

RFP No. RA-10192021-B
Hyattsville Justice Center
November 12, 2021



THE REVENUE AUTHORITY
of
PRINCE GEORGE'S COUNTY

REQUEST FOR PROPOSAL

NO. RA-10192021-B

For the Design, Construction and Financing of For Sale and Rental Housing with an accompanying Arts Venue and a potential Commercial Space at the Site of the Hyattsville Justice Center on Route 1 in the City of Hyattsville

Special accommodations for persons with disabilities may be made by calling
(301) 883-6400 or TDD: (301) 925-5167

ISSUE DATE: November 12, 2021

OPTIONAL PRE-SUBMISSION VIRTUAL CONFERENCE: November 23, 2021; 11:00 a.m. EST

DEADLINE FOR QUESTIONS: December 21, 2021

PROPOSAL CLOSING: February 18, 2022; 3:00 p.m. EST

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I. Overview

The Revenue Authority of Prince Georges County (**RAPGC and/or Revenue Authority**) on behalf of the Prince Georges County Executive, and the County Government (“**County**”), is requesting proposals for the development of a mixed-use project, which encompasses market and workforce housing, an art/entertainment-focused venue and a potential commercial/retail component (“**Project**”) on the County-owned property adjacent to and upon the site of the Hyattsville Justice Center (**HJC**) located at 5000 Rhode Island Avenue in the City of Hyattsville MD (“**Property**”)

RAPGC encourages qualified developers with creative vision, demonstrated experience, organizational skill and financial capacity to plan, develop, and manage projects of a similar type and scope (“**Respondents**”) to reply to this Request for Proposals (“**RFP**”).

The Hyattsville Justice Center occupies approximately 7.5 acres along Route 1 at the southern end of downtown Hyattsville. The site currently has three buildings on it: the Prince George’s County District Court, a Prince George’s County Police Station, and the currently vacant County Service Building that housed offices for the Maryland State’s Attorney and the Washington Urban League. Additionally, there is a 559-space underground parking garage at the center of the property that serves the parking needs of all three functions. The relocation of the Police Station and any temporary uses in the County Service Building, and the subsequent repurposing /demolition of the existing structures may be required to undertake the development. The Prince George’s County District Court will not be part of the redevelopment efforts.

The County anticipates a subdivision of the parcel, and to offer the Property under a long-term ground lease, as appropriate to the successful Respondent, though other public-private partnership options will be considered. In addition, the Property will be offered with the Respondents’ understanding that the manner, terms and type of compensation for the Property are subject to the laws, regulations, policies, and procedures governing such transactions by the County. The subsequent long-term lease may constitute the County’s financial contribution to the Project.

II. Project Objectives

The County is seeking development proposals (“Proposals”) that will achieve the following objectives:

- Provide market and workforce housing to include the construction of new multifamily and/or townhomes
- Consider repurposing the County Service Building for an arts-related uses, i.e. an art/entertainment-oriented venue, artist studio space, art gallery, or other commercially viable use
- Include amenities to encompass open public spaces and appropriate street-level retail spaces
- Ensure the compatibility of the Project with the continued operation of the District Court of Maryland and the Prince Georges County District 1 – Hyattsville Police Station

Preferred Proposals will include the following:

- Provide a minimum of 1% of the total project value for arts-related uses
- Detailed plan on the process to include/engage the community in the design and visioning process for the development, its overall compatibility with the existing neighboring properties/communities, and how to incorporate this information in the Project

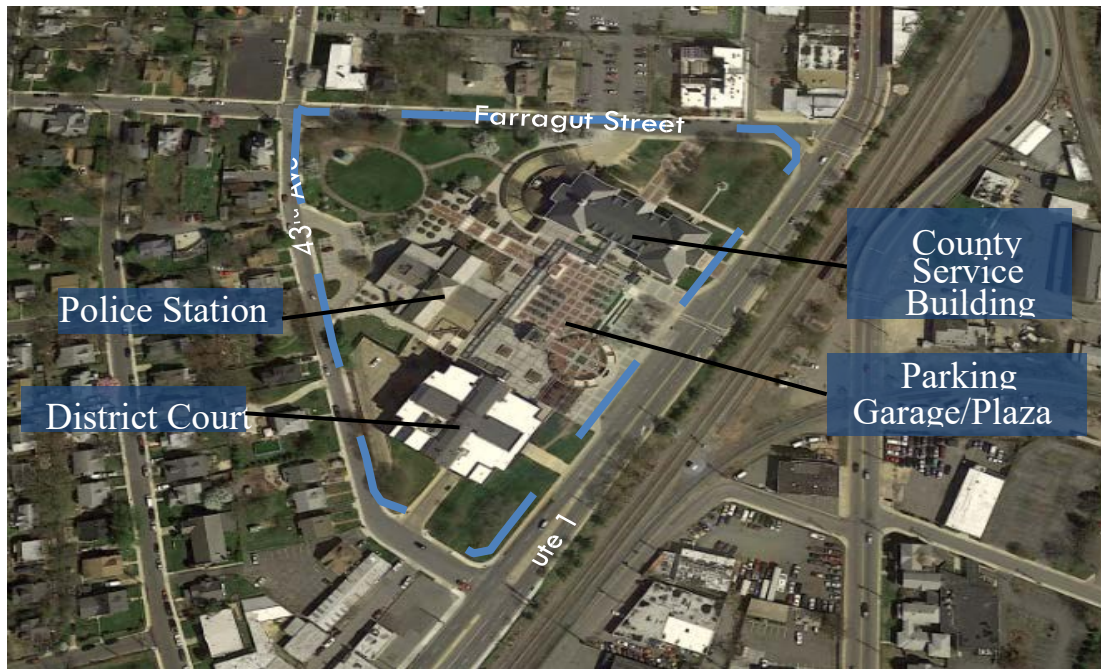
III. Site Location, Description, Challenges and Opportunity

A. Hyattsville Justice Center

The Hyattsville Justice Center occupies approximately 7.5 acres along Route 1 at the southern end of downtown Hyattsville in the Gateway Arts and Entertainment District. The site currently has three buildings on it: the Prince George’s County District Court, a Prince George’s County Police Station, and the County Service Building, which is currently vacant though is being prepared for interim artists’ use. Additionally, there is a 559-space underground parking garage at the center of the property that serves the parking needs of all three functions.

Aerial view of Proposed Parcels for Development

Figure 2. | Existing Conditions - Hyattsville Justice Center Site



B. Zoning

All parcels that are part of the Hyattsville Justice Center site are currently zoned C-O (Commercial Office) and have been proposed for NAC (Neighborhood Activity Center) zoning under the new Zoning Ordinance and Subdivision Regulations. The allowed uses include residential, commercial, and mixed-use development. Maximum height is 70 feet and there is no specified floor area ratio (FAR). In addition, the site is guided by the Gateway Arts District Approved Sector Plan. Respondents are advised to familiarize themselves with the Sector Plan. To view the Sector Plan online, please visit:

http://mncppcapps.org/planning/publications/BookDetail.cfm?item_id=23&category_id=1&name=&pricemin=&pricemax=&author=&Pubs_year=&price=&

C. Economic Incentive Zone Designations

The site is located in the following incentive zones:

- Priority Funding Area
- Sustainable Communities
- Gateway Arts and Entertainment District
- Maryland Milestones Heritage Area
- Hyattsville Historic District

Depending on the characteristics and uses of proposed development project, many of these programs may be combined into a package of incentives. Participation in any of these programs is subject to meeting their respective eligibility requirements.

D. Site Challenges

There are a number of challenges related to the current state of the Hyattsville Justice Center. These include the condition of the parking garage on site, connection of the site to the surrounding area, the low use of the public plaza on the site, incorporation and redevelopment of existing on-site operating County-owned facilities, and existing topography

i. Parking Garage

1. **Parking garage infrastructure** – Infrastructure in the parking garage has aged and needs repair. Current estimates indicate that performing all needed maintenance on the garage would cost approximately \$5 million. The RAPGC is optimistic that funds generated through a public/private partnership on the site can help fund the needed improvements to the garage.

2. **Parking garage utilization** – The garage on the Hyattsville Justice Center site is currently underutilized. Despite many people commenting on a lack of parking spaces available downtown, the garage rarely makes use of all its spaces. Of the 559 spaces on the site, at least 200 spaces are regularly available and more may be available through shared parking strategies.

ii. **Connectivity**

As it is built now, there is a lack of connectivity between the Justice Center site and the surrounding area, particularly to the commercial corridor along Route 1 north of the site. The design of buildings on-site does not currently engage with the neighborhood around it.

iii. **Plaza Usage**

The plaza at the center of the Justice Center site provides an open space for the community and has the potential to function as a public gathering place. However, the plaza currently receives little usage. It is elevated from street level and not easily visible to passersby. As with the rest of the site, it lacks connectivity to the surrounding area.

iv. **Existing County-owned Buildings and Facilities**

The HJC site has three existing/operating buildings, which include the District 1 Police Station, the Prince George’s County District Court, and the Prince George’s County Service Building (CSB). Currently, the Police Station and Courthouse are fully operational, and the Courthouse will need to maintain operations through any redevelopment process. The CSB is historically significant, though not designated. Proposals may consider repurposing, or demolishing the CSB and Police Station buildings.

v. **Current Topography**

The existing topography at the site is comprised of varying degrees of height. This variance is as much as 20 feet in some areas. This variance could pose some challenges to the redevelopment as the current zoning has a maximum height of 70 feet.

E. Site Opportunity

The Revenue Authority identified the Hyattsville Justice Center as a property with significant potential for redevelopment. The site is viewed by the Revenue Authority as an underutilized asset, particularly given the investment activity and growth that has

taken place in Hyattsville in recent years. Redevelopment of the site has the potential to provide both financial and economic development benefits while addressing current challenges of the site.

i. **Strong support drivers for the redevelopment of the site.**

1. Capture value of public land to help fund site improvements that address current site challenges;
2. Catalyze development and further investment in and around downtown Hyattsville;
3. Promote vibrancy and activity through a higher density of site use and a stronger connection to downtown Hyattsville; and
4. More efficient use the on-site underground parking garage.

ii. **Positive Development/Site Plan Analysis and Preliminary Test Fit Results**

A development and site plan analysis were prepared by the ULI Washington 2014-2015 Leadership MTAP Project Program for the site to determine the scale and potential scope of redevelopment that could take place on the site. This study (Appendix A), which included feedback from the community and stakeholders, shows potential for multifamily and townhome residential units, flex/retail space on Route 1, and a music/ performance venue space.

In addition to this study, a preliminary test fit analysis was performed by HR&A Associates (Appendix B). This test fit analysis provided a baseline of 165 multifamily residential units and an 8,000-square foot performance space at the corner of Route 1 and Farragut Street. It also shows a new pedestrian access point to the parking garage behind a redeveloped County Service Building that better connects the garage to commercial activity on Route 1. While development plans are almost certain to change as the project moves forward, this test fit provides a useful baseline for the scope and scale of development possible for the site.

More detailed information on these reports can be found in the Appendix section of the RFP, which contains links to the County website for the full reports in addition to a market study prepared by the Real Property Research Group (Appendix C). Please note that although the some of the reports/analysis reference the relocation of the District Police Station, the Police Station is not being relocated and will continue to operate at the site.

The RAPGC provides these documents as references and does not validate or substantiate any of the conclusions or analyses in the documents. All Respondents are encouraged to undertake their own analyses as a part of their respective due diligence in responding to the RFP.

IV. Submission Requirements

FAILURE OF A RESPONDENT TO SUBMIT ALL REQUIRED INFORMATION MAY RENDER THE SUBMISSION INCOMPLETE AND INELIGIBLE FOR FURTHER CONSIDERATION.

A submission to this RFP must include the following elements (“**Submission**”):

A. Cover -The cover should contain the RFP title, the Respondent’s name, and the submission date.

B. Transmittal Letter -The transmittal letter should not exceed two pages and should contain:

1. The name, title and contact information of the individual with authority to bind the Respondent. This person should also sign the transmittal letter.
2. The address and legal form of the Respondent. If a joint venture is involved, provide complete information explaining the relationship among team members and their respective roles and contributions. An organization chart would be an appropriate attachment to the cover letter. If a Respondent is a business entity, the business entity must be registered with the State Department of Assessments and Taxation to conduct business in the State of Maryland.
3. If the RFP is amended as provided in Section IV of this RFP, the Respondent must include a statement acknowledging each addendum.
4. A statement that if selected, the Respondent will negotiate in good faith with the County.
5. A statement that the Respondent is not in arrears in the payment of any obligation due and owing to Prince George’s County or the State of Maryland, including tax payments and employee benefits and that it shall not become so during the term of the agreement if selected.
6. Statement that the Submission is valid for a minimum of 240 days from the date it is submitted to the County.

C. Statement of Qualifications – In Section II is a list of the County’s objectives for the Project. In evaluating each Respondent’s qualifications, the County is looking for solid experience that demonstrates a proven record of delivering projects that reflect the Respondent’s ability and experience to achieve these objectives.

- i. **Background Information:** Provide a description of the Respondent, including its organizational structure, identification of principals, and length of time in business. For

purposes of this RFP, if a Respondent is a team or joint venture, information for each respective entity must be furnished, as well as a rationale as to why a joint venture is the preferred mechanism for developing the Project.

- ii. **Financial Capability:** Provide a description of the Respondent's (or the Respondent's "team leader's") experience in obtaining private equity and debt for public/private developments similar in scale to the Site described in this RFP. Provide examples with indication of the source(s) of both debt and equity financing for each referenced project. This section must provide evidence of the Respondent's capacity to provide sufficient financing for this Project. Under separate cover and marked "Confidential", provide the current audited financial statements of the Respondent or the Respondent's "team leader" and the principal participants in the business entity to be formed for this Project.
 - iii. **Project Experience:** Provide a description of the Respondent's (or the Respondent's "team leader's") experience in managing large, complex projects that required interaction with a broad range of interested parties from both the public and private sectors. For each key member of the proposed project team, provide a resume, which include a description of each proposed member's relevant experience in completing projects of the scale and complexity envisioned in this RFP, details regarding the member's specific role proposed for the Project, extent and scope of experience with similar development projects, description of projects where members of the proposed project team have previously collaborated, education and professional licensing.
 - iv. **References:** Provide the names, phone numbers, and email addresses of two commercial bank references and two financial partner references. Additionally, provide signed letters addressed to these references authorizing their response to inquiries from the County. Also, provide the names and phone numbers of references for completed development projects for which the proposed project team acted as a developer and that are comparable to the Project envisioned in this RFP. Projects included for reference are to be described only once and the description must include project size in total land and building area; project scope; project location; development value; project length from inception to completion; roles of each proposed project team member during project execution, and client reference name, phone number and authorization to contact given references For each reference, indicate the contact person's role in the Respondent's completed projects and the time of his or her involvement in each. Photos, site plans, and renderings are helpful.
- D. **Project Vision, Conceptual Approach and Methodology** – This section must describe the Respondent's understanding of the RFP, its' vision for the project and how this vision meets the County's objectives, and a conceptual approach and methodology for implementing the project. This strategy must identify the following:

1. Milestones necessary to implement the project (pre-development, land use and regulatory approvals, etc.);
2. Approach and method for working with and engaging the community and stakeholders, including the Hyattsville Justice Center and Gateway Arts District communities in the creation and design of a feasible, high-quality, residential, infill development that meets the County objectives;
3. Approach and methods for ensuring a Project design that is sensitive to adjacent neighborhoods, includes “green building” design and construction methods, and addresses the needs of special populations such as the disabled;
4. Approach and methods to predevelopment activities, phasing, construction, marketing, lease-up, and operations of the Project;
5. Approach and methods for including small and minority business enterprises in the Project;
6. The rental market potential in the Hyattsville Justice Center and an approach to development that will capture that market potential. As referenced earlier a market study commissioned by the RAPGC is available as a resource document. Respondents are encouraged to conduct their own analyses of the site and market;
7. A proposed ownership and management structure;
8. A development budget showing sources and uses of development funds including pre-development costs, soft and hard cost for construction/renovations, total development costs and an accompanying pro forma. (please include Excel format version);
9. The potential for providing compensation to the County through direct payment or profit sharing from the Project;
10. The potential need for and use of public funds, assistance, or subsidies in developing the Project; and
11. A statement of whether the proposed development is contingent on any County or State government action (e.g., regulation changes, public funding through grants or loans, etc.) and a listing of these contingencies.

E. Acknowledgement of Mandatory Requirements - Include a statement that acknowledges the mandatory requirements outlined in Section IX below. Describe any experience at complying with similar requirements in other projects.

V. Evaluation Criteria

Upon receipt of submissions, the RAPGC’s Qualification and Selection Committee (“QSC”) will review and evaluate the Submissions in accordance with the criteria listed below. Interviews may be conducted with the Respondents.

The County’s goal is to select the Proposal from the most qualified Respondent that best meets the County’s goals for redevelopment of the Hyattsville Justice Center and the implementation of this Project. The following evaluation criteria will help the County achieve its objectives for the Project:

Evaluation Criteria

1. Overall vision and quality of the proposed development.	25 points
2. Meeting the County’s objectives for the project:	20 points
3. Expertise, experience, and financial capacity to implement the vision:	20 points
4. Minority Business Enterprise	15 points
5. Financial contribution to or subsidy needed from the County	10 points
6. Proposed timeframe for completion of the development	<u>10 points</u>
Total:	100 points

VI. Administration of the RFP

A. Submissions are due by **3:00 p.m. EST on Friday, February 18, 2022.**

Any amendments to the RFP will be posted on RAPGC’s website, which can be located through the County’s website at <https://www.princegeorgescountymd.gov/1148/Revenue-Authority>

B. The RAPGC expects the RFP process to meet the following schedule, but reserves the right to amend this schedule or, in its sole discretion, to cancel the RFP at any time.

RFP Release	November 12, 2021
Optional Pre-submission Virtual Conference	November 23, 2021 at 11:00 a.m. EST
Deadline for Questions	December 21, 2021
Submissions Due	February 18, 2022 at 3:00 p.m. EST
Selection	Spring 2022

VII. Submission Instructions

To be considered, an electronic copy of the Proposal must be submitted via email to the following email: REDevelopment@co.pg.md.us

Proposals must be received at REDevelopment@co.pg.md.us by no later than **3:00 p.m. Eastern Standard Time on February 18, 2022**. The subject of the email must be “Proposal of [insert your firm’s name and remove brackets] in Response to RFP NO. RA-10192021-B.

Late proposals will not be considered. Respondents emailing proposals after the proposal closing time will not be considered.

Unless requested by the RAPGC, additional information cannot be submitted by the Respondent after the deadline set for receipt of the Submissions.

By tendering a Submission in response to this RFP, the Respondent acknowledges and agrees that the Submission may not be modified by the Respondent.

Prior to the time and date designated for receipt of Submissions, Submissions may be withdrawn only by written notice to the County.

Withdrawn Submissions may be resubmitted up to the time designated for the receipt of Submissions, provided they are then in full conformance with the RFP.

VIII. Optional Pre-Submission Virtual Conference

There will be an optional virtual pre-submission conference at 11:00 a.m. EST on November 23, 2021. The conference call logistics will be posted on RAPGC’s website, which can be located through the County’s website at: <https://www.princegeorgescountymd.gov/1148/Revenue-Authority>

IX. Conditions, Limitations, and Mandatory Requirements

The RAPGC reserves the right to accept any Submission deemed to be in its best interest. A Submission in response to this RFP does not constitute a contract and does not indicate or otherwise reflect a commitment of any kind on behalf of the RAPGC. Furthermore, this RFP does not represent a commitment or offer by the RAPGC to enter into an agreement with a Respondent or to pay any costs incurred in the preparation of a Submission to this RFP. Furthermore, this RFP does not commit the RAPGC to pay for costs incurred in the negotiation or other work in preparation of, or related to, a final agreement between the selected Respondent and the RAPGC. All costs related to responding to this RFP are the sole responsibility of the Respondent.

Proposals are to be held valid for 240 calendar days following the closing date for this Request for Proposals. This period may be extended by mutual agreement between the Offeror and the RAPGC

Any commitment made by the RAPGC will be subject to the availability of funds to carry out any such commitments and the execution of a contract acceptable to the RAPGC.

All questions from prospective Respondents must be made via email to, Consuela M. Henderson at REDevelopment@co.pg.md.us.

All questions and the RAPGC's responses to each question will be posted on the RAPGC's website. The Submissions and any information made a part of the Submissions will become a part of the Project's official files. The RAPGC is not obligated to return the Submissions to the Respondents. This RFP and the selected Respondent's Submission to this RFP may, by reference, become a part of any formal agreement between the Respondent and the County.

The RAPGC reserves the right, in its sole and absolute discretion, to reject all Submissions received in response to this RFP and/or to cancel this RFP at any time, for any or no reason, prior to entering into a formal agreement for the development of the Project. The RAPGC further reserves the right to request clarification on information provided in Submissions without changing the terms of this RFP.

If a Respondent contends that any part of its Submission is proprietary or confidential and, therefore, is limited to disclosure under the Maryland Public Information Act, Md. Code Ann. General Provisions §§4-101 *et seq.* ("MPIA"), the Respondent must identify all information that is confidential or proprietary and provide justification for why such materials should not be disclosed by the County pursuant to requests for disclosure made under the MPIA. The RAPGC, as custodian of the Submissions, reserves the right to determine whether material deemed proprietary or confidential by the Respondent is, in fact, proprietary or confidential as required by the MPIA, or if the MPIA permits nondisclosure. The County will favor disclosure of all Submissions in response to any request for disclosure made under the MPIA.

Respondents must familiarize themselves with the Property for designated for the Project and form their own opinions as to the Property's suitability for proposed development. The RAPGC makes no representations concerning the Property. The County assumes no responsibility for site conditions including, but not limited to, environmental and soil conditions.

Respondents are responsible for their own background investigation as to restrictions, if any, bearing upon title, zoning, subdivision, transportation, developability, utilities, and physical conditions at the Property. Soils tests and other invasive tests may not be conducted on the Property during the RFP stage.

Respondents are subject to the RAPGC's ethics law in public contracting, including but not limited to, the provisions of Prince George's County Code ("**Code**").

The selected Respondent will initially work with a planning team comprised of representatives from the RAPGC and the County to create a development plan, ("**Development Plan**"). The Development Plan must integrate and be compatible with the proposed Hyattsville Justice Center

and the Gateway Arts District. The Development Agreement should also be consistent with the recommendations of the Prince George's County Gateway Arts District Sector Plan and Development District Overlay Zone.

If an agreement acceptable to the RAPGC for the development of the Project cannot be successfully negotiated with the top-ranked Respondent, the County may proceed to negotiate with the Respondent that submitted the next highest ranked Submission. Alternatively, and in the RAPGC's sole and absolute discretion, until an initial letter of intent or an agreement is entered into for developing the Project, the RAPGC may elect to negotiate with more than one Respondent at a time.

X. Supplier Diversity and Participation

RAPGC will require the selected Respondent to comply with the CBSB requirements of Section 10A-161, et seq. of the Prince George's County Code, which will be incorporated into any Agreement negotiated with Respondent. Implementation of these requirements as applicable, is a legal obligation, and failure to comply with such terms shall be treated as a material breach of the Agreement that may result in suspension, debarment or cancellation of the Agreement.

XI. Appendices

- A [ULI MTAP](#) Appendix A – Justice Center Site Assessment conducted by members of an Urban Land Institute study group in May 2015.
- B [Stakeholder Outreach](#) Appendix B - Hyattsville Justice Center Stakeholder Outreach – November 2015
- C [Market Feasibility Analysis](#) Appendix C - Market study prepared for RAPGC by Real Property Research Group April 2017