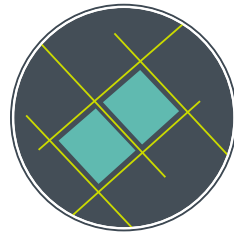


SEVENTH & TRYON MASTER DEVELOPER REQUEST FOR QUALIFICATIONS

MARCH 14, 2018



Seventh
& Tryon
DEVELOPMENT



INTRODUCTION

THE OPPORTUNITY

Visionary developers have a unique opportunity to transform two catalytic blocks in Uptown Charlotte to create a welcoming, inclusive and walkable place with vibrant public spaces animated by art, cultural, learning and entertainment venues as well as a diversity of housing options for all.

THE VISION

Seventh & Tryon will be a new Uptown landmark in Charlotte, North Carolina that is economically successful and architecturally iconic; brings jobs and vitality to the central business district; and provides housing options affordable to a range of income levels. Seventh & Tryon's mixed-use, mixed-income neighborhood will create an opportunity for the community to come together in inspiring ways.

The project is poised to play a catalytic role in accelerating the development of Charlotte's vibrant North Tryon District.

INVITATION

The Seventh & Tryon stakeholders invite interested firms to submit qualifications to act as the Master Developer to implement a transformative development plan for this two-block site. All qualified and experienced developers wishing to be considered for this landmark opportunity are invited to submit their qualifications for consideration.

The stakeholders intend to contract with a private entity to serve as the Master Developer of this land assemblage. Teams may be comprised of a single firm, or a partnership between two or more firms as long as all components of the development are addressed. The selected team will be the one who, at the sole discretion of the stakeholders, is best suited to be the Master Developer for the Seventh & Tryon project.

The selection process will include two rounds. Round One is the solicitation of this RFQ which is open to any firm or team that meets the minimum requirements. Round Two is a solicitation directed to a selected number of the respondents to this RFQ with a subsequent Request for Proposals (RFP). The selection process is detailed more fully in the body of this document.

The selection will be managed by the Seventh & Tryon stakeholders development manager, DaVinci Development Collaborative (DaVinci). Any questions regarding this solicitation should be directed to DaVinci (see page 21 for contact info). Do not contact any of the Seventh & Tryon stakeholders regarding this solicitation. **Contacting staff or other members of the stakeholder organizations regarding this solicitation will be grounds for immediate dismissal from consideration.**

Interested developers should submit all information by 5:00 PM Eastern Standard Time on **Tuesday, April 24, 2018**. Please pay close attention to the submittal instructions listed within; any respondent that does not submit its qualifications by the stated time and date including all the requested information may not be considered.

INTRODUCTION

RFQ SCHEDULE

- + RFQ AVAILABLE TO MASTER DEVELOPERS:
MARCH 14, 2018
- + QUESTIONS REGARDING RFQ DUE BY:
APRIL 4, 2018
- + DEADLINE FOR RFQ SUBMISSIONS:
APRIL 24, 2018
5:00 P.M. (E.S.T.)
- + RFQ SELECTION ANNOUNCEMENT:
WEEK OF MAY 24, 2018

TABLE OF CONTENTS

PROJECT BACKGROUND	5
SPONSOR BACKGROUND	9
DEVELOPMENT OBJECTIVES	10
MASTER DEVELOPER ROLE	14
PROPOSAL PROCESS AND SCHEDULE	15
RESPONSE REQUIREMENTS	17
EVALUATION FACTORS	20
SUBMITTAL DETAILS	21
GENERAL PROVISIONS	22

PROJECT BACKGROUND

MECKLENBURG COUNTY¹

Mecklenburg County is the most populous of any county in the State of North Carolina. The County includes the City of Charlotte and is home to more than 1,000,000 residents, making it the most populous county between Atlanta, Georgia and Washington, D.C. Over the last decade, Mecklenburg County has attracted a growing number of people from around the country and the world. Between 2005 and 2015, the metropolitan region's population growth rate averaged 2.6 percent.

The Mecklenburg County economy has been in the top fifth of U.S. metropolitan areas since 2004 in overall growth in jobs, output and aggregate wages, despite the recession. That has included ranking seventh nationally from 2013 to 2015 in advanced industry growth. Rising wages contribute to this positive economic picture which has shown few weaknesses as the recovery period has progressed, driving demand for skilled workers. The robust economy provides opportunities for the newcomers who bring skills and education with them, as well as the local population.



CITY OF CHARLOTTE²

The City of Charlotte is one of the 25 largest cities in the U.S. and is the most populous City in North Carolina. It was named one of the top 20 “Best Places to Live in the USA” by U.S. News & World Report in 2017 and Forbes ranks Charlotte 1st among top 10 cities with the best employee engagement.

¹ Information provided by the [2017 Mecklenburg County Pulse Community Report](#)

² Info provided by the [City of Charlotte](#)

PROJECT BACKGROUND

With more than 10 Fortune 1000 companies, including household names such as Bank of America, Lowe's, and Duke Energy, Charlotte is home to the Carolina Panthers of the NFL, the Charlotte Hornets of the NBA, the NASCAR Hall of Fame and the U.S. National Olympic Whitewater Training Center. Other amenities that make Charlotte a great place to live and work include numerous institutions of higher learning, cultural offerings and healthcare facilities.

CHARLOTTE RANKS HIGH ON MANY NATIONAL LISTS INCLUDING:



#2 AMONG
25 LARGEST CITIES
FOR MOST DESIRABLE PLACE
TO PURCHASE A HOME

SOURCE: NERDWALLET.COM

CHARLOTTE WAS THE **#1 CITY**
IN MILLENNIAL GROWTH
& GREW BY NEARLY
11,000 in 2015

SOURCE: BUSINESSINSIDER.COM

2ND IN THE
BEST AREAS

for job-seeking college graduates

SOURCE: CAREERBLISS.COM



9TH AMONG THE TOP MOVING
DESTINATIONS OF ALL CITIES

SOURCE: PENSKE TRUCK RENTAL



Top 10 city for urban forests



SOURCE: AMERICAN FORESTS

TOP 20 BEST CITIES
FOR BUSINESSES AND CAREERS

SOURCE: FORBES.COM

PROJECT BACKGROUND

THE SEVENTH & TRYON SITE

The Uptown Charlotte area is a dynamic district that continues to outpace the growth of most major American cities, but there are still a few sites in the area that remain underdeveloped. Poised to be a vibrant part of Charlotte's growth, the Seventh & Tryon site is one of these; it represents one of the largest assemblages and the single most exciting development opportunities in Uptown Charlotte.

The two-block site, in the North Tryon district, is in the northeastern section of Uptown Charlotte. The North Tryon area straddles the 1st Ward and 4th Ward neighborhoods, an area well served by access to I-77 and I-277. The area is also served by the 7th Street Station (one block from Seventh & Tryon) on the 9.3-mile light rail LYNX Blue Line connecting Uptown Charlotte to the growing South End.

Charlotte City Center Partners (CCCP), the non-profit promoter of Uptown Charlotte, completed the North Tryon Vision Plan along with several partners including the City of Charlotte and Mecklenburg county in 2015, and in 2017 created the North Tryon Vision Implementation Plan. The Seventh & Tryon site is a linchpin of the North Tryon Plan; many of the planning principles that drive the proposed Seventh & Tryon vision evolved from the North Tryon planning work. Both the North Tryon Vision Plan and Implementation Plan are available through links on the Seventh & Tryon project website at www.seventhandtryon.com.



The two-block, 6.8-acre Seventh & Tryon site sits at the southern end of the North Tryon district; it is bordered by North Tryon Street on the West, 8th Street on the North, College Street on the East and 6th Street on the South. The vision for the project is to transform two catalytic blocks in Uptown Charlotte to create a walkable, welcoming and inclusive environment with urban plazas surrounded by commerce, knowledge, culture, entertainment and a diversity of housing options. The baseline development concept includes traditional and

PROJECT BACKGROUND

creative office space, market rate, senior and diverse price point housing options, a boutique historic hotel and restaurant and retail spaces, complemented by an open plaza and paseos. Other important development program elements are underground parking to maximize the use of land and open space that will activate and engage with the other uses in and around the two-block area.

The site is currently anchored by Charlotte Mecklenburg’s existing Main Library and the McGlohon Theater. Planning for the new Main Library, which will serve as a “public commons” for the surrounding community, is underway. The new building will be constructed on a portion of the land the Library now occupies and will continue to be an anchor for the site. The McGlohon Theater directly adjacent will also remain. The balance of the Library land will be redeveloped as part of the Seventh & Tryon site.

Other existing buildings on the two-block footprint include Duckworth’s Grill and Taphouse (a privately owned popular lunch and dinner venue for Uptown workers and evening visitors) and Hall House (the former Barringer Hotel registered on the National Historic Landmarks Commission and now owned by the Charlotte Housing Authority). The Historic Hall House is proposed as a boutique hotel; it will remain along with the Duckworth’s building.

The Seventh & Tryon blocks are exceptionally positioned to capitalize on the vibrancy currently taking place in the area. The Library has recently announced its design team led by the internationally acclaimed architect team of Snøhetta, Clark Nexsen and brightspot strategy. With the Historic McGlohon Theater and its popular programming and performances, the planned expansion of Discovery Place, The Levine Museum for the New South and the forthcoming new Carolina Theatre and Intercontinental Hotel, the concentration of cultural resources in and around the Seventh & Tryon site adds to its potential as a place connected to institutions of learning, culture and civic engagement.

EXISTING ZONING

The existing zoning of the site is a mixed-use development district designation designed to strengthen the high-density core of Uptown Charlotte. The Uptown Mixed-Use District (UMUD) permits and encourages the coordinated development of retail trade, business, professional and financial services, offices, hotels, and high-density residential development. UMUD-Optional also offers opportunities for innovation that takes into consideration sensitivity to the pedestrian environment, urban design, open spaces, signage and common street furniture.³



³ Detailed Zoning Ordinance can be found here: http://www.charmeck.org/gatewaycharlotte/PDF/Zoning_Ord_City_Chapter09.pdf

SPONSOR BACKGROUND

The Seventh & Tryon development is led by a group of stakeholders united in a common goal to do something extraordinary for the people of Charlotte and Mecklenburg County. The stakeholders have been working together since 2015 to craft goals for the development of their respective land holdings into a single collaborative two-block development.

The Seventh & Tryon stakeholders are comprised of the following entities:

- + Bank of America
- + City of Charlotte
- + Charlotte Housing Authority
- + Charlotte Mecklenburg Library
- + Mecklenburg County



The stakeholders are aligned with a common desire to establish a unique community asset and are committed to ensuring the implementation and success of the Seventh & Tryon development vision. Each of the stakeholders is positioned to play a uniquely valuable supporting role to reach these goals. Each stakeholder has been instrumentally involved in successful development initiatives and each has a vested interest in the success of this venture.

The City and County will play a part in all regulatory approvals and issue building permits for the development. The City and County each provide many resources to help navigate the entitlement and permitting processes.

The new Main Library will be the first element to be delivered in the two-block redevelopment. The design and construction will be separately managed and financed by the County and the Library. The design team that was recently selected for the Library project is committed to facilitating a collaborative design process between the new Library and the larger development.

The Charlotte Housing Authority (CHA) and its development arm, Horizon Development Properties, Inc. (HDP), are a primary resource for diverse price point housing in the Charlotte area. Through their development work and in partnership with others, CHA and HDP have provided the technical expertise to successfully negotiate and deliver public and private partnerships supporting below market housing initiatives.

In addition to the public land owners, Bank of America (BoFA) is also a stakeholder. BoFA has a long track record of supporting community initiatives and has completed many of its own neighborhood revitalization and development projects through the Bank of America Community Development Corporation.

DEVELOPMENT OBJECTIVES

The Seventh & Tryon development is envisioned as a mixed-use public-private partnership. A shared vision was formed through a lengthy process of discovery. Planning activities included discussions among the stakeholders and informal outreach to the community. This led to a goal of providing an economically successful and aesthetically pleasing development that brings jobs and vitality to the North Tryon district, while providing diverse price point housing options to a range of income levels.

The mixed-use development concept is designed to achieve multiple objectives by creating:

- + A variety of housing types, including market rate, senior and affordable / diverse price point market options.
- + Commercial and creative office spaces
- + A refurbished Historic Hall House into a boutique hotel.
- + Prominent and active street-level retail and restaurant spaces that link together the components of the mixed-use development in a lively and engaging way.
- + Synergy with the adjacent arts & entertainment district.
- + Well-orchestrated outdoor, public spaces and plazas that entice pedestrians to explore, linger and traverse all the uses within the development.
- + Parking to accommodate the site uses.

The Seventh & Tryon conceptual plan commissioned by the stakeholders creates a centralized Urban Plaza and connected paseos around which all the uses on the blocks are organized. The objective is a well-orchestrated pedestrian realm that is active day and night. In concert with the street level open spaces, it is proposed that upper level public, semi-public, or private terraces be strategically located within each development component such that they help to create a multi-level outdoor experience and visual connection of public spaces. In the plan, a new pedestrian paseo is proposed between Duckworth's Restaurant and the McGlohon Theater by the removal of the existing Spirit Square entrance. This connection will align with the courtyard space at Discovery Place across North Tryon Street to create a visual connection between these two civic uses.



DEVELOPMENT OBJECTIVES

This scenario also allows for a pedestrian paseo from the Urban Plaza to 6th Street and the front door of the Carolina Theater. This visually connects the energy of the two redevelopment projects. The ground floor uses can be entranceways or portals into the civic, office and residential uses, as well as programmable common spaces for the development where the community comes together. The ground floor space also can be for retail uses. The table below illustrates the minimum densities the stakeholders are seeking for the development program. However, alternate development programs and/or densities will be considered and are encouraged.

BASELINE USES FOR DEVELOPMENT PROGRAM

BLDG. DESIGNATION	"FOOTPRINT (SQ. FT.)"	FLOORS	OFFICE	CREATIVE OFFICE	HI-RISE RESIDENTIAL	MID-RISE RESIDENTIAL	HOTEL	RETAIL	UNITS	GROSS AREA (SQ. FT.)	NET AREA (SQ. FT.)
A	14,500	14		195,700				7,300		203,000	176,521.74
B	17,000	6				94,000		8,000	109 DU'S	102,000	88,696
C	10,000	15			145,500			4,500	169 DU'S	150,000	130,435
D	26,000	15	387,000					9,000		396,000	344,348
E	22,500	6				123,100		10,800	143 DU'S	133,900	116,435
F-1	10,000	14			112,000			2,500	130 DU'S	114,500	99,565
F-2	13,600	12			115,600			6,800	134 DU'S	122,400	106,435
G	7,000	12					70,000	3,500	135 KEYS	73,500	63,913
X		1						3,500		3,500	3,043
	120,600		387,000	195,700	373,100	217,100	70,000	55,900	820 UNITS	1,298,800	1,129,391



DEVELOPMENT OBJECTIVES



PROGRAM USES

The new Main Library will be at the corner of North Tryon and 6th Street in an iconic civic structure. A primary Library entrance connected to the corner at North Tryon and 6th Street is proposed, as well as the Urban Plaza. The primary McGlohon entrance is shared with the Library portal – physically and programmatically uniting the two. A secondary entrance to the McGlohon Theater is suggested on the north side of the theater and should allow for the pedestrian paseo and interaction of Duckworth’s outdoor space to activate this space.

Commercial Office space is envisioned in the space next to the Hall House. This strategic location allows for an address on North Tryon Street through the new pedestrian paseo mall, while not overpowering the smaller scale buildings of Duckworth’s and the McGlohon Theater. The taller tower in this location will enable more sunlight into the alleyways and has been depicted as a traditional Class A Office tower. It is illustrated that the first level of office would have access to a larger rooftop plaza overlooking the alleyways. It is suggested that the Creative Office occupy the space at the corner of East 6th Street and North College Street to take advantage of the creative energy from the new Library, forthcoming Carolina Theatre and new hotel.

For the block anchored by Hall House, a two-tower massing for residential components is illustrated. The ground floor of both towers would have an ancillary retail component. Flex Residential to wrap the upper floors of the parking structure would ensure day and night activity for the development.

PARKING

The current concept places most of the parking below ground in two parking levels with a small above ground deck in the Hall House block. The parking is designed to meet the needs of the programmed uses on the site. Any additional parking that would be for public use to help the unmet need for parking in the area is a consideration, but not a requirement. A parking solution that places the majority of parking underground is highly valued by the stakeholders. This component of the vision is an important consideration to maximize the development footprint and have pedestrian scaled frontage and open space at street level.

DEVELOPMENT OBJECTIVES

AFFORDABLE BELOW MARKET RATE HOUSING

There is a significant housing component in the project, a portion of which will be required to meet the need for housing affordable to residents in the range of 30% to 80% of the area median income. It will be important to the stakeholders that the Master Developer brings the requisite understanding and experience to deliver on this promise to the community. These units will be distributed throughout the residential buildings and be of the same size and quality level as the market units.

The ultimate affordable housing target is “70/30/30.” This is defined as 70% of the total units at market rate, 30% of the total units affordable below market rate; with 30% of the affordable below market rate units at 30% of the area median income and the balance split evenly between 50% and 80%. This stakeholder driven target is essential to the success of the endeavor. Alternate approaches maybe considered that meet the intent of the affordable housing goals.

FINANCIAL SUPPORT

The Seventh & Tryon stakeholders understand the complexities of delivering a vision of this scope and scale and have experience in partnering with private entities on similar projects. Understanding that achieving the goals will require a collaborative effort, the stakeholders are committed to help implement an innovative, multi-source financing strategy that supports delivery of the development goals.

M/WSBE

There will be an expectation for meaningful inclusion of Minority, Women-Owned and Small Business Enterprises (M/WSBE) throughout the project from planning through construction. The stated goal for M/WSBE involvement is 30%. It is expected that this goal be met with meaningful involvement of M/WSBE firms through all phases of this development process.

MASTER DEVELOPER ROLE

The Master Developer will be expected to enhance, improve and implement the proposed conceptual development plan. The Master Development team is expected to bring the expertise and capital to deliver the entirety of the program and will also be responsible for attracting potential tenants, leasing activities and property and asset management, including the parking structures.

The stakeholders encourage respondent-led creative suggestions for market-driven adjustments to the final program of uses to help ensure that there is a proper balance between market conditions and development density and intensity. The location of uses, phasing of the ultimate buildout and timing decisions related to construction and delivery will also be driven by the Master Development team's plans.

The Master Developer will be the ultimate decision-maker on all matters related to the non-public economics of the development, delivering financing for predevelopment expenses and commitments for infrastructure and delivery of buildings. Whether through development by its own forces or through subdevelopment partners, the Master Developer will be ultimately responsible for delivering the agreed upon Seventh & Tryon vision.

The specific details of the roles and responsibilities of the Master Developer and stakeholders will be further defined in the Request for Proposals. Definitive agreements related to the disposition, development, ownership, management, operation and financing of the property will memorialize these responsibilities.



SIERRA BONITA AFFORDABLE HOUSING IN WEST HOLLYWOOD



FOUNTAIN SQUARE IN CINCINNATI, OHIO



AFFORDABLE HOUSING WITH LIBRARY IN BROOKLYN, NY



BETHESDA ROW, WITH PUBLIC & PRIVATE PARKING IN BETHESDA, MARYLAND



VIA VERDE / THE GREEN WAY IN BRONX, NEW YORK

PROPOSAL PROCESS AND SCHEDULE

The selection will be a competitive two-step process consisting of a Request for Qualifications (RFQ) and a Request for Proposals (RFP). This RFQ phase is an open call with no restrictions; all firms believing themselves qualified to deliver on the proposed goals are invited to submit their qualifications. The stakeholder selection committee will review submittals and develop a shortlist of qualified Master Developers that will receive a more directed RFP. The number of teams selected for further consideration is dependent on the number and quality of responses received and what the stakeholders determine is in their best interest.

The Request for Proposals round will involve a more specific review of the merits and terms of each respondent's deal structure. Selected firms will be invited to provide a detailed development concept and value proposal. Only firms selected from the RFQ round will be invited to submit RFP responses.

All submittals deemed responsive will be considered by the evaluation committee. For a submission to be deemed responsive, it must include all the items requested in this Solicitation, complete and sufficiently detailed to make a proper evaluation. Submittals that are not minimally responsive may be rejected.

This round of the selection process is for consideration of a Master Development team only; additional development team members and sub-consultants will be requested during the RFP round. All firms that have distinguished themselves through successful master development of large-scale multi-use projects similar to the Seventh & Tryon development are invited to submit their qualifications. Each submitting team must have the capabilities and experience delivering all components of the proper development program. The shortlisted firms will be the ones that the Seventh & Tryon stakeholders believe will be able to deliver a development meeting the established goals and objectives.

Firms are encouraged to present sufficient information on its services and capabilities to enable the stakeholders to make an informed decision. Proposals will be reviewed and scored by the stakeholders evaluation team and a shortlist of responding firms will be invited to respond to a more detailed RFP. Additional information will be required at that time; further instructions will be given regarding expectations for the short-listed firms once those firms are selected.

Questions regarding this solicitation should be directed to David Scott via email to davidscott@seventhandtryon.com. Responses to any questions not submitted through this process will not be binding. All questions and answers will be posted to the Seventh & Tryon project website at www.seventhandtryon.com. It will be the responsibility of each team to get any additional addenda, answers to questions, or other information from the project website. Questions are due by 5pm E.S.T. on April 24, 2018. Contacting staff or other members of the stakeholder organization regarding this solicitation will be grounds for immediate dismissal from consideration.

Supplemental information may be required to clarify submitted materials from any or all teams or team members. If a submission is incomplete, and if it appears that the omission can be corrected promptly, teams may be offered the opportunity to provide the required information within a prescribed period. If a firm does not respond within the time allotted, its proposal will not be considered.

PROPOSAL PROCESS AND SCHEDULE

RFQ SCHEDULE

2018	TASK NAME
MARCH 14 TH	+ ISSUE RFQ
APRIL 4 TH	+ DEADLINE FOR QUESTIONS
APRIL 11 TH	+ ISSUE RESPONSE TO QUESTIONS
APRIL 24 TH	+ RFQ RESPONSES DUE
MAY 24 TH	+ SELECTION OF SHORT LIST TO RECEIVE RFP
MAY 24 TH	+ ISSUE RFP
JULY 19 TH	+ RFP DUE DATE
WEEK OF SEPTEMBER 17 TH	+ ANNOUNCE FINAL SELECTION

RESPONSE REQUIREMENTS

Submittals shall include the following information and be provided in the order outlined here with each section clearly identified. Responses shall include sufficient detail to understand clearly and accurately your firm's ability to provide the requested services. Responses should communicate the capabilities, knowledge, experience and capacity of your firm to deliver on the requirements of the project. Respondents are encouraged to present your information in the way that best communicates your capabilities. Submissions should include the following organized in such a manner that these items are easily identified. Please pay attention to the page limit requirements; this will be a consideration for level of responsiveness.

1. COVER LETTER AND DISCLOSURE STATEMENT (LIMIT TO 2 PAGES)

- a. This should be a brief statement of interest in the form of a standard business letter that summarizes the Master Developer's interest in the project with a brief description of why your team is the best choice for this project.
- b. Include a disclosure statement listing all potential conflicts of interest related to this Project. This disclosure statement must be addressed specifically in your response, even if no conflict exists.

2. FIRM DESCRIPTION (LIMIT TO 2 PAGES)

- a. A brief narrative describing the Master Developer's company history including location of business, years in existence, number of employees, and annual volume of work.
- b. Include a listing of any relevant firm awards or honors.
- c. A brief statement of your firm's philosophy and general development approach.

3. DEVELOPMENT TEAM DESCRIPTION (LIMIT TO 2 PAGES, NOT INCLUDING RESUMES)

- a. A narrative description and organizational chart describing the Master Developer's proposed key development team members and their respective roles. The Description should indicate experience and ability to deliver all aspects of the development program put forward by the Seventh & Tryon stakeholders including traditional and creative office space, retail space, residential, below market housing as well as historic preservation and parking.
- b. Provide full resumes for key personnel describing relevant experience, certifications, areas of specialization and any other relevant information.
- c. Include a statement regarding the current availability of each proposed team member, percentage of time that each person will be dedicated to this project.
- d. Describe existing relationships and past efforts and successes in meaningful engagement of minority and female-owned businesses.

RESPONSE REQUIREMENTS

4. RELEVANT EXPERIENCE (LIMIT TO 7 PAGES, 2 PAGES PER PROJECT, 1 PAGE FOR VOLUME OF WORK)

a. Project Examples

Provide three project examples that indicate relevant experience and success in delivering projects similar to the Seventh & Tryon vision plan. Projects may be in development, under construction or complete, but must have a total development cost of not less than \$150M. Projects should highlight work experience of the proposed development team members and convey the offeror's success in delivering development projects with one or more of the following attributes.

- + Mixed-use projects in urban markets that combine uses in a cohesive integrated master plan
- + Class A commercial office and retail tenants
- + Conforms to residential uses with affordability goals
- + Partnerships with public entities
- + Conforms to established goals of district and community master plans
- + Incorporates sustainability and smart growth principles
- + Balances parking demand requirements without compromising on pedestrian-orientated urban planning principles
- + Successful Historic Preservation

For each of the three highlighted development projects examples, provide the following information

1. Total Development Cost
2. Nature of your team's involvement
3. Development program including land area, gross square footage of uses and phasing
4. Members of the development team that participated on the project
5. Year of predevelopment start and (projected) year completed
6. Number and mix of residential units and affordability goals achieved
7. Design and engineering team members
8. M/WSBE goals and actual performance
9. Historic preservation conformance
10. References - Provide two (2) current references for each project (organization names and contact persons, addresses, phone numbers, e-mail addresses)

b. Volume of Work (1-page limit)

Provide the following to indicate current and past volume of development work for your team. If your team is made up of more than one firm, indicate the combined volume of work including all team firms:

RESPONSE REQUIREMENTS

1. For Mixed-Use Development

- a) Dollar volume of currently active development projects. Provide a list including total development cost for each.
- b) Dollar volume of development projects completed in the last 10 years. Provide a list including total development cost for each.

2. Residential Development

- a) Number of units currently in development. Provide a list including total number of units for each.
- b) Number of units completed in the last 10 years. Provide a list including total development number of units for each.

5. APPROACH TO FULFILLING PROJECT OBJECTIVES (3-PAGE LIMIT)

- a. Provide a narrative describing your process for fulfilling the project objectives. Include a brief discussion of the approach that illustrates your understanding of the work being requested; especially focused on complex public-private partnerships including “lessons learned” and recommended best practices.
- b. State any opportunities or concerns your team identifies for the project with an emphasis on value creation, placemaking and development advantages related to the Seventh & Tryon site.

EVALUATION FACTORS

Master Developers submitting responses to this RFQ will be evaluated according to the following general criteria:

- + Demonstrated experience in master planning and placemaking for large scale mixed-use developments
- + Track record and demonstrated ability in development that supports value enhancement and economic development in a public-private partnership environment
- + Ability of the team to understand the goals and objectives of the Seventh & Tryon stakeholders and define a process for delivering a development that meets these goals
- + Compliance with and responsiveness to the RFQ
- + Applicability of firm philosophy to the Seventh & Tryon redevelopment vision
- + Overall organization of response and ease of review
- + Past performance in the successful engagement of minority, women-owned and small businesses
- + Evidence of success in delivery of affordable housing

Submittals that are deemed responsive to the request will be scored based on the following criteria. The following evaluation criteria will be used to identify the top qualified firms.

1. Team – Submittals should indicate capability to deliver development solutions that include the development program components for the Seventh and Tryon vision.
2. Experience – Submittals should indicate relevant experience in successful planning and implementation of similar developments.
3. Financial Ability to Execute: Relevant project experience needs to clearly indicate financial wherewithal to be able to execute projects valued at \$150 million and up.
4. M/WSBE participation – Submittals should indicate evidence of a commitment to having a significant involvement (at least 30%) in all aspects of development phases by minority, women-owned, and small businesses.

SUBMITTAL DETAILS

Eight (8) bound copies of qualifications and one copy in PDF format on a flash drive should be submitted by April 24, 2018 no later than 5:00 pm EST. Send responses to the attention of:

DaVinci Development Collaborative, LLC

Attention Mr. David Scott

3355 Lenox Road, Suite 1100

Atlanta, GA 30326

404.229.3884

To be considered, all requested information shall be submitted. All material shall be presented succinctly in the order as requested in this RFQ. Each of the Seventh & Tryon stakeholders have the authority to make this selection and reserves the right to accept, modify or reject any or all responses, in part or total, and to waive any informalities determined to be in the best interest of the project. All decisions will be made by the stakeholders and will be final.

GENERAL PROVISIONS

- 1. Ownership and Costs of Submittals** -- Upon submission, all information becomes the property of the stakeholders which have the right to use any or all ideas presented in any submission in response to this RFQ, whether or not the submittal results in a contract with the submitting Consultant. If any materials submitted by Respondents are confidential, each page containing confidential information must be marked as such. All costs for development of the written submittal are entirely the obligation of the Respondent and shall not be remunerated in any manner by the stakeholders.

- 2. Non-Warranty of Request for Qualifications** -- Due care and diligence have been used in preparing this RFQ. However, the stakeholders shall not be responsible for any error or omission in this RFQ, nor for the failure on the part of the Respondents to ensure that they have all information necessary to affect their submittals.

- 3. Request for Clarification** -- The stakeholders reserve the right to request clarification of information submitted and to request additional information of one or more Respondents, either orally or in writing, at any time during the evaluation and selection process.

- 4. Acceptance/Rejection of Submittals** -- The stakeholders reserve the right to accept or reject any or all submittals in whole or in part, with or without cause, to waive technicalities, or to accept submittals or portions thereof which best serve the interest of the County.

- 5. Collusion** -- The Respondent, by submitting a Qualifications Statement and/or Proposal, declares that the submission is made without any previous understanding, agreement, or connection with any persons, Respondents, or corporations making a competing submission on the same project, and that it is in all respects, fair and in good faith without any outside control, collusion, or fraud.