



REQUEST FOR EXPRESSIONS OF INTEREST (RFEI)

The Revenue Authority of Prince George's County
Conceptual Site Development of
Parcels A and B at 4719 Silver Hill Road
For the redevelopment of the Suitland Town Square
NO. FE-02-2022

Issue Date: February 4, 2022



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REQUEST FOR EXPRESSIONS OF INTEREST (RFEI)

The Revenue Authority of Prince George's County Conceptual Site Development of Parcels A and B at 4719 Silver Hill Road For the redevelopment of the Suitland Town Square NO. FE-02-2022

PROJECT DESCRIPTION

I. Executive Summary

The Revenue Authority of Prince George's County ("RAPGC") is releasing this Request For Expressions of Interest ("RFEI") No. FE-02-2022 as it seeks to receive proposals (each, a "Proposal" and collectively, "Proposals") from highly qualified affordable housing Fee-Based Real Estate Developers or Development Teams. The purpose of the RFEI is to identify Offerors who have a creative vision, demonstrated experience, and the organizational and financial capacity to plan and develop the Project Site as a new construction mixed-use multi-family affordable artist and social entrepreneur rental housing, the Creative Suitland arts center, and a commercial food hall type retail space that serves as a destination for the surrounding community located on Parcels A and B at 4719 Silver Hill Road, in Prince Georges County Maryland. This development is adjacent to the Suitland Mixed-Use Town Center Development Plan (MUTC) on Suitland Road in Prince Georges County, Maryland.

The strategic goal for this development project is for the creation and/or preservation of an affordable artist-friendly rental housing community and social entrepreneur/ community-change maker housing over an existing creative artist space (Creative Suitland Arts Center) and a food related concept. The project will promote a regional placemaking concept to support the overall Suitland redevelopment, enhance community vibrancy and activity, and increase residential density and walkability along Silver Hill Road.

The residential component may include studio, one, two, and three-bedroom units, along with amenities such as a community center/clubhouse, pool, and gym. The developer shall maximize the zoning on the site.

This RFEI is being released to identify a Fee-Based Real Estate Developer with extensive experience in developing affordable multi-family housing, desiring to develop, construct, and operate affordable artist/social entrepreneur rental housing. Offerors may be based in Prince George's County or outside, but there are requirements about partnering with County-based businesses.



RAPGC 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 RAPGC's sole discretion and without prior notice:

The solicitation is currently tracking the following timeline of key dates:

- Release of Request for Expressions of Interest: February 4, 2022
- Clarifying Question Deadline: February 14, 2022 by 4PM EST
Responses to questions will be aggregated and posted on the following website:
<https://www.princegeorgescountymd.gov/1148/Revenue-Authority>
- Submission Due Date: March 7th, 2022 by 3PM EST
- Announcement of Short List: March 24th, 2022
- Release of Request for Proposals to Short-Listed Development Teams: Spring 2022

II. Contact Information

QUESTIONS

Any questions regarding this RFEI should be submitted via e-mail only to REDevelopment@co.pg.md.us. Offerors shall not direct questions to any other person. Responses to Respondent questions will be aggregated and posted at [RAPGC website at https://www.princegeorgescountymd.gov/1148/Revenue-Authority](https://www.princegeorgescountymd.gov/1148/Revenue-Authority).

Electronic copy must be emailed to: REDevelopment@co.pg.md.us

The Opportunity

RAPGC is looking for a partner that is well-qualified in affordable housing development to provide creative solutions, including funding and financing models, necessary to enable a partner(s) to finance the design, permitting, leasing, and construction of the project and ongoing management of a project of this complexity.

Thus, this RFEI is designed to give all who may be interested an opportunity to suggest creative financing and public-private partnerships structures.

Through this RFEI, RAPGC seeks to identify a short list of potential Offerors and will then invite short listed Offerors to respond to an RFP. Offerors will be invited to provide a request for proposals, and then a Respondent will be selected to collaboratively develop a program for the site that both advances the RAPGC's public goals, especially multi-family affordable artist and social entrepreneur rental housing, but also supports existing creative artist space (Creative Suitland Arts Center) and a food hall related concept.

The development partner would be responsible for leading the following activities in collaboration with RAPGC:

- The RAPGC shall retain long-term ownership of the land, and unless specifically excepted, the selected Developer/Offeror will own the improvements and manage the property.



- Assessing the development potential of the Creative Suitland Arts Center Area, determining ideal development capacity, and identifying how land uses could be positioned on site.
- Planning the site to balance proximity and access to the Suitland Metro Station and Suitland Federal Center.
- Confirming target populations for each phase and determining their housing needs in terms of design and affordability.
- Preparing a unit mix and pricing strategy based on identified demand and the target populations' needs.
- Assessing the viability of rental housing, given underlying land ownership.
- Preparing conceptual design materials including typical floorplans, elevations, and bulk/massing diagrams.
- Assessing the project's ability to leverage federal, state and/or local tax credit programs to deliver below-market rate housing. Include a detailed discussion of various funding strategies to maximize the leverage of public and private funding sources, including potential capital campaigns, partnerships and New Markets Tax Credits, if feasible.
- Developing an entitlement strategy to secure all required approvals for the project.
- Engaging in a meaningful community outreach process to address community concerns.

Additional Terms and Conditions

Site Condition:

III. As-Is Condition

The Sites shall be conveyed or leased in "as-is" condition, without warranty by the RAPGC as to physical condition of the land or any existing structures.

Soil or Subsurface Conditions

Notwithstanding prior studies available for Offerors' review, the County makes no representations regarding the character or extent of soil or subsurface conditions or the conditions and existence of utilities that may be encountered during the course of any work, development, construction or occupancy of the Sites.

Environmental Remediation

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

Predevelopment and Development Costs

Offerors should draw independent conclusions concerning conditions that may affect the methods or cost of development.

- The selected Offeror shall be solely responsible for all pre-development (including demolition of existing improvements and due diligence studies such as traffic, geotechnical, storm water management and other site preparations) and project development costs.
- The selected Offeror shall be solely responsible for all costs related to obtaining necessary permits, approvals, clearances, and licenses at the appropriate time.



IV. Response Requirements

RAPGC shall determine, in its sole discretion, whether each response received in reply to this RFEI is responsive and acceptable. The decision of RAPGC in this regard is final.

Submission Directions

Responses must be emailed to REDevelopment@co.pg.md.us in PDF and Excel formats, and identified as "Conceptual Site Development of Parcels A and B at 4719 Silver Hill Road for the Redevelopment of the Suitland Town Square NO. FE-02-2022 RFEI".

Responses that do not meet the following requirements will be deemed "Non-Responsive" and will not be considered for selection.

Qualified Offerors will be sent a copy of the RFP solicitation and added to the distribution list for future notices/amendments to this RFEI.

Minimum Qualifications

☐ Offerors must have a minimum of 5 years' experience performing financial feasibility analysis in relation to development projects and developing mixed-use projects of similar size and scope of the Sites identified herein.

All proposed affordable units shall be provided in accordance with an affordability covenant to be entered into with the County along with the other disposition agreements. Market rate and/or affordable residential units targeting senior citizens are considered an eligible residential use and must conform to the affordability standards for other types of residential units. Each Offeror should use the most up-to-date Department of Housing and Urban Development (HUD) income data in making its response.

V. Evaluation Criteria and Proposal Format

Attainment of County Policy Goals

Offerors whose responses satisfy the following criteria may be eligible for higher ratings:

- i. Maximize economic value to the RAPGC;
- ii. Improve quality of life for the surrounding community; and
- iii. Advance opportunities for local residents and businesses.

Among other factors, responses will be evaluated for completeness, market feasibility, innovative ideas, strength of community & stakeholder outreach, and the strength of the financial response.

Proposals must include the following components in the order they are listed below:

A. Cover: The cover should contain the RFP title, the Offeror's name and the submission date.

B. Transmittal Letter: The transmittal letter should not exceed two pages and should contain:

- i. The name, title and contact information of the individual with authority to bind the Offeror. This person should also sign the transmittal letter.



- ii. The address and legal form of the Respondent. If a joint venture is involved, provide complete information explaining the relationship among team members and their respective roles and contributions. An organization chart would be an appropriate attachment to the cover letter. If a Respondent is a business entity, the business entity must be registered with the State Department of Assessments and Taxation to conduct business in the State of Maryland.

C. Expression of Interest:

- iii. Concise summary of the expression of interest, identifying how proposed idea will meet RAPGC's program objective and the proposer's qualifications and experience.
- iv. Detailed description of envisioned RAPGC partnership outlining level of County support needed to successfully implement the proposal.
- v. Details of expected project budget, and description of the capabilities of the proposer including financial capacity.
- vi. Concept site plan (Provide proposed site location on the parcels, site plan if available or a description of the proposed project concept).

D. Qualifications and Experience: 20 Points

Offerors must provide a written description accompanied by bios and resumes of key personnel detailing their track record of previous experience, specifically:

- a. Development Partners
- b. Construction
- c. Property Management
- d. Asset Management
- e. List of Affordable Housing Portfolio, including size of projects and funding sources
- f. Managing commercial type food halls

E. Financial Wherewithal: 30 points

The RAPGC seeks to maximize the proceeds from the disposition of Parcels A and B (the "Sites"). In determining economic feasibility, Offerors may take into account all available non-County sources of financing (e.g., tax credits) or other private or federal assistance that may benefit the project. The RAPGC will not be providing any public subsidy to fill any funding gaps or shortfalls.

Offerors should provide:

- i. A proposed project financing strategy, including a listing of all anticipated sources of construction and permanent financing (including interest rates; amortization type and period; ex-ante return on assets and equity, and internal rate of return; covenants; coverage ratios; and all other relevant information)
- ii. A detailed description of which, if any, federal government funding sources the Offerors intend to attract to the project.
- iii. Satisfactory evidence of Offerors' ability to source project debt and equity, including



commitment letters from prospective investors; and

iv. Disclosure of Fees

Offerors shall disclose all development management fees, general contracting fees, construction management fees, property management fees, and other fees that are paid to Offerors or affiliated parties during the life of the project.

References: 10 Points

F. Funding: Provide at least two previous experiences securing and leveraging multiple sources of public, private, and philanthropic funding for comparable Affordable Housing projects to minimize the need for local subsidies.

G. Experience:

1. Offeror shall identify three (3) Affordable Housing development projects comparable to Offeror's proposed project, and with which Offeror or their key personnel have had primary involvement.
2. Demonstrate previous significant experience working with public sector agencies.

H. Project Concept: 20 Points

Offerors shall describe, in detail:

- i. The overall concept and vision for the Sites and how the vision will integrate with and enhance the surrounding community;
- ii. Evidence of market demand for the project's proposed uses;
- iii. To the extent Offerors propose combining the Sites with adjacent parcels as part of the project, Offerors' property rights in such other parcels;
- iv. Offerors' zoning strategies for the project, and if applicable, Offerors should provide a schedule that fully describes each step in the approval process necessary for entitlements assumed in the response;

Affordable Housing

If the response contemplates a residential use component for the Sites, Offerors shall provide a description of the following:

- v. The project's impact on the County's affordable housing goals and other economic development objectives;
- vi. The method in which the project integrates affordable housing units within the proposed plans. (Affordable housing units must be dispersed, not clustered, throughout the residential component(s) and mixed with market-rate units.)

I. Project Implementation: 5 Points

Respondents shall identify and describe the timetable and milestones through project completion.

J. Community & Stakeholder Outreach: 10 points

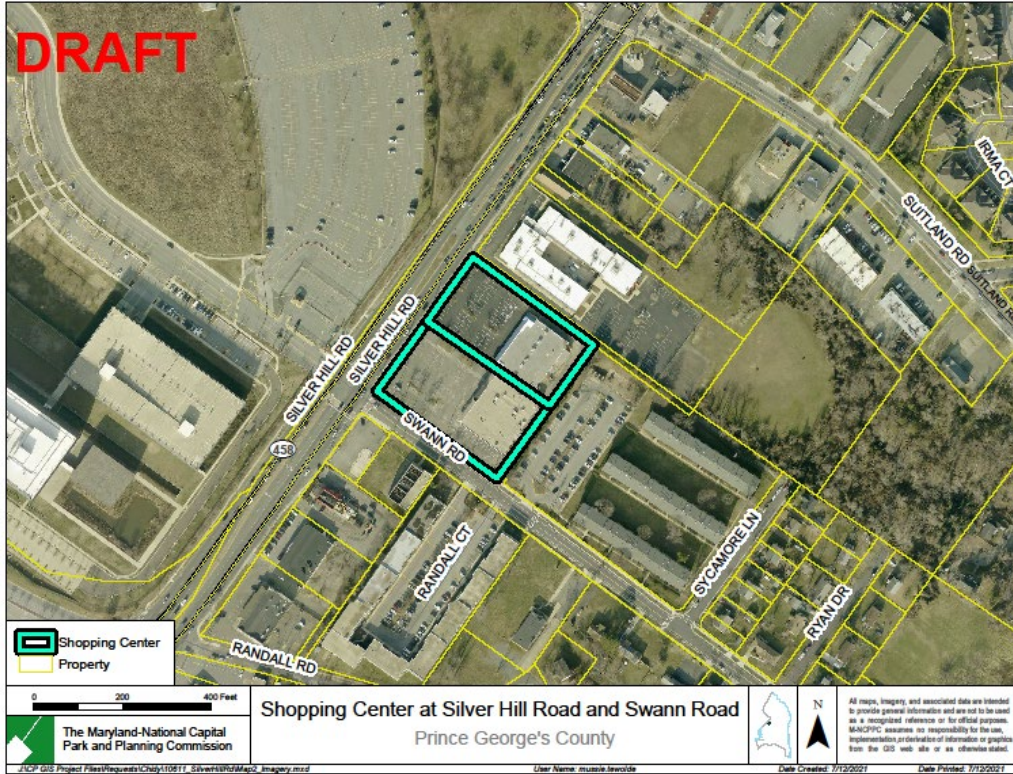


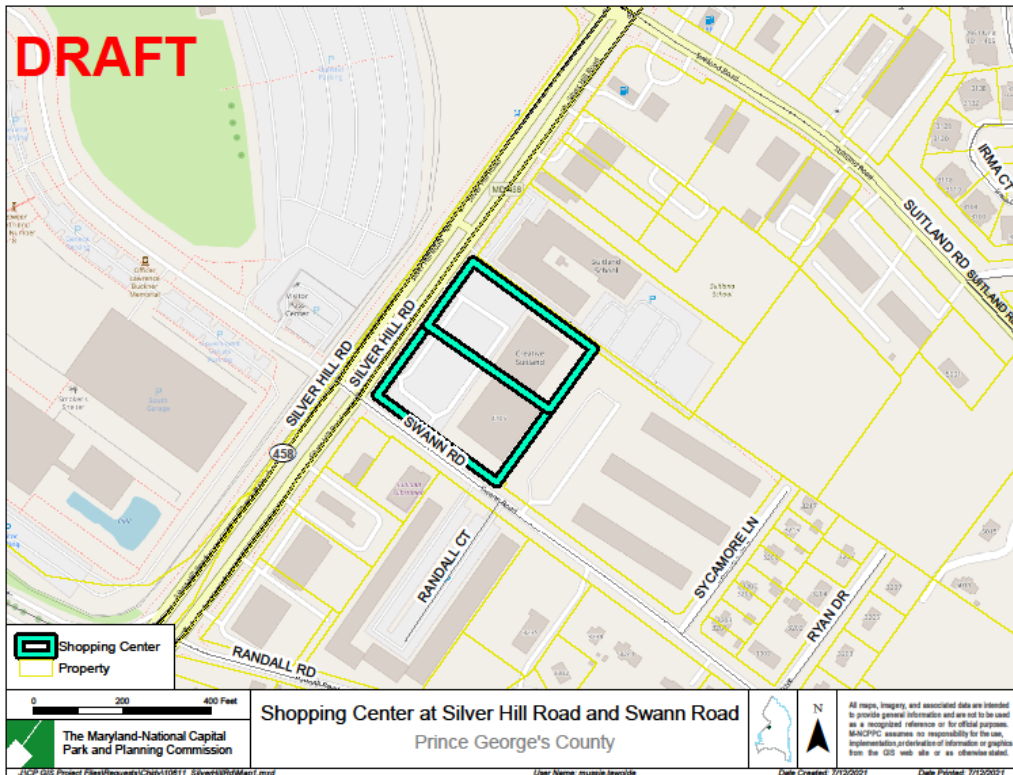
- i. A description of the activities and strategies completed to date that demonstrate the Offerors' efforts to work with the local community and stakeholders to ensure their meaningful involvement in the submitted responses; and
- ii. A description of the post-award approach and strategies to working with the local community and stakeholders to ensure their meaningful involvement in the development process.

K. Identify Any Issues/ Challenges: 5 points

Identify any issues/challenges anticipated for the development of the Sites.

Site Depictions





Reservation of Rights

RAPGC reserves the right, in its sole discretion and as it may deem necessary, appropriate, or beneficial to the County with respect to the RFEI and the eventual RFP, to:

- Cancel, withdraw or modify the RFEI and/or RFP prior to or after the response deadline;
- Modify or issue clarifications to the RFEI and/or RFP prior to the response deadline;
- After review of one or more responses, RAPGC may request submission of additional information from some or all Offerors;
- RAPGC may request one or more Offerors to modify its response(s), provide additional information, or provide a "Best and Final Offer";
- Enter into negotiations with one or more Offerors based on responses submitted in response to the RFEI and/or RFP;
- Reject any responses it deems incomplete or unresponsive to the RFEI;
- Reject all responses that are submitted under the RFEI and/or RFP;
- Terminate, in its sole and absolute discretion, negotiations with any Offerors if such Offerors introduce comments or changes to a development agreement that are inconsistent with its previously submitted response materials;
- Modify the deadline for responses or other actions; and
- (i) Reissue the RFEI and/or RFP, (ii) issue a modified RFEI and/or RFP, or (iii) issue a new RFEI and/or RFP, whether or not any responses have been received in response to the initial RFEI and/or RFP.