

Brooklyn Village & Walton Plaza Solicitation | RFQ Overview

RFQ SCHEDULE

The Request for Qualifications (RFQ) process is anticipated to commence in late October and conclude in mid-December with the announcement of a selected shortlist of Respondents for the subsequent Request for Proposal (RFP).

Milestone	Date
RFQ released by County	October 21, 2015
Pre-bid conference	November 3, 2015
Deadline for questions to County	November 9, 2015
Response to questions posted by County	November 16, 2015
Qualification submissions due	November 24, 2015
Evaluation	November 24-December 11, 2015
Shortlisted Respondents announced/invited to RFP	December 14, 2015

RFQ STRUCTURE

The RFQ has nine sections:

- **Overview:** An introduction to the sites and a summary of the deal structure and RFQ process
- **Site and Opportunity Overview**
 - The Sites: A description of each site, including its location, size, site conditions, zoning, and past plans
 - Local Context: A summary of local context and market conditions for residential, office, retail, and hotel uses in Uptown Charlotte and the Second Ward
 - Opportunity Overview: A summary of the County's proposed deal structure and key objectives
- **RFQ Process**
 - Submission Requirements: A description of required materials for statements of qualifications
 - Evaluation Criteria: The County's criteria for evaluating Respondents and their statements of qualification
 - Solicitation Schedule: A schedule of key milestones for the RFQ process
 - Submission Instructions & Questions: Instructions for asking questions of, and submitting responses to, the County
- **Reference**
 - Key Reference Documents: Links to key documents referenced in the RFQ
 - Appendices: A description of miscellaneous RFQ and Respondent requirements

PROJECT OBJECTIVES

The stated project objectives are presented in order of priority as:

- Facilitate creation of a program that creates long-term economic development benefits for the County and surrounding community.
- Complete development of a high-quality program in a timely and efficient manner.

- Create and execute a thorough local resident and stakeholder engagement process, in which local input is reflected in the eventual development program.
- Maximize the near-term financial return to the County upon acquisition, while balancing the above goals within the development program.

DEAL STRUCTURE

The RFQ confirms that the County controls and has the right to sell both the Brooklyn Village and Walton Plaza parcels under agreements with the City of Charlotte and Charlotte-Mecklenburg Board of Education. The text specifies that the County intends to sell both parcels to a single Master Developer (which could be a joint venture or partnership), but will also review responses that include a preference to purchase one site or the other, separately, with an emphasis on this party’s ability to move efficiently through the negotiation and pre-development process to deliver its intended program to the market. All Respondents to the RFQ will be required to submit a conceptual plan applicable to both sites, and state their preference to bid on one site alone, if any. The text states that the eventual Master Developer will deliver and bear the cost of horizontal improvements on the sites as needed to support the proposed vertical development, and that they will be required to create or preserve at least 1.6 acres of open space on the Brooklyn Village site, noting that the County may be open to negotiating assistance for some or all of these horizontal improvements.

EVALUATION PROCESS

The Evaluation Committee will be responsible for review of all responses to the RFQ, from which it will select a shortlist to enter the RFP process. Shortlisted Respondents must receive a score of at least 80% based on the criteria included in the RFQ, including:

Criteria	Weighting
<p>Redevelopment Approach. Respondents’ approach to fulfilling the project objectives and vision expressed in the Second Ward Master Plan, to be assessed as follows:</p> <ul style="list-style-type: none"> • Efficiently producing a mixed-use development that strives to bring a new and exciting product to the Charlotte market, and that reflects a strong understanding of market potential and timing • Supporting the long-term economic development of the Second Ward by incorporating employment uses into the site and providing high-quality jobs during the construction and ongoing operations of the project • Demonstrating the commitment, ability, and willingness to incorporate workforce housing • Respecting community input, the site’s historical context, and making every possible effort to infuse remembrances and flavor of the past Brooklyn neighborhood into the project 	<p>40%</p> <p>15%</p> <p>15%</p> <p>5%</p> <p>5%</p>
<p>Relevant Experience and Qualification. Respondents will be evaluated on relevant recent past experience with developing successful projects that are similar in vision, scope, size, and challenges. Respondents will need to demonstrate relevant experience in complex public-private ventures and mixed-use projects, with a proven track record of projection execution and achievement of public-sector and community objectives.</p>	<p>30%</p>
<p>Financial Soundness and Capability. Respondents will be evaluated based on previous ability to financially meet the obligations of similar projects and demonstration of ability and capacity to secure future financing that will appropriately fund the project through construction and maintenance for many years to come.</p>	<p>30%</p>