



The Jewel of the Chesapeake Bay
North Beach, Maryland

NORTH BEACH WATERFRONT - RFP

The Mayor and Town Council desire a unique concept for this cornerstone location, one that will set a high standard for the development of this part of North Beach.

Stacy Wilkerson, Town Clerk
northbeach@northbeachmd.org

Request for Proposal (RFP)

Town of North Beach, Calvert County, MD

The Town of North Beach, Maryland seeks a qualified developer to work with the Town on the design and development of property under Town ownership located on the north corner of Fifth Street and Bay Avenue, in North Beach. Sealed bids for the Town of North Beach will be received until 2:00 p.m. prevailing time on Monday, October 2, 2017 at 2:00 p.m.

The Request for Proposal is available at the Town's website site at: northbeachmd.org.

Stacy Wilkerson, Town Clerk
Town of North Beach

Run Dates

7/21
7/28
8/4
8/11

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SUMMARY:

Project Location:

Parcels 1-A and 1-B, Block 4

9070 and 9101 Bay Avenue

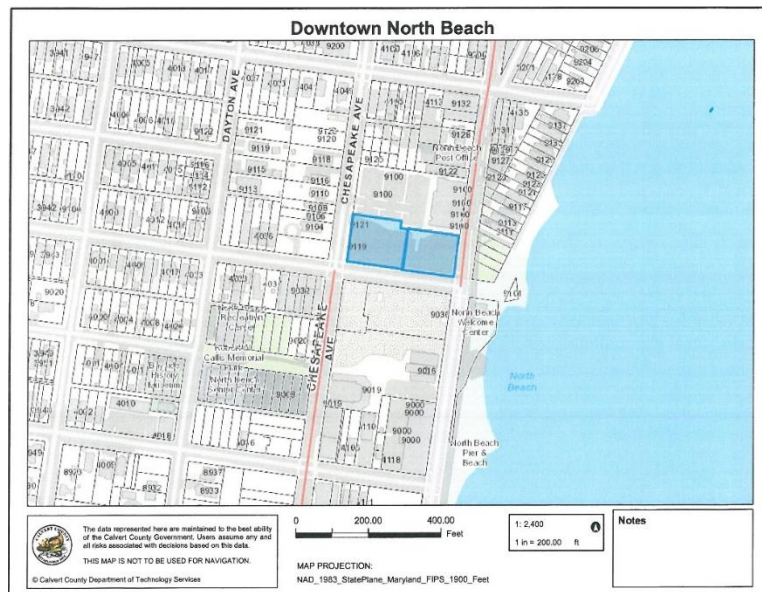
North Beach, Maryland 20714

The Town of North Beach, Maryland seeks a qualified developer to work with the Town on the design and development of property under Town ownership located on the north corner of Fifth Street and Bay Avenue, in North Beach. The Mayor and Town Council desire a unique concept for this cornerstone location, one that will set a high standard for the development of this part of North Beach.

Applicants should demonstrate that the development is financially self-sufficient, requiring no Town funds for the life of the project. Qualified developers must have significant experience and a demonstrated ability to develop successful, high quality mixed-use development. Qualified developers with previous experience with government/private partnerships are preferred. Please see selection criteria for detailed qualifications.

Site Characteristics

The site consists of two separate lots. Parcel 1-A, Block 4, 9070 Bay Avenue, is the eastern most lot, facing directly on Bay Avenue. Parcel 1-B, Block 4, 9101 Bay Avenue, is the western of the two lots. The combined size of the two lots is approximately 38,680 sq. ft.



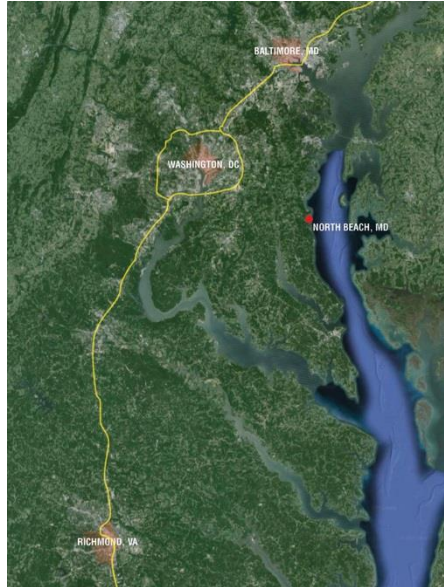
The site is flat and cleared. All utilities are available and the site is centrally located with proximity to retail, recreation, office, civic uses and downtown activities.

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North Beach, MD Profile

North Beach, located on the western shore of the Chesapeake Bay in Maryland, is approximately 35 miles from Washington, D.C. and 52 miles from Baltimore. The incorporated area of North Beach has a population of almost 2,000 and an area with a radius of two miles around North Beach and Chesapeake Beach has a population of almost 13,000 according to U.S. Census data. North Beach has excellent access to major highways throughout the region.



Zoning

The property is within the W-2 Zone and it is envisioned that these parcels will be developed as mixed-use. Uses within this site should take into account existing uses within the Town, studies done to date, including the North Beach Downtown Plan, created by the American Planning Association Community Planning Assistance Team, completed November, 2015, and the Economic Development Strategy for North Beach, created by the Sage Policy Group, Inc. in 2014. Both of these reports can be found on the North Beach website.

Structure

The North Beach Mayor and Town Council seek creative responses and/or scenarios including, but not limited to, offers for government/private partnerships, land acquisition, land lease, etc. Responses should clearly identify anticipated public sector and private sector responsibilities where relevant.

General Information

All questions regarding the RFP should be directed to:

Stacy Wilkerson, Town Clerk

Town of North Beach

8916 Chesapeake Ave

North Beach, MD 20714

Email: northbeach@northbeachmd.org

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Projected Schedule of Key Activities

Action by Mayor and Town Council and Announcement to distribute RFP – July 13, 2017

Distribute RFP – July 21, 2017

Developer Meeting/Q&A – Monday, August 28, 2017 at 11:00 a.m. – NB Town Hall

Proposals Due – Monday, October 2, 2017 at 2:00 p.m.

Shortlist Developed and Presented to Mayor and Town Council - TBD

Selection and Announcement - TBD

Public Disclosure

All responses and accompanying documentation will become the property of North Beach. Respondents should be aware that the Town of North Beach is required by law to make its records available for public inspection. Respondents should mark all materials they deem confidential or proprietary as such. However, the Town of North Beach will have no obligation to any respondent in the event they must disclose information that a respondent may define as confidential or propriety.

SUBMITTAL REQUIREMENTS:

The selected developer will have a demonstrated track record and ability to execute exceptional Mixed-Use projects that include commercial, retail, multi-family residential and hospitality/hotel uses and work in partnership with public agencies and potential private partners. The Town desires a quality project that meets the following objectives:

- Develop an economically viable, high quality project on an important property within downtown North Beach.

Proposal Requirements

1. Developer Credentials
 - a. Legal identity of proposing entity
 - b. Specific shares in ownership, capital contribution, profits and liabilities
2. Project Experience
 - a. Types of projects previously developed
 - b. Project completion status and history regarding construction, occupancy and change in ownership
 - c. Ownership patterns: build and hold; build and lease; build, fill and sell
 - d. Project references
3. Financial Credentials
 - a. Approved project financing, type and source
 - b. Ability to demonstrate that the project will be self-sufficient, requiring no Town funds for the life of the project
4. Project Proposal
 - a. Description of the project, this should consist of a narrative description
 - b. Conceptual plans, drawings and elevations (maximum size of 11 x 17)
 - c. Timeline and/or phasing from selection to completion
5. Description of anticipated Town and developer's role in the development process
6. Identification of team members, team roles, and team qualifications

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7. Identification of the person or persons with the authority to represent and make legally binding commitments on behalf of the team
8. Names and phone numbers of relevant references and clients

SELECTION CRITERIA:

The proposals will be evaluated to determine the developer most responsive to the Town objectives and most highly qualified to implement the project based on the following criteria:

1. Qualifications and Experience of the Firm and/or Principals

- a. Staffing with strong team experience; team members with notable planning, engineering and architectural experience
- b. Project staff capacity and ability to ensure that the project is designed and developed on time and within budget
- c. Demonstrated ability of the respondent to lead a development effort from predevelopment to full occupancy
- d. Experience in developing quality projects (*well-designed, strong tenant commitment ratio prior to construction, etc.*)
- e. Experience with complex transactions containing integrated planning and approaches to implementation of proposals, cost estimating and project administration
- f. Ability to accommodate and respond to public review
- g. Ability to begin construction within one year of project award and the ability to demonstrate committed anchor tenants prior to award

2. Demonstrated Responsiveness to Town Objectives

- a. Compatibility of developer's project vision and general development concept with the Town's objectives; responsiveness of development concept to the Town's objectives
- b. Quality and breadth of schematic approach to the project
- c. Timeliness of proposed development schedule
- d. Ability to adjust the development concept to address evolving design, conceptual alternatives, plans, specifications and financial conditions

3. Demonstrated Ability to Implement Project Concept

- a. Plan for site control consistent with development concept
- b. Financial capacity to complete development in a timely manner
- c. Level of interest of potential tenants
- d. Level of current involvement or presence in Greater Washington/Baltimore or other Maryland development projects
- e. Extra consideration may be given for elements of "green" construction

SELECTION PROCESS:

1. Submission of proposals
2. Evaluation
3. Short list of proposals by Review Team
4. Interviews of finalists
5. Recommendation
6. Selection

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Submission Requirements, Date and Location

Ten (10) full copies of the proposal should be mailed or hand delivered by 2:00 p.m., Monday, October 2, 2017 to:

Mailing Address:

Stacy Wilkerson, Town Clerk
Town of North Beach
PO Box 99
8916 Chesapeake Ave
North Beach, MD 20714
301-855-6681

Physical Address:

Stacy Wilkerson, Town Clerk
Town of North Beach
8916 Chesapeake Ave
North Beach, MD 20714
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