

East 11th and 12th Street Revitalization
REQUEST FOR PROPOSALS
Block 16
SCORING CRITERIA
Revised – July 21, 2014

Proposals received will be reviewed and evaluated according to the following criteria:

MANDATORY REQUIRED INFORMATION:
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The items listed below must be met or submitted. If not, proposals will **NOT** be evaluated.

1. Bid Security deposit (cashier's check for \$10,000) _____
2. Minimum Purchase Price met _____
3. Plan **MUST** Comply with:
 - a. Urban Renewal Plan _____
 - b. Neighborhood Conservation
Combining District (NCCD) _____
4. Detailed Project Development Plan _____
5. Development Entity Information _____
6. Corporate/Partnership Authority Documents
(if entity is not an individual)
7. Development Team Experience
8. Financial Capacity and Capability
 - a. Company Portfolio
 - b. Audited Financial Statements
 - c. Financing Commitment History
 - d. Pending Projects
 - e. Sources of Debt and Equity Capital
 - f. Funding Source Action
 - g. Legal Action
 - h. Bonding Capacity
9. Commitment to execution of 40-year Affordable Housing Restrictive Covenant
(if affordable housing)
10. Commitment to Development Timeline by evidence of Performance Guaranty
11. Commitment to pay all closing costs as required in Purchase & Sale Agreement _____
12. Non-Discrimination Certification _____
13. Affidavit of Non-Collusion, Non-Conflict of Interest, and Anti-Lobbying

COMMUNITY CONSIDERATIONS :

The items listed below are not mandatory; however additional points will be awarded for commitment and/or participation.

1. Community Parking
2. Incorporation of the African American Cultural & Heritage Facility
3. Affordable Housing
 - a. If Rental, 10% units must be reserved
for 60% or less MFI _____
 - b. If Owner, 10% units must be reserved
for 80% or less MFI _____
4. Minority and Women Owned Business

- Participation: _____
5. Green Building Minimums: _____
6. Other Public Benefits: _____

EVALUATION CRITERIA:

Proposals will be reviewed and scored on a competitive basis per the evaluation criteria below. .

1. PURCHASE PRICE

(maximum 15 points)

15 points: Proposal exceeded the minimum purchase price for the property.

10 points: Proposal met the minimum purchase price for the property.

2. DEVELOPMENT EXPERIENCE (past 5 years)

(maximum 25 points)

City and the URA are interested in the Developer and/or Development Team's previous experience on similar projects, including relevant experience in the design and implementation of developments similar to the proposed development, capacity to undertake new or additional projects, and development and operation of other comparable commercial and public projects. Clearly distinguish the experience of the Proposer (including joint venture partners) from that of other Development Team members. Include a description of how previous projects were developed to complement surrounding neighborhoods and how community support was obtained. Provide an organizational chart identifying all team members and their reporting relationships and identify the contractual structure of the Proposer (e.g., joint venture, partnership, etc.), including percentage of ownership and responsibilities. **List three (3) examples of comparable commercial and/or public projects that have been completed by the Developer and/or Development Team in the past five (5) years, and three (3) additional projects that evidence the overall experience, capacity, and strength of the Developer and/or Development Team. No more than one page per project.**

- **Description of Proposer:** Provide an accurate and thorough description of the Proposer. Include the names of principals, home office location, number of employees, sales and development volume in dollars per year for the last five years and all office locations.
- **Management and Development Team:** Identify the role and submit the resumes of the current key individuals who will be involved in the development of the project.
- **Relevant Experience:** Developer must list and detail previous relevant experience with respect to the development and operation of other commercial and public projects, clearly distinguishing the experience of the Developer (including joint venture partners) from that of other team members. Completed projects comparable to the current proposal should receive particular attention. For each project identified, Proposer must provide the following information:
 - o **Identification:** Statement of the project name and type. If the Developer and/or Development Team differs from the identity of the current Proposer, please specify.
 - o **Location:** Identification of the location, including address and photographs of the project.
 - o **Size and Uses:** Description of the size, mix of uses, and tenants.
 - o **References:** Identification of two references with contact names and telephone numbers.
 - o **Timeline:** Submission of the project development timeline from acquisition of the property to completion of construction.
- Development Cost:** Description of the development cost. Include a brief explanation of the approach used to finance the project, identifying financing sources.
 - o **Public Involvement:** Description of any community involvement in the project, including the role of the development entity, involvement of the public sector, and unique challenges of the project.
 - o **Public Entities:** Identification of involved public entities. Provide references and contact information.
 - o **Funding:** All sources and uses of funds are clearly indicated. Sufficient evidence of funding availability and/or commitments are included.

25 points: Developer and Development Team have demonstrated experience in the successful development of projects of a comparable size, scale and complexity, and have successfully worked with the public

sector on public/private real estate development projects in a dense urban context.

15 points: Completed similar development but smaller in size and scope.

10 points: Other Team member directly involved in proposed development has demonstrated experience in the successful development of project similar in size scale and complexity.

3. Financial Capacity and Capability (maximum 15 points)

Proposer must be able to establish and demonstrate that it has access to financial resources such as the ability to raise debt and equity capital to purchase, develop and complete the redevelopment of the subject property in a professional and timely manner. Proposals that do not meet this consideration will not be considered.

In order to demonstrate access to equity capital and financing resources to carry out the proposed project, each proposal must provide the information listed below: [Note: The City and URA recognizes that under certain circumstances, this information could be construed as confidential and sensitive. Therefore, the City and URA will treat this portion of the submission as confidential, to the extent that it is not already public and to the extent allowed by law. As such, information considered by the Proposer to be confidential, should be stamped "Confidential" in all capital letters on each page and submitted in a separate sealed envelope attached to the RFP submission.]

- Portfolio: Composition of current real estate portfolio.
- Financing Commitment History: Previous three (3) year history in obtaining financing commitments including at minimum the type of project, financing source(s) and amounts committed.
- Audited Financial Statements: Audited Financial Statements for the last three (3) years, including cash flow statements and balance sheets and, if publicly held, the most recent 10K and 10Q filings.
- Pending Projects: A listing and description of all pending projects under enforceable funded contracts, including status, development schedule and financial commitment required of the Proposer. Also provide a description of the project financing method, sources and amounts and indicate any working relationship on other projects with members of the development team proposed for the subject property.
- Sources of Debt and Equity Capital: The identity and description of the specific sources of debt and equity capital, including relationships to the Proposer (e.g., outside lender, parent company) and contact information.
- Funding Source Action: Full disclose whether any funding sources or financial institutions have threatened to take or have taken any adverse action against the Proposer or joint venture partner, such as terminating or restricting the use of funds, anytime during the past five years.
- Legal Action: A description of any pending or past legal action against Proposer, its principals and associates within the last five years including, but not limited to, legal action resulting from charges of financial misconduct or impropriety against the Proposer, its principals or associates within the last five (5) years, including, but not limited to, legal action resulting from charges of financial misconduct or impropriety against the Proposer, its principals or associates. . Additionally, provide a description of all notices of termination and claims of damage received on all projects within the last five (5) years. Describe all claims on performance and payment bonds received by Proposer, its principals and associates within the last five (5) years.
- Bonding Capacity: A description of Proposer's bonding capacity and any claims of default or termination within the last five years.

15 Points: Developer has obtained financial commitment and resources to successfully complete the project within the identified timeline of three (3) years.

10 points: Developer demonstrated the capacity to obtain the necessary funds and to complete the project within a reasonable timeframe.

4. Project Design and Readiness (maximum 25 points)

Please describe the planning which has occurred in order to purchase property. Each proposal must set forth a detailed conceptual plan for the development of the subject property. Graphic conceptual plans for the proposed project are required. The description of the development concept must include:

- Total size of development, in square footage
- The mix of uses as divided by square footage, as well as the amount of parking to be provided for each use and how it will be provided (e.g., underground parking garage, above ground parking garage, as applicable).
- An explanation of the project's scale and mass relative to the surrounding developments.
- A proposed site plan at a scale of 1 inch = 100 feet.

- Renderings and conceptual drawings indicating the elevation of proposed structures, a description of the palette of building and landscape materials used, and sections that illustrate the location, designated square footage, and spatial relationship of the mixed proposed uses, including parking.
- The dimensions and schematic layout of parking spaces, and identification of ingress and egress on the parcel.

25 points: Project is compatible with neighborhood vision, has area stakeholders support project, project development is ready and Developer is able to timely apply for permits after execution of sales contract

20 points: Project is compatible with neighborhood vision, but no evidence of area stakeholder support submitted.

5. Project Creativity and Need – 20 points maximum

To what extent will the project satisfy priority needs, as identified in the current Urban Renewal and the City Imagine Austin comprehensive plan? Describe the appropriateness of the proposed development for the neighborhood. Please provide:

- Impact on making the commercial corridor more welcoming and on increasing the availability of pedestrian oriented retail goods or services.
- Impact on other public or private investment in the neighborhood.
- Jobs created as a result of the project.
- Elements that promote sustainability. Consider including LEED for Neighborhood Development.

20 points Project meets priority needs and is appropriate for the redevelopment of the area. Project includes potential jobs for the area. Project is an innovative sustainable project.

15 points Project meets priority needs and is appropriate for the redevelopment of the area, but no evidence of jobs for the area or that it's a sustainable project.

6. Development Timeline – 10 points maximum

Provide a complete design and construction schedule for the project, including approvals from other entities involved, construction, marketing, and absorption of the buildings proposed. Include detail on phasing, if applicable. Provide evidence of commitment to meet required development timeline, including a statement of the form and amount of Performance Guaranty for 3-year completion of development, and a proposed remedy offered to Seller if building permit is not obtained in two (2) years.

10 points: Proposal included a commitment to complete the development within the three (3) year requirement

7. Community Parking – 20 points maximum

Provide parking in excess of the minimum requirements to support adjacent businesses in the corridor.

20 points: Proposal includes community parking

8. PROPOSED PROJECT SYNERGY WITH THE AFRICAN AMERICAN CULTURAL AND HERITAGE FACILITY 15 points maximum

It is strongly encouraged the proposed project identify synergies with the African American Cultural and Heritage Facility (AAC&HF). Define the approach the proposed project will utilize to successfully create a sustainable synergy with the African American Cultural and Heritage Facility by providing for example; active space for community, educational and cultural uses. How will proposed project design and uses be respectful to the adjacent AAC&HF Dedrick-Hamilton house a historic structure?

15 points: Proposal incorporates the African American Cultural and Heritage Facility

9. AFFORDABLE HOUSING - 10 points maximum

The Successful Proposer is encouraged to meet affordable housing goals. If a project includes rental housing, a benchmark goal of 10% or more units shall be affordable to citizens earning 60% or less of the Median Family Income (MFI) for the

Austin-Round Rock Metropolitan Statistical Area (MSA). If a project includes owner-occupied housing, the goal is 10% or more units affordable to citizens earning 80% or less of the MFI. (See MFI Chart –**Exhibit A**)

10 points: Proposal meets the solicitations affordable housing goals.

10. MBE/WBE PARTICIPATION - 10 points maximum

As part of the implementation of City Council resolution no. 20071108-127 (see **Exhibit B**), relating to MBE/WBE compliance (the City of Austin program for Minority-owned Business Enterprises / Women-owned Business Enterprises), the Successful Proposer is encouraged to set MBE/WBE participation goals or make a good faith effort to achieve these goals in the design and construction of improvements on the subject Property.

10 points: MBE/WBE goals were achieved or response indicates that a Good Faith Effort was made to achieve the Goals.

11. GREEN BUILDING -5 points maximum

The Successful Proposer is encouraged to meet ambitious green building goals. This includes meeting a minimum Austin Energy 2 Star Green Building rating or USGBC LEED Silver rating. (Please refer to information and links provided at www.austintexas.gov/realestate)

5 points: Proposed development achieved the minimum project Green Building requirements

3 points: Proposed development achieved less than the minimum project Green Building requirements

12. OTHER PUBLIC BENEFITS - 5 points maximum

Other public benefits proposed will be given additional consideration.

5 points: Proposal included addition public benefit requirements, i.e

TOTAL SCORE _____