sale, or recapitalization, or any combination thereof.

In evaluating financial return, the RDA will consider both the proposed monetary terms and the overall public value of the project, including advancement of transit-oriented development, housing, and long-term stewardship objectives.

J. Technology-Enabled Reporting Tool

The Redevelopment Authority seeks the selected Respondent to utilize technology-enabled tools for tracking, reporting, and/or approvals during the lifecycle of this Project. Each Respondent will have to identify the digital platform or integrated set of technology tools it will use to support Project monitoring, document control, schedule monitoring, County financial assistance (if utilized), compliance management, workflow approvals, and issue escalation throughout predevelopment, design, construction, lease-up, and stabilization so the County can consistently communicate the progress of the redevelopment to stakeholders and the community. The proposed technology solution must be sufficient to permit timely identification and management of risks, compliance deficiencies, cost issues, schedule slippage, safety issues, and other conditions that could delay, impair, or cancel the project.

The Respondent shall provide RDA with appropriate access, at no additional cost unless otherwise approved in writing, to dashboards, status reports, and underlying records within the project technology platform sufficient for RDA to monitor the redevelopment and its timely completion as described herein.

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The project technology platform shall maintain a reliable and auditable record of submissions, approvals, revisions, communications, and issue-resolution history. The selected Respondent shall preserve such records in accordance with applicable law, contract requirements, County policies, and any specified retention schedule. Upon request, the Respondent shall provide exportable records in a reasonably usable format to support legal review, contract administration, public reporting, financing compliance, or audit.

Each Respondent shall identify the measures it will use to protect confidential, proprietary, personally identifiable, and security-sensitive information within the project technology environment, including user access controls, authentication protocols, backup and recovery procedures, and incident response practices. Any technology solution shall remain subject to applicable public access law, confidentiality limitations, and RDA approval.

SECTION IV: PROCUREMENT AND LOCAL PARTICIPATION PREFERENCES

4.1 POLICY STATEMENT

The RDA is committed to promoting economic development within Prince George’s County by encouraging the participation of County-based businesses and County-based small businesses in its procurement activities. This solicitation is open to all interested vendors serving as prime contractors and includes an overall 30% supplier utilization requirement, consisting of at least 15% County-Based Minority Business Enterprise (CBMBE) supplier utilization and at least 15% County-Based Business (CBB) or County-Based Small Business (CBSB) supplier utilization. Respondents are advised that compliance with the RDA’s procurement preferences and local participation policies is an important consideration in this solicitation.

4.2 APPLICABILITY TO RESPONDENTS

All Respondents to this RFP, and any development teams, contractors, consultants, or subcontractors proposed in connection with a response, shall comply with applicable RDA procurement policies and procedures, including local participation and reporting requirements, as a condition of selection and contract award.

4.3 GOOD FAITH EFFORTS REQUIRED

A. County-based Business Participation

Respondents are required to make good faith efforts to utilize County-based businesses and County-based small businesses in the performance of any agreement resulting from this RFP, where such firms are qualified and available.

Good faith efforts may include, but are not limited to:

- Identifying and soliciting qualified County-based businesses and County-based small businesses for subcontracting and consulting opportunities;
- Encouraging participation by local firms in areas of work likely to involve subcontracting or small purchases;
- Utilizing the services and assistance of the Supplier Development and Diversity Division (SDDD) of the Prince George's County Office of Procurement;
- Documenting outreach efforts undertaken to promote local participation.

The RDA reserves the right to require documentation of good faith efforts as part of proposal evaluation and during contract performance.

B. Local Capacity-Building Plan

As part of its Proposal, each Respondent may submit a practical and cost-conscious Local Capacity-Building Plan describing how the Respondent will provide training, mentoring, and limited technical assistance to Prince George's County-based small businesses, emerging development firms, or locally based minority-, women-, or disadvantaged-owned businesses that may have the potential to participate in future real estate development projects.

If proposed, the Local Capacity-Building Plan shall be designed to leverage the Respondent's existing project activities and personnel and shall not rely on creation of a separate stand-alone program unless specifically proposed by the Respondent. RDA encourages Respondents to use low-cost, implementation-focused strategies such as:

- a. Periodic workshops and apprenticeship opportunities on development finance, entitlement, procurement, construction budgeting, leasing, and project accounting and management;
- b. shadowing or observation opportunities during predevelopment and construction-

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- phase meetings, subject to confidentiality and security requirements;
- c. targeted mentoring for local firms interested in future roles as co-developers, joint-venture partners, subcontractors, property managers, or commercial operators;
- d. access to template forms, checklists, schedules, and other non-proprietary development tools;
- e. introductions to lenders, consultants, contractors, and other project participants and stakeholders, where appropriate; and
- f. post-award debriefings or educational sessions summarizing lessons learned from the Project.

If proposed, the Local Capacity-Building Plan shall be proportionate to the size and economics of the Project. Respondents shall identify how the proposed activities will be integrated into ordinary project management, community engagement, procurement outreach, or subcontractor development efforts so as to avoid unnecessary administrative cost, delay, or duplication. RDA reserves the right to consider cost efficiency and implementation feasibility in evaluating this component.

Unless expressly required in the definitive agreement, Respondent is not required to provide direct grants, below-market financing, guaranteed ownership interests, or mandatory co-developer roles to participating local businesses. The purpose of this provision is to encourage practical skills transfer, relationship-building, and future pipeline development in a manner that is commercially reasonable and compatible with successful delivery of the Project.

At a minimum, if proposed, the selected Respondent shall:

- a. conduct at least two educational workshops or roundtables during predevelopment or construction;
- b. provide at least one structured matchmaking, networking, or mentor session for Prince George's County-based small businesses, emerging development firms, or locally based minority-, women-, or disadvantaged-owned businesses; and
- c. submit brief periodic reports summarizing activities completed, attendance, and general outcomes.

Respondents are encouraged to partner with existing County, university, chamber, business incubator, economic development, or community organizations to deliver the Local Capacity-Building Plan efficiently.

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d. CERTIFICATION AND ELIGIBILITY

For the purposes of this RFP, only firms certified by the SDDD shall be recognized as County-based businesses, County-based small businesses, or Minority Business Enterprises (MBEs). Respondents are responsible for verifying the certification status of all firms proposed for participation and for ensuring that such certifications remain valid throughout the term of any agreement resulting from this RFP.

e. PARTICIPATION REPORTING REQUIREMENTS

If selected, the Respondent may be required to submit quarterly participation reports documenting County-based business and County-based small business utilization. Such reports shall identify participating firms, certification status, scope of work performed, and the percentage of total contract dollars paid to certified firms, in a form acceptable to the RDA.

Failure to submit required reports or to demonstrate good faith compliance may result in corrective action or other remedies as permitted under the governing agreement.

f. DEFINITIONS

For purposes of this RFP, the following definitions apply:

County-Based Business

A business certified by SDDD as maintaining its principal place of operation in Prince George's County and meeting all applicable County requirements, including tax compliance and a substantial nexus to the County through employment, ownership, assets, or revenue generation.

County-Based Small Business

A business that meets the definition of a County-based business and is certified as a small business under applicable State or federal regulations, including COMAR or U.S. Small Business Administration standards.

Certified County-Based Business Participation

The percentage of total contract dollars paid to businesses certified as County-based businesses.

Certified County-Based Small Business Participation

The percentage of total contract dollars paid to businesses certified as County-based small businesses.

Minority Business Enterprise (MBE)

A business enterprise that is at least fifty-one percent (51%) owned, controlled, and operated by one or more minority individuals and certified as an MBE by SDDD

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g. EVALUATION AND COMPLIANCE

Local business participation and demonstrated good faith efforts may be considered as part of the overall evaluation of proposals, consistent with the criteria set forth in this RFP. Failure to comply with the requirements of this Section may result in disqualification, withholding of approvals, or other remedies available to the RDA under applicable law and agreement terms.

SECTION V: PROPOSAL SUBMITTALS

5.1 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 Narratives and Descriptions of Key Development Objectives (Section 3.7)
 - b. Architectural Design
 - c. Conceptual Site Plan
 - d. Green Building Standards
 - e. Schedule Estimate and Milestones
 - f. Financing Plan
6. Financial Return to the RDA
7. MBE/WBE and Local Business Participation
8. Community Support Letters (if applicable)
9. Statement of no Conflict of Interest
10. Statement of no Pending or Threatening Litigation
11. Exceptions or Restrictions

5.2 FORMAT DESCRIPTION

Each proposal shall conform to the following order and format.

- 5.2.1 Transmittal Letter: The proposal shall include a transmittal letter prepared on the Respondent'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

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authorized to bind the firm to all statements, including services and prices, contained in the proposal.

- 5.2.2 **Title Page:** Each proposal shall begin with a Title Page. It should display the words "RFP No. 2026-03." 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.
- 5.2.3 **Table of Contents:** The proposal should contain a "TABLE OF CONTENTS" with page numbers indicated.
- 5.2.4 **Proposal, Section I:** The Respondent shall present their offer on double-spaced typed pages. Respondents must address each of the areas covered under the evaluation criteria in the order provided below:

The Development Team and Capacity: Respondents 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 (3) projects of similar scope to the one proposed that have been successfully completed by the key team members. The proposed corporate structure of the development team must also be described.

The Respondent shall provide a narrative that illustrates the experience, financial capacity, development-team qualifications, compliance history, and project delivery capability sufficient to perform the proposed transaction. RDA may require information concerning affiliates, guarantors, prior comparable projects, litigation history, financing sources, proposed property management or asset management arrangements, and the Respondent's capacity to implement project controls, reporting, and approval systems.

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, development, disposition and project management.

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Each proposer shall include a realistic implementation schedule identifying due diligence, entitlement, financing, design, community engagement, construction, lease-up, and stabilization milestones. Proposals should demonstrate a credible path to execution with identified financing sources, experienced team members, and manageable entitlement risk.

The Project: Respondents must submit a narrative of the proposed project including 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 minimum a LEED Silver Certification.

Mixed-Income Housing Strategy: Number of mixed-income housing units and affordability levels including target number of units for 120% AMI or below, senior and/or family households.

Commercial Activity Plan: The Respondent must provide a commercial activation plan supported by a market analysis, identifying the proposed mix of commercial uses, anticipated tenant categories, leasing strategy, and methods to prioritize neighborhood-serving, university-supportive, cultural, incubator, or small-business uses.

Financing Plan:

The Respondent must submit a proposed financing plan, including a detailed, line-item, fully functional Microsoft Excel development and operating pro forma covering the period from pre-development through stabilization and for at least ten (10) years beyond the projected stabilization year. The pro forma shall include calculations for return on cost, return on equity, 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 shall be clearly stated. The RDA will not fund infrastructure. Financing plans requiring no or minimal public sector subsidies will be scored more favorably.

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If the proposal includes a ground lease structure, the financing plan shall clearly identify the proposed ground lease payment structure, related assumptions, escalation provisions, and terms. If the proposal includes for-sale units, the Respondent shall also provide a profit and loss statement or equivalent sales revenue analysis for such units. Ground lease payments shall be expressed as a percentage of gross revenues.

For purposes of evaluation, “public sector subsidy” may include, but is not limited to:

- Direct grants;
- Tax increment financing (TIF);
- Payment in Lieu of Taxes (PILOT);
- County-funded infrastructure;
- Public gap financing;
- County-issued bonds or credit enhancement.

Use of federal or state housing tax credits shall not be deemed per se disqualifying but must be clearly identified and structured.

Financial Return to the RDA: The Respondent must propose a financial return to the RDA for the Property that demonstrates fair consideration for its real estate, including upfront cash payment, guaranteed annual cash flow and/or ground lease. A current appraisal is provided as Appendix C, respondents should use it for informational purposes only and should not assume that it establishes a fixed required pricing benchmark.

Local, Minority & Women-Owned Business Participation: The RDA seeks to encourage inclusion of Minority, Women-Owned 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, the local and minority contracting plan, and a narrative describing the implementation of Local Capacity-Building Plan.

5.2.5 Exceptions or Restrictions, Section II: Should the Respondent take exception to any provision or requirement of this RFP, it must be indicated in this section.

5.2.6 Affidavits, Certifications, and Affirmation, Section V: The Respondent is required to submit with the proposal certain certifications, affirmations and affidavits. These forms must be completed by all the Respondents. (See Appendix A)

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SECTION VI: EVALUATION AND SELECTION PROCESS

6.1 SELECTION PROCESS

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

6.2 EVALUATION AND SELECTION COMMITTEE

A 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.

6.3 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 a Respondent’s Proposal. The RDA reserves the right to waive a requirement and/or irregularities when it is in the RDA’s best interest to do so. Proposals will not be opened publicly. By submitting a proposal, each proposer acknowledges that it is responsible for conducting its own legal, financial, title, zoning, environmental, and market due diligence and may not rely on the County and/or RDA to identify all constraints affecting the site or transaction.

6.4 EVALUATION CRITERIA

After determining compliance with the requirements of this RFP, the PAG shall conduct its evaluation of the proposals. Each proposal received shall be subject to the same review and evaluation process. Proposals may be evaluated using weighted criteria that include, without limitation: development concept and design quality; development team experience and capacity; financial feasibility and capitalization strategy; mixed-income housing strategy; economic development and equitable participation; and financial return to RDA. Each Respondent should highlight the following within the proposal: affordability depth and duration; strength of affordability control mechanisms; public benefit value; commercial activation strategy; public space quality and enforceability; disposition value; implementation readiness; effectiveness of proposed RDA oversight (if required), reporting, approval, and risk-control systems; local business participation; and team experience

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The Authority will provide additional evaluation points for the following considerations:

A. Proposals that offer greater affordability depth, longer affordability duration, stronger public-control features, or higher percentages of affordable units, rather than treating affordability as a binary threshold alone.

B. Proposals that preserve long-term public influence over land use, tenanting, affordability compliance, public access obligations, and future transfers through ground leases, restrictive covenants, approval rights, phased conveyance controls, or similar stewardship tools.

C. Proposals that include prevailing wage commitments, workforce development measures, construction management planning, a Local Capacity-Building Plan, and practical strategies to reduce disruption to surrounding transit facilities, educational facilities and operations, and adjacent neighborhoods during implementation of the redevelopment.

The following criteria will be used in the evaluation of submitted proposals:

CATEGORY	EVALUATION CRITERIA	POINTS
Development Concept & Design Quality	Overall development vision and site design, including quality of architectural concept and site planning, integration with the Purple Line Beacon Heights Station, pedestrian-oriented and transit-supportive design, ground-floor activation and public realm enhancements, and compatibility with surrounding land uses. Evaluation will also consider the strength of Transit-Oriented Development (TOD) integration, including pedestrian circulation, wayfinding, first- and last-mile connectivity, and overall coordination with transit operations.	20
Development Team Experience & Capacity	Determination of Respondent’s qualifications and ability to deliver the project, including experience completing comparable mixed-use or multifamily developments; experience with TOD projects; organizational structure and roles of key participants; financial strength and demonstrated delivery history; and experience implementing technology-enabled reporting tools to track project progress and performance throughout the Project lifecycle.	20
Financial Feasibility & Capitalization Strategy	Financial credibility and executability of the proposed development, including realistic capital stack and sources/uses; evidence of equity capacity or funding commitments; construction cost assumptions and contingencies; development schedule and phasing feasibility; level of public sector subsidies required; and overall financial viability of the proposed program.	20

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6700 Riverdale Road, Riverdale MD 20737*

<p>Mixed-Income Housing Strategy & Long-term Control</p>	<p>Proposed residential program, including provision of mixed-income housing serving households up to 120% AMI, unit mix and diversity of housing types, and market responsiveness. Evaluation will also consider long-term control and sustainability of affordability, including the quality and enforceability of the Affordability Control Plan (income certification, unit designation, affirmative marketing, lease-up or sale procedures, reporting, compliance monitoring, remedies, and provisions for refinancing, transfer, change in control, or casualty).</p>	<p>10</p>
<p>Commercial Activity Plan</p>	<p>Proposed commercial activation plan identifying the mix of commercial uses, anticipated tenant categories, and leasing strategy, including methods to prioritize cultural, neighborhood-serving, university-supportive, incubator, and small-business uses. Proposals that include retail or other commercial components will be evaluated based on demonstrated market support, feasibility, and alignment with the overall development program and surrounding context, with stronger, well-supported proposals receiving higher scores.</p>	<p>5</p>
<p>Economic Development & Equitable Participation</p>	<p>Anticipated economic impact and quality and credibility of inclusion strategies, including: projected construction and permanent job creation; estimated real property and income tax revenue generation; meaningful inclusion of MBEs, WBEs, CBBs, and CBSBs in equity participation, professional services, construction, and operations; commitment to hiring County residents and partnerships with workforce development or training institutions; and incorporation of ground-floor retail, small business space(s), and other community-serving uses that enhance economic vitality. MBE/Local Equity Participation shall be evaluated as follows: 20% or more = 10 points; above 5% and less than 20% = 5 points; and 5% or less = 3 points. Evaluation will be based on the level of specificity, quantification, and feasibility of proposed commitments.</p>	<p>20</p>
<p>Financial Return to the RDA</p>	<p>Proposed financial consideration to the RDA, including purchase price or ground lease terms; revenue participation, if applicable; overall financial value to the RDA; and reasonableness of assumptions supporting the proposed return. Evaluation will also consider any requested public participation, subsidies, incentives, or risk-sharing mechanisms, and the overall balance of financial return and public benefit.</p>	<p>5</p>
<p>TOTAL BASE</p>		<p>100</p>

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ADDITIONAL EVALUATION POINTS;

The Authority will provide additional evaluation points for the following considerations:

Category	Evaluation Criteria	Points
Affordability Depth & Duration	Proposals that exceed baseline affordability through deeper affordability levels, longer duration, higher percentages of affordable units, and enhanced affordability control mechanisms.	Up to 5
Long-Term Public Control & Stewardship	Mechanisms that preserve long-term public influence over land use, tenanting, affordability compliance, public access, and future transfers, including ground leases, restrictive covenants, approval rights, phased conveyance controls, or similar tools.	Up to 5
Workforce, Construction & Community Impact Mitigation	Prevailing wage commitments, workforce development strategies, Local Capacity-Building Plan, construction management planning, and practical strategies to reduce disruption to surrounding transit facilities, educational facilities and operations, and adjacent neighborhoods during implementation of the redevelopment.	Up to 5
TOTAL ADDITIONAL POINTS		Up to 15
Maximum Possible Score		115

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6.5 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 the award of the exclusive right to negotiate a development agreement and/or any definitive agreement with the RDA based on the terms of the Respondent'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 for 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 Respondents who are deemed to be reasonably probable 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, equity commitment letters, or other evidence of capitalization as a condition of advancing in the selection process.

Notwithstanding the point allocation described herein, the RDA reserves the right to determine, in its sole discretion, that a proposal lacks sufficient financial capacity, equity backing, or development feasibility to warrant further consideration, regardless of numerical score.

Neither submission of a response to this RFP nor selection of a Respondent confers any property interest, development right, entitlement right, contractual right, nor obligate the County or its agents or assigns absent the execution of a definitive agreement approved by the RDA and any other required governmental authority. No oral statements or course of negotiations shall create any binding obligation on the part of the RDA.

6.6 LEGAL SUFFICIENCY AND RESERVATION OF RIGHTS

Any proposed award, land disposition, or negotiated business terms regarding this solicitation shall remain subject to legal sufficiency review, approval by the Redevelopment Authority's authorized bodies or persons, satisfaction of applicable policy requirements, and compliance with federal, state, and local law. RDA reserves the right to reject any or all proposals, waive informalities, amend the solicitation, cancel the solicitation, request supplemental information, or terminate negotiations if RDA determines such action to be in its best interests

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6.7 EXCLUSIVE RIGHTS OPTION FEE

As a condition of selection, the selected Respondent shall pay the RDA an **Exclusive Rights Option Fee** in the amount of **Ten Thousand Dollars (\$10,000.00)**. The Exclusive Rights Option Fee shall be deposited with the RDA and held in a non-interest-bearing account during the period of exclusive negotiations. The selected Respondent shall remit the Exclusive Rights Option Fee **within ten (10) business days** following issuance of the written notice of selection. Failure to timely remit the Exclusive Rights Option Fee may constitute grounds for withdrawal of the selection and selection of an alternate Respondent, at the sole discretion of the RDA.

The Exclusive Rights Option Fee shall be non-refundable during the exclusivity period. If the parties successfully execute a Development Agreement or Land Disposition and Development Agreement, the Exclusive Rights Option Fee shall be credited toward the purchase deposit, purchase price, or ground lease as applicable. If the transaction does not close for any reason, the Exclusive Rights Option Fee shall be retained by the RDA, unless otherwise expressly agreed in writing. Notwithstanding the foregoing, the RDA may, in its sole discretion, refund the Exclusive Rights Option Fee if negotiations are terminated by the RDA for convenience prior to execution of a governing agreement.

Upon execution of any development or land disposition agreement, the selected Respondent shall provide a good-faith deposit, in an amount to be negotiated, which shall be credited toward the purchase price or ground lease obligations at closing as applicable.

6.8 PROPOSALS PROPERTY OF THE RDA

All proposals submitted in response to this Request for Proposals shall 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.

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 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)

EQUITABLE INCLUSION PRIORITY FORM

<p>Section 1. General Information</p>	<p>1. Development Parcel _____ 2. Respondent _____ 3. Does Respondent include one or more entities that meet the requirements as indicated in the “Equitable Inclusion Priority” sub-section of the “Equitable Development Focus” section of the RFP? <input type="checkbox"/> YES <input type="checkbox"/> NO</p>
	<p>Complete Section 2 and the table below only if the answer to Section 1, #3 is YES</p>
<p>Section 2. Equitable Inclusion Priority Entity</p>	<p>4. Total Equity Participation Percentage to meet the Equitable Inclusion Priority (the sum of equity participation in the table below): _____ 5. I certify that the entity or entities listed in the table below are certified as Prince George’s County-Based Small Business (CBSB); County-Based Business (CBB); County-Located Business (CLB) and/or Minority Business Enterprise (MBE) Certification or led by or majority controlled by individuals designated as socially disadvantaged in accordance with the requirements found under 13 C.F.R. §124.103. <input type="checkbox"/> YES <input type="checkbox"/> NO</p>
<p>Section 3. Declaration</p>	<p>I declare, certify, verify, attest, and state that this form and any supporting documents are true and correct to the best of my knowledge and belief. Pursuant to Criminal Penalties for False Statements Title 18, Section 1001 of the U.S. Code states that a person is guilty of a felony for knowingly and willingly making false or fraudulent statements to any Department of the United States Government.</p>
	<p>Signature: _____ Date: _____ Print Name: _____ Title: _____</p>

Equity Participation Percentage Table (instructions below)							
ENTITY NAME	STREET ADDRESS	ZIP CODE	A. (Y OR N?)	B. (Y OR N?)	C. (Y OR N?)	D. (Y OR N?)	EQUITY PERCENTAGE (%)
TOTAL EQUITY PARTICIPATION PERCENTAGE							

APPENDIX A-3

Equity Participation Percentage Table instructions:

- If Respondent is comprised of one or more entities that meet the requirements for the Equitable Inclusion Priority, the Respondent should complete this table to identify each such entity.
- Answer “Yes” or “No” to all designations that apply to each entity
 - A. Black Americans
 - B. Hispanic Americans
 - C. Individuals who are members of other groups for which a rebuttable presumption exists that the individuals are socially disadvantaged (13 C.F.R. §124.103(b)(1))
 - D. Individuals who establish social disadvantage by a preponderance of the evidence (13 C.F.R. §124.103(c))
- Equity Percentage = The percentage of equity participation in the Proposal for each entity listed