



IBSEN AVE

REDEVELOPMENT SITE

REQUEST FOR PROPOSALS

city of
CINCINNATI
COMMUNITY &
ECONOMIC DEVELOPMENT

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REQUEST FOR PROPOSALS

Department of Economic and Community Development

REDEVELOPMENT OF 3540 IBSEN AVENUE

DUE DATE: November 17, 2017 at 3:00 PM ET

RFP NUMBER: RFP559CEDIBSEN

ACCEPTANCE PLACE: Patrick A. Duhaney, CPPB
Chief Procurement Officer
City of Cincinnati, Division of Purchasing
805 Central Avenue, Suite 234
Cincinnati, OH 45202

Requests for information related to this solicitation should be directed to:

Annette Gordon, Buyer at: annette.gordon@cincinnati-oh.gov

Issue Date: September 27, 2017

NOTE: The City publishes information on the City of Cincinnati Internet web site at www.cincinnati-oh.gov, which includes the Cincinnati Municipal Code (CMC) and the information concerning the rules and regulations governing the City's Small Business Enterprise (SBE) Program and Minority/Women Business Enterprise (M/WBE) Program. Offerors may register as a City vendor online at www.cincinnati-oh.gov/vss.

Please submit one original and four (4) hard copies and one (1) electronic copy of the proposal.

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I. Introduction & Purpose

The City of Cincinnati, Ohio (hereinafter referred to as “City”) is issuing this Request for Proposals (hereinafter “RFP”) pursuant to the provisions of the Cincinnati Municipal Code (CMC), Chapter 321 and City Manager Administrative Regulation 23 for the redevelopment of the subject property (hereinafter “the Site”) located at 3540 Ibsen Avenue, Cincinnati, Ohio 45209.

The purpose of this RFP is to solicit development proposals from qualified developers or development teams (hereinafter “Offerors”) for the Site and select a proposal from a qualified Offeror. Selection of a preferred Offeror and subsequent award of the contract may result after the completion of this RFP process. The City may award a contract to the successful Offeror considering the total requirements for this procurement and what is “Most Advantageous to the City” in accordance with CMC Chapter 321.

The City reserves the right to ask for additional information and clarification from or about any of the Offerors. The City reserves the right to perform investigations as may be deemed necessary by the City to assure that competent persons will be and are utilized in the performance of the Agreement and to verify the accuracy of the contents of the RFP. Participation in this RFP process in no way compels the City to provide any specific offer or remedy. The City reserves the right to not award the project, in the absence of qualified offerors.

II. Goals for the Site

The City of Cincinnati is seeking innovative development concepts from qualified Offerors that accomplish the City’s following goals for the site:

- A quality development that activates the streetscape and catalyzes momentum for the surrounding area.
- A development that aligns with the City administration and Department’s policies and goals
- An architecturally and aesthetically appropriate development that enhances surrounding structures and is contextually appropriate within the Oakley neighborhood.
- A market-driven development that is appropriate with neighboring uses and complements the existing commercial areas of Oakley.

Offerors should note that the community of Oakley has indicated support for an office use at the Site. Offerors may submit proposals for an alternative use but should do so knowing that community support will be taken into account in the review and selection process, and that creation of jobs and new investment is the highest priority of the City as it relates to the Site.

III. Site Information

Street	Ibsen Avenue
Street Number	3540, 3544, and 3548
Lot	1-3
Parcel ID	051-0002-0082-00 051-0002-0233-00 051-0002-0222-00
Total Square Footage	183,620
Owner	City of Cincinnati
Zoning	CN-A and RMX
Total Assessed Value	\$146,280

Location: As shown in Exhibit I, the Site is located at the intersection of Ibsen and Kennedy Avenues, in the Oakley neighborhood.

Existing Land Uses: The Site is currently undeveloped land.

Frontage, Size, and Shape: The Site has an irregular hexagonal shape and is located on Ibsen Avenue. The Site is approximately 4.2 acres.

Visibility/Access: The Site has excellent visibility from I-71 and the Kennedy Connector and is accessible from both roadways.

Soil and Environmental: The Site is offered “as-is”. DCED makes no representations or warranties as to any soil or environmental conditions.

Property Advantages: Located directly off of I-71 on the Kennedy Connector, the Site enjoys proximity to the Oakley business district, as well as new commercial and residential development at Oakley Station.

Oakley is a 10-minute drive from downtown, via I-71 and borders the neighborhoods of Hyde Park, Madisonville, and Pleasant Ridge, as well as Springfield Township and the Cities of Norwood and Fairfax.

Cincinnati is a thriving city at the heart of Ohio’s tristate area joining Kentucky and Indiana. Located along the banks of the Ohio River, Cincinnati is a global business center offering superior accessibility to customers and suppliers across the world. It is the transportation,

industrial, commercial and cultural center for a region that is home to more than 2.1 million people. Home to nine Fortune 500 companies and more than 300 foreign-owned firms, Cincinnati is a world-class city.

IV. Development Program

DCED encourages Offerors to understand the past goals for the site by referencing the following plans and zoning for the Site:

Plan Cincinnati

Plan Cincinnati is intended to foster sustainable economic growth throughout the region by continually improving the City's quality of life and livability. Plan Cincinnati strives to set goals that foster a climate conducive to growth, investment, stability, and opportunity, cultivating the City's position as the most vibrant and healthiest part of our region, and becoming nationally and internationally recognized as a vibrant and unique city.

Oakley North Urban Renewal Plan

Adopted in 2001, the Oakley North Urban Renewal Plan identifies goals and strategies to support the continued growth of residential and business opportunities in the Oakley neighborhood. To view the full Oakley North Urban Renewal Plan, click here:

http://www.cincinnati-oh.gov/planning/assets/File/2001_oakley_north_urban_renewal_plan.pdf

Zoning

The majority of the Site has a base zoning of Commercial Neighborhood-Auto-oriented (CN-A). A portion of the site is zoned Residential Mixed (RMX).

The purpose of the Commercial Neighborhood subdistrict is to identify, create, maintain and enhance mixed-use neighborhood commercial centers that reflect smaller-scale, pedestrian-oriented development with continuous street frontage and a mix of commercial and residential uses. The Auto-oriented designation is intended for areas that provide for easy automobile access. The purpose of the RMX zoning designation is to create, maintain, and enhance areas of the city that have a mix of lot sizes and house types. The portion of the Site which is zoned RMX would require rezoning in order to allow for commercial development. The site is not located within a Historic District.

Information on the Comprehensive Plan and Zoning can all be found at the Office of Planning website: <http://www.planning.cincinnati-oh.gov/>. Please contact James Weaver at the Office of Planning at (513)352-4882, james.weaver@cincinnati-oh.gov for more information.

V. Public Engagement

As part of the RFP process, DCED would like to maximize transparency, build inclusion, and most importantly, give the public a chance to explore and participate in the shaping (or reshaping) of their community. In addition, DCED believes the success of any development

project hinges on the inclusion and support of the local community. DCED recognizes that a successful development does not happen in a vacuum and that community input is critically important to ensure a sustainable and innovative project occurs at the site. As such, DCED has structured this process to include engagement from the community and adjacent property owners in a Public Engagement Session early in the RFP process.

Offerors are strongly encouraged to work with the Oakley Community Council (OCC) and the local community residents to understand how the community’s goals can be met in the Offerors’ Proposals. Proposals should consider and incorporate stakeholder and community preferences, to the full extent feasible and practical. Please see Section VI for more information.

VI. Timeline

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|-------------------------------------|--|
| • Release of RFP | Wednesday, September 27, 5:30PM ET |
| • Public Preview Event | Wednesday, September 27, 5:30PM ET at Cintrifuse |
| • Community Engagement Session | Tuesday, October 3, 7PM ET at Oakley Recreation Center |
| • Pre-submission Meetings | Week of October 2 – October 6 |
| • Question Submission Deadline | Wednesday, October 11, 3PM ET |
| • RFP Submissions | Friday, November 17, 2017 3PM ET |
| • Oral Presentations of Proposals | Week of November 20 – November 24 |
| • Winning Proposal Announced | (Tentative) Week of November 27 |

VII. Submission Requirements and Evaluation Criteria

Qualified Offerors are invited to submit proposals and concept plans for the Site based on their analysis of the existing Site and market. A detailed list of the requirements of submission and evaluation criteria are listed below. The Selection Committee will review and evaluate proposals that are complete and received on or before the deadline.

Submission Requirements

To achieve a uniform review process and a degree of comparability, proposals should be organized in the following order and contain all the following information:

Title Page: Showing the proposal title, the name of firm, address, telephone number(s), name of contact person, the date, and other relevant company information.

Developer Credentials: Provide a narrative describing the Developer’s background, history, and construction experience, including comparable projects successfully completed by the Developer.

Team Members: State the names and titles of key members of your development team, including proposed subcontractors. Provide a resume for each member.

Developer’s Legal Structure: Provide evidence of corporate status including, where applicable, Articles of Incorporation or a partnership certificate and/or agreement. In addition, identify by name and title entities holding and ownership interest of 20% or more.

Project Description: One-page narrative describing what is proposed for construction including as applicable: project map, Site specifications, Site features, etc. Include an explanation of the exterior design concept and the expected timetable for construction.

Concept Plan: Submit a conceptual plan for the Site showing initial ideas for building placement, parking layout, access drives, and landscaping; preliminary building elevations should be included as well.

Economic Impact Narrative: Submit a narrative explaining the expected economic impact of the proposal. Include the following details:

- a. Evidence of a committed end user
 - i. For commercial development, this may include permanent jobs created in the first year and/or a projection of permanent jobs expected to be created in the first three years.
 - ii. For residential development, this may include guaranteed occupancy percentage with supporting documentation (market study, loan covenant, etc.), density of housing, and affordability.
- b. Confirmation of registration, if the project will seek LEED (Silver, Gold, or Platinum) or Living Building Challenge (Full, Net Zero, or Petal [must include "Energy Petal"]).
- c. Evidence of construction jobs and payroll created.
- d. Timeline for construction.
- e. Any other supporting documentation the Offeror deems relevant.

Financing Plan: Submit a concise description of the anticipated general financing for the project. Include the following details:

- a. Required investment and expected level of City participation in the project (if any).
- b. Statement of Developer's financial ability and resources at the Developer's disposal.
- c. Business concept including target market for the planned project and how the completed project would be marketed.
- d. Offer price for the property
- e. Soft Financial Commitment Letters

Site Goals: Approaches to Addressing City Goals and Guiding Principles. Explain how you would address the project goals and guiding principles identified in the Background sections above.

Submission Length: Submissions in response to this RFP shall not to exceed twenty (20) pages in length, measured in 8.5 x 11 format. Twenty pages in length shall mean 10 pages, double-sided or 20 pages, single-sided. Renderings and images do not count towards RFP length. Submissions can be 8.5 x 11 or 11 x 17 in format.

Pre-Submission Meeting: All applicants are strongly encouraged to contact Annette.gordon@cincinnati-oh.gov to schedule a pre-submission meeting. These meetings are beneficial to both the developer and City Staff.

Evaluation Criteria

Each submission will be evaluated based on the criteria below and the will be reviewed based on the merit of the proposal itself and not compared to other proposals.

1. (20 points) Capacity & Experience of Developer or Development Team

Offerors should provide the following information to demonstrate their ability to execute a high quality urban redevelopment project:

- a. Offerors should identify each of the development team members: owner/developer, general contractor, design team, investors and other team members required for completion of the project.
- b. Offerors should provide a brief history of the development company(s).
- c. Offerors should provide information on a minimum of three previous projects with similar scope and complexity as envisioned in this development.
- d. Offerors should provide a list of all projects which are currently under construction or managed by the entity and an executive summary of their development experience.

2. (20 points) Vision for the Site

Offerors should submit a development concept plan for the subject Site, including a vision statement, Site plan, building uses, and information regarding proposed designs, density and building types, speculative or build-to-suit, and other relevant information the Offeror determines is appropriate.

3. (20 points) Financial Capacity

Offerors should provide one (1) letter of support from a lending institution that conveys the lender's confidence in the Offeror as a borrower. The letter should be addressed to the City of Cincinnati, Department of Community and Economic Development, and should include the name, title, company, address and phone number of the individual providing the letter. Letters of support from lenders the Offeror has used in the past will be weighted more heavily.

4. (25 points) Economic Impact

Offerors should submit a narrative addressing the expected economic impact of their proposal. Narrative should include evidence of a committed end user - if applicable, construction jobs and payroll created, permanent jobs created in the first year, a projection of permanent jobs expected to be created in the first three years, and a timeline for construction, along with any supporting documentation which the Offeror determines is appropriate.

5. (15 points) Economic Inclusion Goals

Offerors should describe their previous success in achieving economic inclusion goals on projects of similar or greater scope to the project identified here in this RFP and submit a

preliminary economic inclusion plan that includes opportunities to the maximum extent practicable, for SBEs, WBEs, and/or MBEs through the Small Business Enterprise (SBE) Program (CMC Chapter 323) and Minority and Women Business Enterprise Programs (CMC 324) respectively. Information regarding the City's SBE and M/WBE programs and a directory of certified firms can be found at the following website: <http://www.cincinnati-oh.gov/inclusion/>.

Total (100 points)

VIII. About the Department of Community and Economic Development

The City of Cincinnati's Department of Community and Economic Development (DCED) strengthens neighborhoods and grows the City's revenue base through investment in people and places. DCED is committed to executing a high-quality project at this Site which will be catalytic to the immediate neighborhood and may provide a variety of resources to ensure its success. These resources may include financial, informational and technical assistance, and/or helping Offerors to navigate the legislative and entitlement processes. Additionally, the City offers a variety of incentives and financial tools that can provide support to projects. Below is a list and a brief overview of two of the available incentives. The City is able and willing to consider other types of assistance that may not be listed as a program below. For additional information about programs and services offered by DCED please visit: <http://choosecincy.com/>

Community Reinvestment Area: The City of Cincinnati offers a Community Reinvestment Area (CRA) abatement program to companies and developers building or renovating a residential, commercial, industrial, or mixed-use facility in cases where the new or renovated facilities will result in job creation. Commercial and Multifamily CRA Tax Exemptions are property tax exemptions authorized by Ohio Statute 3735.65 and issued by municipalities that have established special CRA districts. The entire City of Cincinnati is one such district, therefore the Site is eligible for this program City of Cincinnati.

Tax Increment Financing: Developers making a large-scale investment that requires substantial public infrastructure improvements may be able to use Tax Increment Financing (TIF) to offset a portion of those costs. The City has several tax increment districts and in some cases will create a TIF specific to a project. In certain limited circumstances, TIF dollars may be used more broadly for urban redevelopment purposes. The Site is not located within a TIF district.

Job Creation Tax Credit: The City of Cincinnati may offer a job creation tax credit (JCTC) to a company that is expanding in, or moving to, Cincinnati. The JCTC provides an increase to a company's yearly profits by reducing their tax obligation to the City.

IX. Procurement Requirements

While each RFP submission will be considered objectively, the city assumes no obligation to accept or act on any RFP. The City assumes no liability for any costs incurred in preparing or submitting any RFP.

Offerors shall submit both an electronic copy of the RFP submittal in PDF format on CD, DVD, or flashdrive, as well as one original and (4) hard copies to:

Patrick A. Duhaney, CPPB
Chief Procurement Officer
City of Cincinnati, Division of Purchasing
805 Central Avenue, Suite 234
Cincinnati, OH 45202

All RFP submissions must be submitted in a sealed package. The following notation should be on the sealed package:

RFP559CEDIBSEN, 3540 Ibsen Development Site, **Due Friday, November 17, 2017 3:00PM (ET)**

The **deadline** for responding to this RFP and for submitting all related materials is:

November 17, 2017 3:00PM (ET)

Late submissions will not be accepted.

Statements of Proposals can be withdrawn at any time, if requested *in writing*, until the deadline date, at which time Statements of Proposals will be considered firm and become the property of the City and will not be returned. By responding to this RFP, Offerors waive any challenge to the City's decisions.

By submitting this Statement of Proposals, the Offeror acknowledges that the City is governed by the Ohio Public Records Laws. Notwithstanding any statement to the contrary, the City's handling of any confidentiality obligations are subject to the limitations of this paragraph. Offeror's Statement of Proposals may be subject to disclosure under the Ohio Public Records Laws. The City shall have no duty to defend the rights of Offeror or any of its agents or affiliates in any records requested to be disclosed. Upon receipt of a public records request, the City will notify Offeror of its intent to release records to the requestor. Contractor shall have a maximum of five (5) business days beginning with the date it receives notification to respond to the City by either accommodating the requestor or pursuing legal remedies to stop the City's release of requested information. Said notification shall relieve the City of any further obligation under any claim of Offeror or any of its agents or affiliates in any jurisdiction in connection with the disclosure of such records. Offeror and its agents and affiliates may pursue legal and/or equitable remedies to stop or limit disclosure at their sole expense.

The Offeror recognizes and agrees that the City will not be responsible or liable in any way for any losses that the Offeror may suffer from the disclosure of information or materials to third parties.

Offerors submitting Statements of Proposals in response to and consistent with this RFP shall submit the required or miscellaneous forms in accordance with Section X of the RFP.

a. Questions Concerning this RFP and Authorized City Point of Contact

All questions or requests for clarification must be submitted in writing via email no later Wednesday, October 11, 2017 at 3:00pm ET to Annette Gordon at: annette.gordon@cincinnati-oh.gov. Please reference “RFP559CEDIBSEN,” in the subject field of the message. Questions received after the designated period may not be considered. Any response made by the City will be provided in writing via Addendum.

Offerors are strictly prohibited from contacting any other City employees or any third-party representatives of the City on any matter having to do with this RFP. All communications regarding this RFP must be made to the City’s contact person, or any other City representatives designated by the Chief Procurement Officer in writing.

b. Preventing Unfair Competitive Advantages

Fairness and transparency in the procurement process require that Offerors competing for a specific project do not derive a competitive advantage from having provided services related to the project/contract/work assignment in question. To that end, pursuant to Administrative Regulation No. 62 and the City’s RFP Manual, a firm, and each of its affiliates, hired to provide services for the preparation or implementation of a project shall be disqualified from any subsequent procurement solicitation to provide goods, works, or services resulting from or directly related to the firm’s services for such preparation or implementation, unless an exception is made by the City Manager in writing.

c. Contractor Registration

The Offeror awarded the contract shall be a registrant under Vendor Self Service (VSS) at time of award. Go to <http://www.cincinnati-oh.gov/vss/> to register.

d. Changes and Addenda to the RFP Document

It shall be the Offeror’s responsibility to make the inquiry as to changes and addenda issued. All such changes or addenda shall become part of the contract and all Offerors shall be bound by such changes or addenda.

Offerors may download all addenda and other RFP documents from Open Data Cincinnati and should frequently return to the Site to monitor for project-specific updates and addenda.

The link to Open Data Cincinnati is as follows: <https://data.cincinnati-oh.gov>. (Once there simply click on the piggybank icon and then select “Procurement Opportunities and Contract Awards”)

e. Equal Employment Opportunity Program

A summary of the City's Equal Employment Opportunity Program is included in the RFP Section XIX. Equal Employment Opportunity (EEO) Form (DEI147) is provided only for information purposes in the RFP Section XIX. It does not have to be signed or returned with Statements of Proposals. The successful Offeror will be required to complete the DEI 147 at contract execution.

f. Offeror's Covenant of Non-Discrimination

Pursuant to the City of Cincinnati's policy of non-discrimination, specifically in its purchasing and contracting practices, by signing this Statement of Proposals and as a condition of contract award, the Offeror covenants, represents and warrants that:

- The Offeror will not discriminate against small business enterprises on the basis of race, ethnicity, gender or disability in the process of contracting, subcontracting and purchasing;
- The Offeror will use good faith efforts to promote opportunities for SBEs and M/WBEs to participate in and compete for opportunities to the extent of their availability and capacity;
- If awarded the contract, the Offeror will submit to ongoing monitoring by and submittal of reports to the City's Department of Economic Inclusion;
- The Offeror will submit to investigations and/or audits by the Department of Economic Inclusion in connection with routine monitoring or as a result of specific allegations of discrimination.

g. Competition Intended

Competition shall be generated to the maximum extent practicable, including opportunities for SBEs, WBEs, and/or MBEs through the Small Business Enterprise (SBE) Program (CMC Chapter 323) and Minority and Women Business Enterprise Programs (CMC 324) respectively.

Information regarding the City's SBE and M/WBE programs and a directory of certified firms can be found at the following website: <http://www.cincinnati-oh.gov/inclusion/>.

h. MBE and/or WBE Subcontracting Goal

The City anticipates that a MBE and WBE subcontracting goal will be applied to this project. RFP, the Offeror is expected to explain and demonstrate their experience in meeting economic inclusion goals of projects of similar or greater scope to the Project identified here in this RFP.

The submission of a M/WBE utilization plan may be required of the Offeror(s) invited to participate in the RFP round. The following forms are included in this RFP for reference purposes:

- Form 2003M/WBE: Subcontractor M/WBE Utilization Plan
- Form 2004-1M/WBE: Statement of Intent to Self-Perform

- Form 2004M/WBE: Statement of Intent to Utilize Firms
- Part B: MBE/WBE Participation Affidavit
- Part C: MBE/WBE Participation Waiver Request (If Applicable)
- Form 2006M/WBE: Subcontractor Substitution

Offeror is responsible for verifying that each M/WBE to be used on a contract is certified by the DEI as of the Statement of Proposals due date. The M/WBEs named must be certified to provide the services that they are listed to perform, and the services must be required as part of the work on this contract. A directory of certified W/WBEs is available online at <https://cincinnati.diversitycompliance.com> or at the offices of DEI.

PLEASE NOTE: ONLY AFRICAN AMERICAN OWNED MBE FIRMS MAY BE USED TO SATISFY THE MBE PARTICIPATION GOAL FOR RFPs FOR CONSTRUCTION OF PUBLIC IMPROVEMENTS.

i. Vendors Ineligible to Contract or Subcontract with the City

The City maintains a list of Vendors Debarred from Contracting or Subcontracting with the City may be accessed at: <http://www.cincinnati-oh.gov/purchasing> or may be furnished in other form upon request to the Chief Procurement Officer. The City will not contract with any firm or person on the list. It is Offeror's responsibility to verify that each subcontractor it proposes to use is an eligible firm or person. The City will not approve a subcontractor whose name appears on the list.

X. Exhibits & Appendixes

Exhibit A: Site Aerial
Informational Use Only

Exhibit B: Site Map
Informational Use Only

Exhibit C: Site Context Map
Informational Use Only

Appendix 1: Ordinance No. 93-2016, Applicability of Prevailing Wage Rates to City Development Agreements
Informational Use Only. The Offeror should consider how prevailing wage may or may not affect the project budget and City contribution.

Appendix 2: Offeror Corporate and Contact Information
Required with Statement of Proposals Submission

Appendix 3: Affidavit of Accuracy and Signature Page
Required with Statement of Proposals Submission

Appendix 4: M/WBE Participation Commitment Forms
Informational Use Only. The successful Offeror may be required to complete this form at contract execution. (These forms can be found at the following link: <http://cincinnati-oh.gov/inclusion/forms/subcontractor-inclusion-goal-packages-for-bids-rfps/>)

Appendix 5: Equal Employment Opportunity (EEO) Form (DE1147)
Informational Use Only. The successful Offeror may be required to complete this form at contract execution. This form can be found at the following link: <http://cincinnati-oh.gov/inclusion/forms/subcontractor-inclusion-goal-packages-for-bids-rfps/>

EXHIBIT A-3540 IBSEN AVE



Development Opportunity



3540 Ibsen Ave - *City of Cincinnati*

EXHIBIT B-3540 IBSEN AVE



— — Subject Property: 3540 Ibsen Ave