



RFQ

Request for Qualifications

Revitalization of Underutilized Municipal Properties

CITY OF BEREA, OHIO

Mayor Cyril Kleem

INVITATION

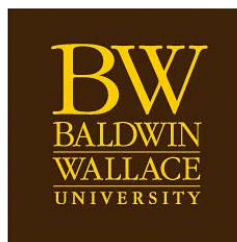
The City of Berea, Ohio is pleased to announce a development offering for the re-use and revitalization of Municipally owned property including approximately 11.6 acres assembled on Berea’s “North End”. This Request for Qualifications (RFQ) is intended to provide an opportunity for interested developers to demonstrate their vision, capability and experience in developing numerous parcels currently under City ownership. This invitation, together with its Supplemental Information, comprises the RFQ. The objective is for prospective developers and development teams to submit sufficient information so that the City may select a qualified respondent who will be invited to perform such negotiated development services.

INTRODUCTION

The City of Berea, Ohio (founded 1836) was built on and from the world famous “Berea Sandstone” quarry business. Many notable buildings around our country and the world including the Canadian National Parliament were constructed with stone from these quarries. Located approximately 15 miles southwest of Downtown Cleveland, Berea has the charm and appeal of a small town with the convenience of a suburban location. Today, Berea is home for over 19,000 residents. Also calling Berea home is Baldwin Wallace University and the NFL’s Cleveland Browns headquarters and training facility. The Northern border of Berea is adjacent to Cleveland Hopkins Airport, the NASA Glenn Research Facility, the International Exhibition Center, and quick access to Interstates I-71 and I-480. Southwest General Health Center, a division of University Hospitals, is a mere one mile from the Eastern border of Berea. The Cleveland Metroparks System runs through the entire length of our community providing year-round recreational opportunities to all.

Residents and businesses enjoy convenient access to regional anchors both in town and just outside our limits, all easily reached within minutes.

BEREA ANCHORS



NEARBY ANCHORS



The following tables illustrate and detail the development investment in The City of Berea by both the private and non-private sector (institution, government, public private partnership).

Private Sector Development Projects (2013 – 2019)			
Villas of Berea	99 Apartments	\$12 Million	2019
Cloverdale Equipment	13,000 SF new bldg.	\$5.9 Million	2015
Above the Barre Gymnastics	14,000 SF new bldg.	\$1.5 Million	2015
PAC Machine Group	25,000 SF addition	\$1.3 Million	2017
Conrad's Tire & Car Care	6,500 SF new bldg.	\$1.2 Million	2016
Ertz, LLC.	25,000 SF new bldg.	\$900,000	2018
Synergy Sports Therapy	4,370 SF new bldg.	\$775,000	2017
Talent Tool and Die	13,000 SF addition	\$500,000	2017
Family Eye Care	3,000 SF new bldg.	\$320,000	2013
US Bank	3,000 SF renovation	\$125,000	2017

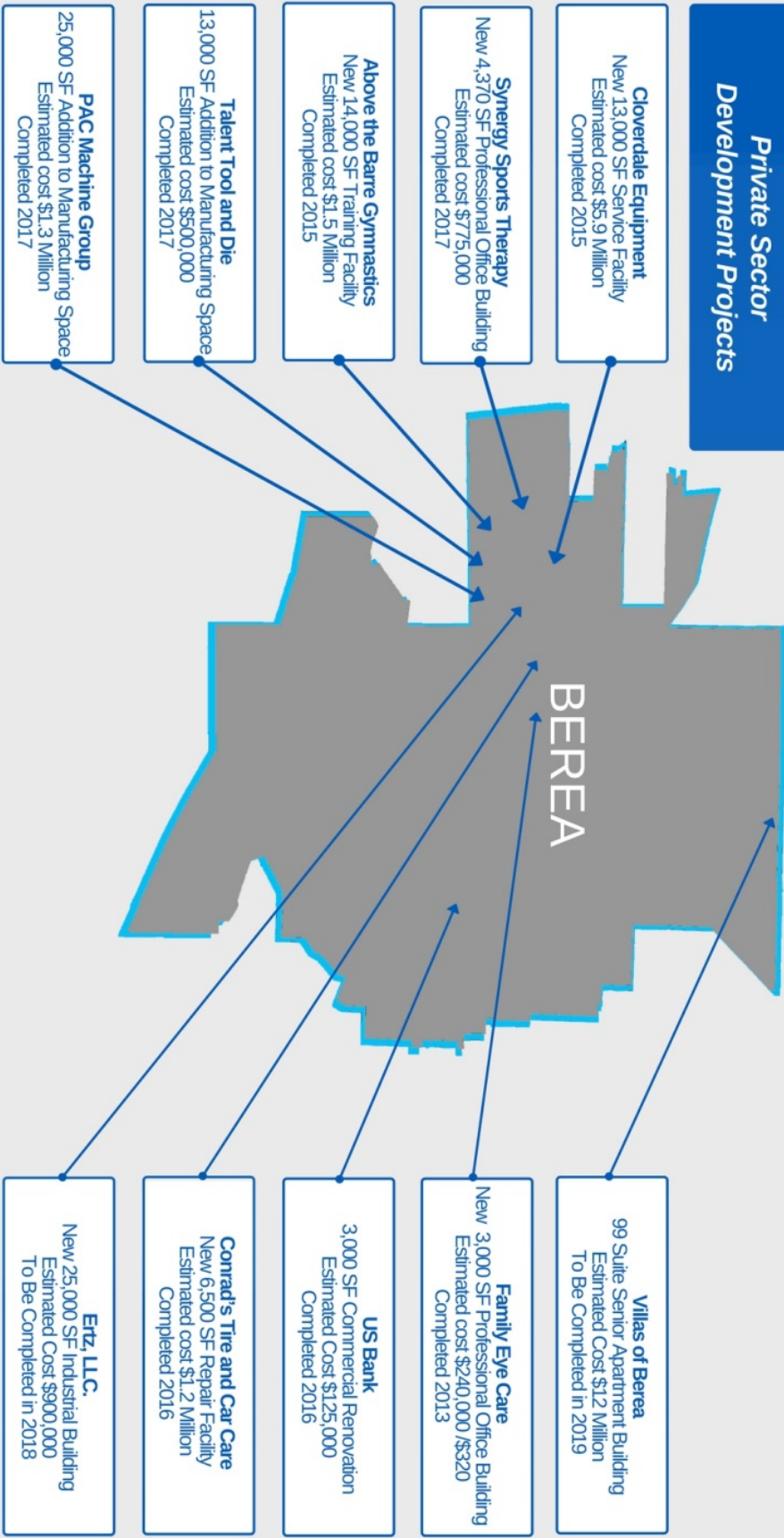
(see page 3)

Institution, Government and Public Private Partnership Projects (2010 – 2020)			
Berea City Schools	300,000 SF new school	\$72 Million	2020
City of Berea	Railroad Grade Separation	\$18 Million	2010
Cleveland Browns	19,000 SF addition	\$15 Million	2016
Baldwin Wallace / DiGeronimo Group	67,000 SF new bldg.	\$14 Million	2018
City of Berea	Three downtown bridges	\$6 Million	2017
Baldwin Wallace	10,000 SF new bldg.	\$3 Million	2012
Berea City Schools / Cleveland Browns / City of Berea	Athletic Complex & Field	\$2.9 Million	2014
City of Berea	Coe Lake Park	\$2 Million	2017
Berea City Schools / Baldwin Wallace	Softball Field Complex	\$1.3 Million	2017
City of Berea	McKelvey Park Fountain	\$500,000	2015

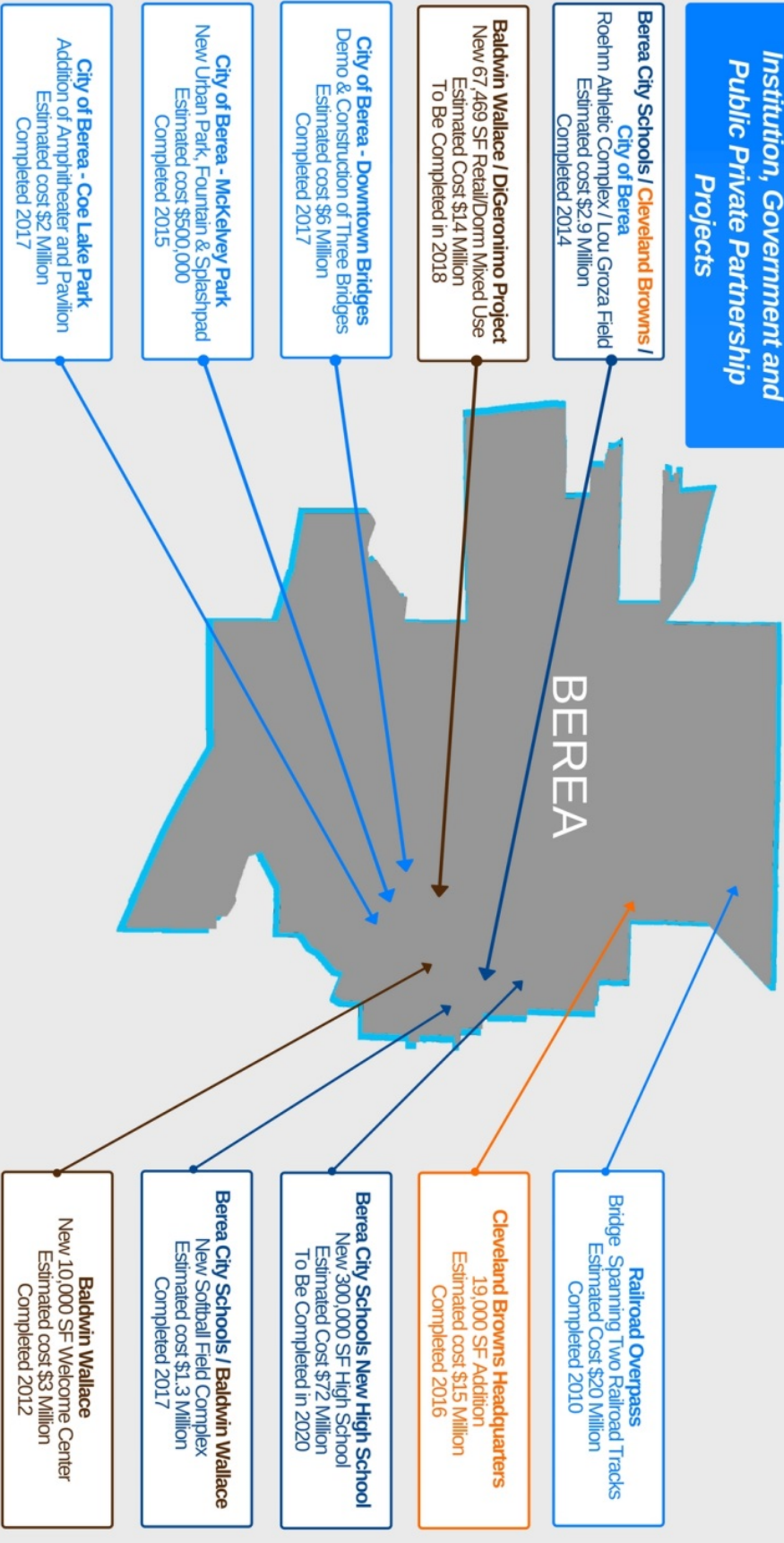
(see page 4)

Small Business Development (2014 - Present)		
Barber's Den & Shave Shop	BuyerQuest Software	Leek Pipe Organ
Bedford Physical Therapy	Campus Grille - Latino	QuadStar Digital Guidance
Boca Loca Burrito Factory	Carlioni's Italian Restaurant	Stegmeier Consulting Group
Brilliant Source Energy	GPI Engineering	Transition Studios
Broadview Eye Center	La Crepe Café	WestPoint Wealth Management

**Private Sector
Development Projects**



Institution, Government and Public Private Partnership Projects



PURPOSE

The City of Berea through the Department of Economic Development invites the submission of qualifications from experienced real estate development firms interested in redeveloping the “North End” of our community and potentially other municipally owned land. During the economic downturn of the last decade, The City of Berea acquired multiple parcels of underutilized land. While acquisitions have been citywide, approximately 11.6 acres have been assembled in the North End of Berea. This acreage had previously been the site of a traditional 1960s and 1970s style ‘auto mile.’ When the major automobile dealerships left the area, the businesses supported by the dealerships ultimately ceased operations and the area became non-productive. During Berea’s acquisition of underutilized property in the “North End”, previous buildings were demolished and the area was stabilized as green space for the purpose of future re-development.

The City of Berea now seeks to solicit qualifications and ultimately contract with an experienced development company or a group of companies that have assembled themselves into a development team to redevelop municipally owned land including the North End. Creative use is critical to the revitalization of underutilized municipally owned parcels and could include:

- Commercial;
- Retail;
- Mixed or Multi Use;
- Technology;
- Research and Development;
- Aerospace;
- Municipal or other Government uses;
- Industrial;
- Residential;
- Other

Any combination of the preceding use concepts will be accepted for consideration. The City also reserves the right to accept any other development use plan that it is not listed and may deem relevant and in the best interest of the City.

POTENTIAL DEVELOPMENT SITES

for site map go to: <http://bit.ly/2y2VpWh>

North End (11.6 Acres)

Other Municipal Property

Permanent Parcel Numbers

362-01-008	361-02-003	361-23-045
362-01-012	361-22-007	362-13-005
362-01-020	361-22-008	362-13-006
362-02-003	361-22-009	362-13-052
362-02-004	361-22-010	362-13-053
362-02-005	361-22-011	362-13-054
362-02-006	361-22-012	362-14-045
362-02-009	361-22-013	364-10-010
361-02-010	361-22-014	364-10-012
361-02-011	361-22-015	364-10-013
362-02-012	361-22-016	364-10-014
362-02-017	361-22-017	364-10-015
362-03-002	361-22-018	364-10-016
362-03-013	361-23-044	364-22-001
362-03-014		

I. STATEMENT OF QUALIFICATIONS

All interested parties shall submit a Statement of Qualifications meeting the minimum criteria contained herein to be eligible for consideration.

1.1 Background:

Provide an executive summary of the development company including experience and specific capabilities of the company. In addition to the description of the company the response shall include a list of key team members including but not limited to any discipline it deems appropriate such as:

- Development entity (lead team member)
- Architect
- Real estate broker
- Planner
- Civil engineer
- Project Manager
- General contractor
- Marketing/sales support
- Financial partner(s)
- Any other discipline respondent deems appropriate

1.2 Management Summary:

Provide a short description of the organizational structure, subsidiary companies, identification of principals or parent companies, length of time in business, locations, and number of employees. If the response is for a joint venture of more than one development companies, the Management Summary shall include this information for each entity forming the joint venture and indicate the reason for the joint venture as it directly applies to this response.

1.3 Financial Summary:

The respondent shall be well capitalized and each of its members, financially solvent, if a joint venture. Provide a brief statement of financial capacity to fund the stated development proposal through completion.

1.4 Relevant Experience:

Provide a brief description of at least three current or completed projects your team has developed. Representative projects should demonstrate experience in development projects of an appropriate scope within existing 'built-out' suburban areas illustrating the successful reuse of underutilized properties. With each project provide references, relevant documents, engineered drawings, or photos. Describe project uses, features, and overall community benefits.

1.5 Statement of Development Concept/Approach:

Respondent shall explain its understanding of the City's intent and objectives and how their Qualifications and Development Strategy would achieve those objectives. The statement must discuss the development methodology, proposed by your team (*see examples below*). Describe project management approach, capacity to perform, and operational strategies ensuring performance. Provide a statement and/or visual documentation, as necessary, to demonstrate the team's redevelopment concept. How does the developer's vision connect and build upon the communities' plan for better use of underutilized property, and how does this vision impact the local community and surrounding area?

Site specific plans and renderings are not required at this time.

Examples of Development Methodology:

- Purchase of one or more properties to redevelop
- Lease of one or more properties to redevelop
- Public/Private Partnership
- Master Developer of one or more properties
- Marketing of one or more properties for others to redevelop
- A combination of these development structures

The City reserves the right to accept any form of development structuring option, including any development model not previously stated.

II. GENERAL INFORMATION AND REQUIREMENTS

2.1 Purpose:

The purpose of this RFQ is to solicit qualifications from development companies for the revitalization of 11.6 acres of land located in the North End of Berea and/or other development of municipally owned property proposed by the respondent. This redevelopment concept shall deliver tangible community benefits including job creation, tax revenue, property value increase, and the return of underutilized properties to active and stable uses.

2.2 Changes and Interpretations

The City of Berea has prepared this Request for Qualifications. Changes to this RFQ will be made by written addenda. A written addendum is the only official method whereby interpretation, clarification or additional information can be given. All addenda will be posted on the City of Berea Ohio website – www.cityofberea.org/en-US/redevRFQ.aspx It is the sole responsibility of each Proposer to check the website for posted addenda. The City of Berea will not mail or fax any addenda to a Proposer.

All questions regarding this RFQ should be submitted in writing via e-mail to mmadzy@cityofberea.org and must be received by the City no later than 4:00 p.m. EST on Tuesday, November 21, 2017. All questions will be answered and posted as addenda. If a question is not answered, the submitting firm should assume all relevant information is contained within this RFQ. The City will strive to issue all addenda at least three (3) business days before the proposal due date; however, the City reserves the right to issue any addenda at any time.

2.3 Schedule-Key Dates

The timetable for the RFQ is summarized below.

Key Activity	Target Date
City Issues RFQ	Sunday, October 15, 2017
Pre-Submittal Questions Due	Tuesday, November 21, 2017 at 4:00 p.m. EST
Pre-Submittal Answers Due (no later than)	Tuesday, November 28, 2017
Submittal Due	Friday, December 1, 2017 at 4:00 p.m. EST

Note: these are target dates and are subject to change by the City.

2.4 Procedures for Submitting Qualifications

- **The City of Berea Department of Economic Development is the issuer of this RFQ**

1. To be assured of consideration, Qualifications must be received by the City of Berea in the City's Engineering Department (Lower level City Hall) 11 Berea Commons, Berea, Ohio no later than 4:00 P.M. EST on Friday, December 1, 2017. The Engineering Department telephone number 440-826-5814.

2. The outside of each sealed envelope or package must be labeled as follows:

Qualifications Enclosed

Request for Qualifications (RFQ) for The Revitalization of Underutilized Municipally Owned Property.

c/o Matthew Madzy Director Economic Development City of Berea

Due: 4:00 p.m. EST, Friday, December 1, 2017

Submitted by: (Name of Respondent)

3. The City will not accept Qualifications that are not received by the date and time set forth in Section (2.3 *Timetable*). Failure by a messenger delivery service or printing service to meet the deadline will not excuse the Respondent from the deadline requirement.

4. The original documents must be clearly marked as "ORIGINAL", and must bear the original signature of an authorized corporate agent on all documents requiring a signature. Respondent must enclose all documents in sealed envelopes or boxes.

2.5 Completeness of Submittal:

The response shall address all items completely and thoroughly in accordance with the format requested and shall be signed by a duly authorized representative of the development company (see [Exhibit A](#) page 13). Information provided in the contents of the response is assumed to be accurate and shall be held fast throughout the selection process.

2.6 Submittal Requirements:

Submittals must contain the following documents, each fully completed and signed as required

- Submitting Firm's information Page (see [Exhibit A](#) page 13)

The following specified items shall be provided as part of the submittal:

- one unbound original hard copy
- three (3) bound copies
- one electronic/digital copy of the submittal

Written submittals should be concise and clear and should include, at a minimum, information necessary for the Selection Committee to score the Respondent on the criteria as described in the Statement of Qualifications (sections 1.1 through 1.5) and listed below:

- Background
- Management Summary
- Financial Summary
- Relevant Experience
- Statement of Development Concept/Approach

2.7 Rejection of Qualifications:

The City reserves the right to reject, in whole or in part, any and all responses. The City may withdraw this RFQ either before or after receiving responses, may accept or reject qualifications with or without cause, may waive technicalities, and may accept qualifications which deviate from the non-material provisions of this RFQ. In its sole discretion, the City of Berea may determine the qualifications and acceptability of any firm or firms submitting qualifications in response to this RFQ. Following submission of a response, the Firm agrees to promptly deliver such further details, information and assurances, including, but not limited to, financial and disclosure data, relating to the response and/or the Firm, including the Firm's affiliates, officers, directors, shareholders, partners and employees, as requested by the City. Any action taken by the City in response to submittals made pursuant to this RFQ or in making any award or failure or refusal to make any award pursuant to such responses, or in any cancellation of award, or in any withdrawal or cancellation of this RFQ, either before or after issuance of an award, shall be without any liability or obligation on the part of the City, or their advisors.

Respondents, by submitting responses to this RFQ, acknowledge the provisions of this RFQ, including, but not limited to this section, and agree to be bound by the terms hereof. Any response submitted pursuant to this RFQ is at the sole risk and responsibility of the party submitting such response.

2.8 Evaluation Process and Criteria

Process:

Upon proper submission of qualifications, a Selection Committee will review the qualifications and project concepts proposed by the respondents to this RFQ. This Committee will be comprised of key city staff, including representation from the Mayor's office, Economic Development, Engineering, Finance, Law and Public Service. Also, if needed, the Committee will review any supplemental written responses. As part of the evaluation process, the Selection Committee expects to interview some, but not necessarily all, of the respondents that submit qualifications. The Committee reserves the right to request clarification or additional information from individual respondents. Scoring totals by Selection Committee members will be used to determine a composite ranking of the respondents. Based upon the composite scores and other criteria, the Committee will select the highest ranked RFQ respondent. Invitation to begin the process of negotiating a successful development agreement will commence as soon as is practical.

The intent of the RFQ step of this developer selection process is to identify qualified developers interested in implementing the redevelopment of underutilized municipally owned property. The selection of a qualified developer will be based generally upon their credentials, relevant experience, ability to foster compatibility with surrounding development, and willingness to carry out a large and complex undertaking in a carefully coordinated manner with the collaboration of the City of Berea. The Selection Committee will select a developer with the experience, commitment, vision, financial capability and technical competence necessary to implement and complete a successful development project. The primary basis for the Selection Committee's consideration of responses to this RFQ will be the contents of the development team's Qualification Statements, and the resulting due diligence of the Selection Committee.

Criteria:

Submittals will be evaluated based on the following criteria and scoring system:

1. Statement of Development Concept (10 Points):

How well the respondent explained how its' development vision will advance: economic development, proposed uses, design quality, and a positive community impact.

2. Qualifications of Firm and Relevant Experience/Projects (10 Points):

The respondent's demonstrated experience in projects similar to the proposed use and scope as described in the submittal, including the financial capacity to develop such projects.

3. Relevant Experience (10 Points):

The respondent's prior experience negotiating with public partners, presenting to public audiences, culminating in successful development projects.

4. Strength of Project Team and Management Approach (10 Points):

The respondent's team dynamics in successful collaboration and execution of complex development projects and the principal staff's overall approach to oversight and partnership.

5. Creativity/Flexibility (10 Points):

Creative approach to building design, construction, sustainability, and long-term flexibility.

6. Communications/Public Relations (5 Points):

Experience working with communities on development projects of great public interest.

7. References (5 Points):

The input of references regarding the respondent's and their project's past performance.

2.9 Development Agreement:

The terms and conditions of the resulting contract for the services to be rendered will be negotiated with the successful respondent. If the City and the successful respondent cannot agree on the terms and conditions of the resulting contract, the City reserves the right to terminate negotiations with the respondent and move to the next ranked respondent to commence negotiations. Negotiations may continue in this process until the City is able to enter into a contract with a respondent that best meets the needs of the City of Berea.

These negotiations may result in minor or material changes to the proposal, including both the business terms and the project scope. Successful negotiations will result in an award recommendation. At which time, a development agreement addressing business terms and performance benchmarks will be entered into between the parties.

Supplemental Information

The following documents may be found on our external site:

www.cityofberea.org/en-US/redevRFQ.aspx

1. Request for Qualifications RFQ (PDF)
2. City of Berea Redevelopment Map at: <http://bit.ly/2y2VpWh>
3. City of Berea Master Plan at: http://cityofberea.org/pdf_cityofberea/en-US/2010MasterPlan.pdf
4. City of Berea Zoning Code at: http://cityofberea.org/pdf_cityofberea/en-US/ZC%20-%20updated%208.5.15.pdf
5. RFQ Addenda

Note: To access all documents, go to www.cityofberea.org/en-US/redevRFQ.aspx

Additional Information:

No Liability for Costs. The City is not responsible for costs or damages incurred by Respondents, member(s), partners, subcontractors or other interested parties in connection with the RFQ process, including but not limited to costs associated with preparing the Qualifications and/or participating in any conferences, site visits, oral presentations or negotiations.

All facts and opinions stated in this RFQ and all supporting documents and data are based on information available from a variety of sources. No representation or warranty is made with respect thereto.

Exhibit A

SUBMITTING FIRM'S INFORMATION PAGE

Company Name: _____

Authorized Signature: _____

Printed Name: _____

Title: _____

Firm's Submittal Contact Information

Contact's Printed Name: _____

Telephone: _____ Cell: _____

Email: _____

Physical Address: _____ Street: _____

City: _____ State: _____ Zip Code: _____

Telephone: _____ Fax: _____

Web Site: _____

Federal Identification Number: _____

NOTE: This page is a requirement of every Submittal Respondent and it must be completed in its entirety.