

Updated December 3, 2018

INSTRUCTIONS TO DEVELOPERS

REQUEST FOR DEVELOPMENT PROPOSALS: CARRIE FURNACE REDEVELOPMENT SITE

The purpose of this Request for Development Proposal (the “RFDP”) is to provide interested developer(s) and/or real estate professional(s) (collectively, “Developers”, and in the singular, a “Developer”) with information to enable them to prepare and submit a proposal to the Redevelopment Authority of Allegheny County (“RAAC”) for the purchase and development of a Site located within the boroughs of Rankin and Swissvale, Allegheny County, (the “Site”).

This document is meant to complement the “Request for Development Proposals: Carrie Furnace Redevelopment Site”, which provides details about the site and development priorities. Submissions that do not take into account information presented in the Request for Development Proposals: Carrie Furnace Redevelopment Site may be at a significant disadvantage.

RFDP responses are due by **April 26, 2019 at 3 pm**. Late responses will not be accepted and will be returned. We look forward to your submittal.

GENERAL INSTRUCTIONS & INFORMATION

RAAC is requesting the submission of proposals emphasizing not only the consideration for the Site, but also the scope and quality of the development of the Site, intended use, job creation, tax revenue, environmental impact, impact on the surrounding neighborhoods, timeline for project phasing and completion, and other factors. This RFDP shall not be construed to create or provide any private or public right or cause of action for or by any person or entity, or to impose any specific obligations on RAAC.

The RFDP process allows RAAC to receive and review proposals, and if necessary, negotiate with Developers prior to conveying the Site and entering into a development agreement. A sales agreement and development agreement may be awarded to a qualified responsible Developer submitting the best overall proposal.

However, the issuance of this RFDP does not obligate RAAC to enter into a sales agreement or development agreement for the Site. RAAC reserves the right to reject any and all proposals submitted.

RAAC therefore invites interested Developers to submit their qualifications and proposals for the development of the Site. RAAC is interested in obtaining each Developer’s concept for the development and intended use of the Site, as well as the means and strategy it intends to implement to successfully complete the development of the Site. This information, coupled with the consideration offered for the purchase of the Site, as well as other information provided in the submitted proposal, will serve as the basis for subsequent negotiations and selection.

RAAC may select and/or contract with a number of Responding Developers for the development of the Site. RAAC anticipates that the most qualified Responding Developers who have submitted the highest consideration for the Site coupled with an appropriate use of the Site will be selected and granted a limited right to negotiate with RAAC with respect to the Site.

SCHEDULE

Request for Development Proposals

- November 14, 2018 – RFDP is posted for Developers.
- November 14, 2018-April 12, 2019 – Question and Clarification Period.
- January 24, 2019 – Onsite Access/Tour Available to Interested Respondents
- February 21, 2019 – Onsite Access/Tour Available to Interested Respondents
- March 21, 2019 – Onsite Access/Tour Available to Interested Respondents

***Please Note:** Anyone interested in attending an onsite access/tour day must register via email at least 48 hours prior. This is in case it is necessary to reach anyone participating due to inclement weather.

- **April 12, 2019 – Question and Clarification Period Ends**
- **April 26, 2019 at 3pm - Proposals are due to RAAC**

Each respondent must initially submit five (5) bound copies, three (3) unbound copies, and four (4) USB drives containing the proposal and all supporting documentation of each response to this RFQ. Additional copies will be required from the finalists. Copies shall be submitted and must be received by **April 26, 2019 at 3 pm, at the following address:**

**Director Lance Chimka
Chatham One, Suite 900
112 Washington Place
Pittsburgh, PA 15219**

All inquiries should be directed to:

CarrieFurnaceRAAC@AlleghenyCounty.us

www.CarrieFurnaceSite.com

DEVELOPMENT TEAM

RAAC seeks qualifications from Developers with a demonstrated ability to develop projects that are an asset and a “correct fit” with the community. We are seeking a partnership with entities that have experience in development, financing, marketing, selling, and/or managing projects of a similar size, scope and nature. Compliance with budgets and schedules will be considered essential, as will the ability to demonstrate sufficient financing capacity to complete the Project. In addition to these qualities, RAAC desires Developers who will be able to utilize the unique qualities of the Site and surrounding community.

An ideal Developer will have experience with projects that include:

1. Master Planning
2. Office and incubator spaces
3. Flex Space/Light Manufacturing
4. Riverfront development or integration
5. Public plaza/pocket parks
6. Integration into existing trail systems
7. Incorporation of historic or other unique qualities of the site into the overall development
8. Shared parking facilities

DEVELOPMENT QUALITIES

Successful responses to this Request for Development Proposals will:

- Prioritize job density
- Provide job opportunities
- Enhance connectivity with surrounding communities
- Facilitate trail connectivity
- Maximize public spaces and amenities
- Ensure a space for the long term preservation of the Carrie Blast Furnaces Numbers 6 and 7
- Be sympathetic to the historic nature of the property

DEVELOPMENT EXPECTATIONS

1. Master Plan Development & Implementation. The Developer will be responsible for creating and submitting a Master Plan of proposed use to the Borough of Swissvale and the Borough of Rankin. The development will be created in consultation and collaboration with design standards outlined in the recently passed zoning codes of the Borough of Rankin and Borough of Swissvale, which identify the Site as the “Carrie Furnace Development District,” as well as the concepts described in both the Edgewood Rankin Swissvale Comprehensive Plan and Allegheny Places.
2. High Employment Density Development. The ideal development will have an employment density that is in line with the density of their sector.
3. Development Schedule. The Developer, in conjunction with RAAC, will be responsible for developing detailed schedules for the numerous planning, design, financing, construction and maintenance activities.

4. Design. The Developer will create, in collaboration and coordination with RAAC, anticipated design standards and schemes based on general design criteria as set forth in the zoning ordinances of the Borough of Rankin and Borough of Swissvale, which identify the Site as the “Carrie Furnace Development District”, as well as the concepts described in both the Edgewood Rankin Swissvale Comp Plan and Allegheny Places.
5. Development Approvals. The Developer is responsible for procuring all necessary regulatory approvals.
6. Financing. The Developer will be responsible for financing the entire cost of its portion of the project, including the following:
 - Negotiating a project financing plan that details public and private finance sources and uses.
 - Securing all necessary private sources of equity and debt to fund development.
 - Financing the cost of the project, including pre-development and development costs.
 - Designing and constructing required infrastructure and public realm improvements.
 - Vertical development and/or sale of assignment of development rights.
 - Complying with the municipalities’ land use regulations and securing any required land use approvals and building permits.
 - Establishing and managing any project-specific financing districts, if applicable.
7. Implementation of Developing Plan. The Developer, or its selected partners, will be responsible for all elements of the selected development proposal, including design, construction management, inspection, permitting and oversight, attracting and retaining businesses/tenants/etc.
8. Community Relations. The Developer must commit to working collaboratively and cooperating with RAAC and stakeholder communities. Activities could include community meetings, community involvement plan, creating and maintaining channels for public information, and commitment to working with local elected officials.
9. Commitment to MWDBE/VOS Participation Goals. Allegheny County expects all firms to demonstrate a good-faith effort to include Minority Business Enterprises (MBEs) and Women Business Enterprises (WBEs) when bidding on County contracts. Allegheny County has established specific goals for the utilization of MBEs and WBEs, which are 13% and 2% respectively. A good-faith effort as defined by the Code of Federal Regulations (49CFR26) means efforts to achieve a DBE goal or other requirement of this part, which, by their scope, intensity, and appropriateness to the objective, can reasonably be expected to fulfill the program requirements.

SUBMITTAL REQUIREMENTS

Each Developer responding to this Request for Qualifications is required to provide a Statement of Qualifications as described in this section. To facilitate review and evaluation by the Selection Committee, all respondents are requested to structure their responses in conformance with the outline presented below.

1. RAAC requests that only relevant information to the type of project be included.
2. Vast amounts of marketing materials are discouraged.

Responses should be as complete and concise as possible. The outline for each respondent's Statement of Qualifications should be prepared as follows:

1. Table of Contents
2. Cover Letter: A letter of introduction and interest signed by the principal(s) of respondent firm(s).
3. Statement of Understanding and Project Concept: Discuss the significance of the Site and its relationship to the region; describe the key opportunities and constraints as you see them from a market and planning perspective; the Respondent's view of their roles and responsibilities in the success of the development; how the Respondent is uniquely qualified for this opportunity; and an understanding of the transformative impact this effort could have in the area. Discuss the possible role or co-relationship the development could have with the adjacent Historic Carrie Furnaces and Rivers of Steel.
4. Statement of Qualifications: Outline company structure and identify which groups or individuals will be directly involved with the conceptualization and implementation of the development. In addition to a development that attracts and retains tenants with industry appropriate job-density rates, the ideal development will incorporate green spaces, a trail connection, community input and acceptance, and a smooth transition between the Historic Portion and the site overall. Please identify what teams or individuals are especially adept at navigating these areas, and their relative areas of expertise or experience.
 - a. Resumes: Given the unique nature of the project and its utmost importance to the region, it is essential to fully understand the experience and capabilities of all key members of the proposed development team. Resumes of all key project team members to be involved in the project are required and should include: education and professional qualifications; relevant experience; and details regarding the specific role proposed for the project.
 - b. Project Examples: Description of experience within the most recent 10-year period related to development projects similar in development ideals, development scope, site size and scale, integration into existing community fabric, quality design, and job creation goals. Examples of high quality master planned redevelopment of brownfield/industrial sites; flex space projects with significant and sustained job development; projects involving tenants with

significant employment opportunities; projects with extremely high quality and design, including unique public realm space; projects in partnerships with public entities; projects that made innovative use of historic features; projects that incorporated riverfront proximity and access, trail systems, and greenspace.

Include the following for all project examples:

- i. Project name, type, and location.
 - ii. Summary description, including project size, uses and densities.
 - iii. Precise role of the development entity, its principals, partners and team members.
 - iv. Description of the unique challenges of the project and how they were addressed.
 - v. Project cost (budgeted and actual).
 - vi. Capital and financial sources utilized.
 - vii. Development timing/phasing/date opened (original schedule/final schedule).
 - viii. Master planning elements and investment in public amenities (open space, parks, streets, and infrastructure).
 - ix. Notable architectural, urban design, and other design aspects of the project (provide photographs).
 - x. Distribution of use types (both as proposed and as implemented).
 - xi. Project and property management.
 - xii. Public/private partnerships.
 - xiii. Sustainable development principles and practices.
- c. References: Present the development team's previous relevant project experience, including the name and address of the project contact, photographs and brief project descriptions. Any innovative aspects of previous project experience which may be relevant to the project should be described in detail. For each reference include the contact information (name, physical address, telephone number and email address) for at least three (3) references from public agencies, private companies, major tenants, or individuals with whom the respondent has had relevant experience.
5. Proposed Development of the Site, Vision, etc.: The Responding Developer shall describe the proposed development and present a vision for developing the Site. RAAC recognizes that this plan is preliminary and that its composition and details may change. RAAC is approaching this process with the flexibility it believes necessary to create a financially feasible development plan beneficial to all parties. The responding developer should include the following information in this section:
- a. A detailed description of the nature of the development, including an explanation of the proposed site layout, its projected job density, its ability to connect to and incorporate surrounding public transportation networks, trails, bike lanes; a description of how the development will incorporate community and public spaces, green spaces.

- b. A description of the market(s) to be served by the proposed development, including any supporting documentation; identify which industries will serve as ideal tenants, what types of buildings and structures will be constructed to attract and retain tenants.
- c. An explanation of how and why the proposed development is compatible with existing local land-use regulations, other requirements, and integration the priorities outlined in the RFDP.
- d. An explanation of how and why the proposal is complimentary to the existing environs of the Borough, its impact on the surrounding area, and any anticipated benefits to the surrounding communities.
- e. A description of how the developer plans to facilitate the engagement of the County, RAAC, and communities surrounding the Carrie Furnace Site to generate buy in from the affected populations.
- f. A preliminary development timetable, including each development activity and projected completion date, project meeting frequencies and how the Responding Developer plans to work with RAAC and its project timeline. The schedule should indicate dates for major milestones, such as start of project design, construction bids, and start of construction, and should include anticipated dates for the application and receipt of funds as appropriate to the financing requirements of the project.
- g. Job creation and anticipated tax revenues.
- h. Financing – describe in detail how the development is to be financed and how the development will be sustainable and profitable; provide pro forma statements.
- i. A description of the Responding Developer’s marketing approach for the leasing and/or sale of the space in the development.
- j. Visuals, conceptual drawings, or illustrations depicting the proposed development, development layout, components of the development, proposed buildings.

SELECTION PROCESS & CRITERIA

A. Review & Selection

Representatives of RAAC will review all submissions to identify those which, in RAAC’s judgment, offers the best return to RAAC, has the most qualified Developer, and is an appropriate development/use for the Site. The review may include requests for additional information and interviews and negotiations with Responding Developers RAAC reserves the right to reject any and all submittals, in whole or in part, in its sole discretion, for any reason.

Upon receipt of the proposals, RAAC will commence its review and selection process. At any time during the selection process, RAAC may request from Responding Developers more detailed project information, including but not limited to conceptual designs and financial information, including a development and operating pro forma. RAAC, in its sole discretion, may require Responding Developers to make one or more formal presentations to the RAAC and/or any other interested parties.

One or more submittals may be selected by RAAC as best meeting the goals for the Site and such submittals may be explored further by RAAC.

RAAC will carefully review all responses to the RFDP and will schedule follow-up meetings with the most qualified Responding Developers who have submitted development concepts consistent with the goals and objectives of this RFDP.

RAAC may elect to negotiate with Responding Developers to determine which submittal(s) is most appropriate for working towards final agreements with RAAC.

B. Sources of Information & Criteria

RAAC will take into consideration the following sources of information:

- The Responding Developers proposal submitted in response to this RFDP;
- Potential Interviews with and oral presentations of the Responding Developer;
- Investigations of prior projects completed by the Responding Developer;
- The Responding Developer's performance in previous undertakings;
- Credit record, civil judgment search and criminal background search;
- Financial information submitted by or requested from Responding Developers; and
- Such other sources of information as it deems appropriate under the circumstances.

RAAC will make its selection of the most appropriate development based on, but not limited to, the following criteria:

- Consideration offered for the Site;
- Responding Developer's qualifications and experience (including but not limited to Principals, key managers, consultants and team members);
- General Design and Zoning Requirements - All development proposals should be designed to respect and complement the scale and proportions of adjacent properties and projects.
- The scope and quality of the development of the Site:
- Intended use of the Site;
- Job creation;
- The value of the proposed improvements and projected tax revenue;
- Environmental impact;
- Benefit to and impact on the surrounding neighborhoods;
- The time line for completion;
- The Responding Developer's financials, financing and financial commitment to the project. Public subsidies should not be presumed.
- Commitment by the Developer to meet or exceed RAAC's MWDBE participation goals. Additionally, Responding Developers should include any demonstration of

meeting or exceeding the RAAC's MWDBE participation goals on prior projects. For information on the MWDBE Program, contact the Allegheny County Department of Minority, Women & Disadvantaged Business Enterprise at 412-350-4309 and on the Allegheny County website at www.alleghenycounty.us/mwdbe

- The Responding Developer's ability to undertake, complete and manage the project;
- Demonstrated history of utilization of local workforce, where appropriate, on prior projects;
- References; and
- Such other factors that RAAC determines are relevant to the development of the Site.

ADDITIONAL

All responses will become the property of RAAC and will not be returned. Information of a confidential nature will be kept confidential during and after the selection process as permitted by law when respondents properly identify such information. By submitting information and a proposal to RAAC in response to this RFDP, Responding Developers hereby acknowledge and agree that RAAC does not undertake and shall have no liability with respect to this RFDP and any matters related thereto, including, without limitation, the information provided in the RFDP, the selection process and the verification of information submitted by Responding Developers (collectively, the "Released Matters"). By submitting information and a proposal in response to this RFDP, Responding Developers hereby knowingly and voluntarily waive, release and forever discharge RAAC from any and all liability with respect to the Released Matters, and agree to hold RAAC harmless from any and all claims, demands, damages, expenses, losses, fees, costs, obligations, penalties, liabilities, defenses, judgments, proceedings and/or suits or other actions, of any kind or nature whatsoever, which may arise with respect to this RFDP.

Each Responding Developer, by submitting a response to this RFDP, hereby waives, releases and disclaims any and all rights to protest and/or seek any legal remedies whatsoever against RAAC regarding any aspect of this RFDP, the negotiation process and/or the selection process, including, without limitation, the decisions to accept or reject any proposals, reject any Responding Developers and/or select the Selected Developer. And the issuance of this RFDP does not obligate RAAC to enter into any agreement for the Site. RAAC reserves the right to reject any and all proposals submitted.