



# REQUEST FOR EXPRESSIONS OF INTEREST

## 2<sup>nd</sup> & H Streets, N.W.

Square 0563N, Lots 0002-0006 & 0800-0805  
Square 0560, Air Rights Lot 7000 and Lots 830 & 834

Release Date: **June 20, 2014**

RFEI Response Submission Deadline: **August 28, 2014**

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***Responses are to be sent to the following address:***

Office of the Deputy Mayor for Planning and Economic Development  
The John A. Wilson Building  
1350 Pennsylvania Avenue, NW, Suite 317  
Washington, DC 20004  
Attn: Gilles Stucker, Project Manager

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***Questions regarding this Request for Expressions of Interest should be submitted via e-mail only to [gilles.stucker@dc.gov](mailto:gilles.stucker@dc.gov). Respondents shall not direct questions to any other person within the District government except as allowed elsewhere in this RFEI. Responses to questions will be aggregated and posted on the following website: <http://dcbiz.dc.gov/>.***

## PROJECT DESCRIPTION

### The Opportunity

The Government of the District of Columbia (the “District”), through the Office of the Deputy Mayor for Planning and Economic Development (“DMPED”), seeks to develop Lots 0002 through 0006, and Lots 0800 through 0805, in Square 0563N (“Development Parcel 1”), as well as Air Rights Lot 7000, and Lots 830<sup>1</sup> and 834 in Square 0560 (“Development Parcel 2”) (collectively, the “Development Parcels”) (see Figures 1 & 2 for Development Parcels Map and Information). The Development Parcels are located near the intersection of 2<sup>nd</sup> and H Streets, N.W.

DMPED invites qualified Development Teams (“Respondents”) to respond to this Request for Expressions of Interest (“RFEI”) for the development of Development Parcel 1, totaling approximately 9,653 sq. ft., and Development Parcel 2, totaling approximately 86,995 sq. ft., pursuant to either a ground lease of no less than thirty (30) years, or a fee simple transfer.

The Development Parcels lie within the Mount Vernon Square / Convention Center neighborhood. Development Parcel 1 is currently zoned C-2-A and Development Parcel 2 is currently zoned C-2-C. A monthly license in the form of a right of entry agreement for the operation of parking lots exists on the Development Parcels exclusive of Lot 834. Regarding the air rights in Development Parcel 2, public records indicate that the existing air rights were created by a certain 1985 Deed<sup>2</sup>, as restated in a certain 1990 Deed<sup>3</sup>, designated as Air Rights Lot 7000 pursuant to a certain Assessment and Taxation Plat dated July 17, 1991,<sup>4</sup> and delineated on a plat of subdivision filed in Survey Book 176, Page 178 among the records of the Office of the Surveyor of the District of Columbia.

Public records further indicate that the area may have been subject to an Urban Renewal Plan for the Northwest Urban Renewal Area from 1968 until 1993 (“1963-1993 Urban Renewal Plan”).<sup>5</sup> The 1963-1993 Urban Renewal Plan provided for the construction and operation of low to moderate income housing (the “Residential Use Provisions”), as well as for the construction and operation of a center leg freeway (the “Highway Use Provisions”) below a two level deck (currently the two level parking garage deck situated under a portion of Development Parcel 2 and above the present day I-395 Freeway). Although the 1963-1993 Urban Renewal Plan expired, the plan’s Highway Use Provisions and Residential Use Provisions may continue to be referenced in the title<sup>6</sup> history of the Development Parcels and may require negotiating releases of the provisions with the District of Columbia or federal agencies. For example, a certain 1964 HUD Loan and Capital Grant Contract provided financial assistance in support of the Residential Use Provisions. A certain 1970 Supplementary Cooperation Agreement imposed use restrictions and covenants in support of the Highway Use Provisions and Residential Use Provisions. Pursuant to the 1970 Supplemental Cooperation Agreement, certain easements and covenants were created for the benefit of the District of Columbia Department of Transportation in support of the Highway Use Provisions.<sup>7</sup>

Due to the location and title history of the Development Parcels, development responses may also require review and/or approval by the U.S. Department of Housing and Urban Development, the D.C. Housing Finance Agency, the U.S. Department of Transportation’s Federal Highways Administration, the D.C. Department of Transportation,

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<sup>1</sup> Development rights to Lot 830 may include air rights similar to Air Rights Lot 7000 or alternative rights. Respondents are encouraged to include expressions of interest that consider varying property rights to Lot 830.

<sup>2</sup> 1985 Deed of Conveyance, recorded on December 12, 1985, Instrument Number 46858.

<sup>3</sup> 1990 Corrective Deed, recorded on February 1, 1991, Instrument Number 5261.

<sup>4</sup> Assessment and Taxation Plat, Square 560, Lot 7000, filed with the Office of Tax and Revenue, A & T Book 3751, Page O.

<sup>5</sup> The 1963-1993 Urban Renewal Plan for the Northwest Urban Renewal Area, approved by the Board of Commissioners of the District of Columbia on October 10, 1963, recorded on October 22, 1963, in Liber 12091 at folio 359.

<sup>6</sup> 1979 Deed of Conveyance, recorded on October 19, 1979, Instrument Number 35887.

<sup>7</sup> 1985 Deed of Easement for the benefit of the District of Columbia Department of Transportation, recorded on September 9, 1985, Instrument Number 8500033147, as amended by that certain Amendment and Addendum to Deed of Easement, recorded on July 1, 1988, Instrument Number 8800036032, and re-recorded on July 18, 1988, as Instrument Number 8800038715.

owners of the existing parking garage under Development Parcel 2, and/or adjoining landowners or other parties. Respondents are particularly encouraged to work with the District of Columbia Department of Transportation related to proposed development plans and local and federal review and approval.

DMPED seeks developers who express an interest in developing the Development Parcels in keeping with the goals set out in this RFEI, and will consider both matter-of-right and Planned Unit Development ("PUD") development responses. DMPED will also consider development responses that include nearby public or private parcels. The proposed development plans should further reflect the important value of this site to the surrounding community and embody the following characteristics:

- Economic viability,
- Uses that are compatible with and leverage surrounding neighborhood development,
- Responsiveness to community and stakeholder preferences,
- Sustainable and Energy Efficient buildings,
- High architectural design quality,
- Innovative Landscape and Streetscape designs,
- Limited Phases to redevelopment, and
- A transit oriented development that reflects the project's adjacency to multiple public transit options including DDOT's preferred alternative route for the streetcar line extension from Union Station to Georgetown along K Street NW.

**This RFEI is not primarily intended as a formal offering for a future negotiated transaction. DMPED reserves the right to issue a future Request for Proposals ("RFP") to only those Development Teams that are short listed through this RFEI.**

DMPED will endeavor to follow the timetable set forth below; however, the activities and timetable represented below are a guideline only and are subject to change at DMPED's sole discretion and without prior notice:

<i>RFEI Timetable</i>	
<b>1.</b> Release of Request for Expressions of Interest	June 20, 2014
<b>2.</b> RFEI Submission of Expressions of Interest Deadline ( <b>3pm</b> )	August 28, 2014
<b>3.</b> Short List Recommendation Panel Convenes	September 2014
<b>4.</b> Announcement of Short List	Early Fall 2014
<b>5.</b> Release of Request for Proposals to Short Listed Development Teams	Fall 2014

## Development Parcels Information



Figure 1: Development Parcels Map. Map not to scale. Parcel location lines approximate.

	Development Parcel 1	Development Parcel 2
<b>Location</b>	Lots are bounded by 2 <sup>nd</sup> Street N.W. to the west, H Street N.W. to the south, and New Jersey Avenue N.W. to the northeast.	Air Rights and a Lot of a portion of the western side of 2 <sup>nd</sup> Street N.W. between & H and K Streets, N.W.
<b>Square</b>	0563N	0560
<b>Lots</b>	0002-0006 and Lots 0800-0805	Air Rights Lot 7000, Lot 830, and Lot 834
<b>Total Square Footage</b>	9,653 sq. ft.	Approximately 86,995 sq. ft.
<b>Owner</b>	District of Columbia (DMPED)	District of Columbia (DMPED)
<b>Zone</b>	C-2-A	C-2-C
<b>2014 Tax Assessed Value</b>	\$1,447,950	\$12,513,760
<b>Adjacent Stakeholders/Property Owners</b>	Carmel Plaza North Associates, LLP, 251 Massachusetts Avenue LLC, GRA Properties Limited Partnership, District of Columbia, Jemal's Darth Vadar LLP	Carmel Plaza North Associates, LLP, Mount Carmel Baptist Church, 251 Massachusetts Avenue LLC, American Israel Public Affairs Committee GRA Properties Limited Partnership, District of Columbia

Figure 2: Development Parcels Information.

**Location:** As shown in Figure 1, the Development Parcels are located near the intersection of 2<sup>nd</sup> and H Streets NW. Development Parcel 1 is identified as Lots 0002-0006 and Lots 0800-0805 in Square 0563N and Development Parcel 2 is identified as Air Rights Lot 7000, and Lots 830 and 834 in Square 0560.

**Frontage, Size, and Shape:** Development Parcel 1 is generally triangular in shape and has frontage on 2<sup>nd</sup> Street N.W., New Jersey Avenue N.W., and H St N.W. Development Parcel 1 has a total size of 9,653 sq. ft. Development Parcel 2 is irregular in shape and is a portion of Square 0560 between 2<sup>nd</sup> and 3<sup>rd</sup> Streets, N.W., H and K Streets. N.W. Development Parcel 2 includes the Air Rights Lot 7000 above an existing 2 story garage parking deck, Lot 830, which includes a portion of the same existing 2 story garage, and Lot 834, which have a total size of approximately 86,995 sq. ft.

**Existing Uses:** The Development Parcels, exclusive of Lot 834, are subject to a monthly license in the form of a right of entry agreement for the operation of parking lot. The top parking deck is currently undergoing repairs that are currently planned to continue for approximately six months. Construction of the Capital Crossing development may affect the existing ventilation improvements on Square 0560.

**Visibility/Access:** Development Parcel 1 has good visibility/access from 2<sup>nd</sup> Street, N.W., New Jersey Avenue, N.W. and H St, N.W. Development Parcel 2 has good visibility/access from 2<sup>nd</sup> Street, N.W.

**Soil and Environmental:** The Development Parcels are offered “as-is”. DMPED makes no representations or warranties as to any soil or environmental conditions at the sites.

**Property Advantages:**

Public transit in the form of multiple stops, bus and circulator lines, have made the Development Parcels prime real estate location. Additionally, the Development Parcels lay in between the NoMa and Mt. Vernon Triangle neighborhoods, blocks from the United States Capitol Building, Union Station, and the Downtown Business District.

- **NoMa:**

Located just northwest of Union Station and only a few blocks from the Capitol, NoMa is rapidly transforming into one of the District’s most exciting mixed use centers. As each new building in NoMa is constructed, the neighborhood’s emergence as a vibrant mixed-use center comes closer to reality. A few blocks east, First Street, NE, is fast becoming NoMa’s central boulevard — a walkable, tree-lined main street complete with bike lanes, retail and pedestrian amenities anchored by DC’s largest Harris Teeter. A former industrial area, this 35-block neighborhood will soon be home to more than 20 million square feet of high density, mixed use development, including thousands of new residential units interspersed with high rise office buildings and new hotels, restaurants, shops, and cafes.

Many well-known private companies, nonprofits and government agencies call NoMa home, including CareFirst, Kaiser Permanente, American Medical Association, Mathematica, ATF, EEOC, the Department of Justice and the U.S. Department of Education. NoMa is also a growing hub for media companies with CNN, Sirius XM Radio, CQ-Roll Call and NPR’s new headquarters.

NoMa is rapidly transforming into a bustling, vibrant neighborhood with \$5 billion in development investment since 2001, more than 3,900 apartments under construction or recently delivered and modern office towers, three hotels and new destination retail space in the pipeline.

The neighborhood has 22 LEED and Energy Star Certified buildings, the eight-mile Metropolitan Branch bicycle trail connecting NoMa to Silver Spring, Maryland, and state-of-the-art biking amenities. Landscaping, beautification and public art projects currently underway will further enhance the neighborhood.

There are 45,000 employees in NoMa, with 24 shops and restaurants having opened in the past three years.

- **Mount Vernon Triangle:**

Mount Vernon Triangle is downtown’s hottest emerging neighborhood offering an exciting mix of new places to live, work, shop, and dine. Location is everything for this 15-square block neighborhood on the East End of downtown within walking distance of the Washington Convention Center, Verizon Center and the Capitol. With

6,300 residential units, 1.2 million square feet of office space, and 150,000 square feet of retail space, Mount Vernon Triangle is now a destination to live. Furthermore, with 973 additional residential units, 1.8 million square feet of additional office space, and another 157,000 square feet of new retail offerings planned over the next few years, the Triangle is on the fast track. CityVista, a large mixed-use project with 685 residential units and 117,000 square feet of retail space, is the draw at 5th and K Streets, NW, as is the newly completed City Center DC. Perennial DC favorites, such as Busboys & Poets restaurant, Taylor Gourmet, Kushi, Mandu, Chipotle, Sweetgreen, an urban lifestyle Safeway, 5th Street Ace Hardware, and Vida Gym draw a dynamic urban population. Mount Vernon Triangle is easily walkable and accessible. Public transit is abundant with four Metrorail stations (Mount Vernon Square -Convention Center, Gallery Place - Chinatown, Judiciary Square, and Union Station) ringing the neighborhood and extensive bus service, including the popular DC Circulator. Major roads serving The Triangle include K Street, Massachusetts Avenue, New York Avenue, and I-395.

## **District of Columbia Policy Goals & Requirements**

### **Planning and Zoning Framework**

Development Parcel 1 has a base zoning of C-2-A and Development Parcel 2 has a base zoning of C-2-C. The Development Parcels are not within a Historic District.

### **Comprehensive Plan**

The Comprehensive Plan Future Land Use Map designates all of Square 563N and the south portion of the property on Square 560 for a mixture of High Density Commercial/Residential; the north portion of the lot on Square 560 is designated for a mixture of Medium Density Commercial/Residential. Both designations anticipate residential, office, retail, hotel, or other commercial or mixed-use development. The Comprehensive Plan Generalized Policy Map places this site within a Land Use Change Area, intended to identify areas where change to a different land use is anticipated.

### **Zoning**

Development Parcel 1 is zoned C-2-A. C-2-A allows by right medium density development of a broad range of uses, including office, hotel, retail, and mixed use. The C-2-A Zone permits a 2.5 FAR of development (3.0 FAR through the District's mandatory Inclusionary Zoning program for affordable housing), although non-residential development is limited to an FAR of 1.5, and a 50 foot height limit by-right. Because Development Parcel 1 is less than 15,000 square feet, utilization of the Planned Unit Development (PUD) process would require a waiver pursuant to 11 DCMR § 2401.2. Development Parcel 2 is zoned C-2-C which allows by right high density development of a broad range of uses, including office, hotel, retail, and mixed use. C-2-C permits a by-right FAR of 6.0 (7.2 FAR through the District's mandatory Inclusionary Zoning program for affordable housing), although non-residential development is limited to an FAR of 2.0. C-2-C permits a by-right height of 90 feet.

Information on the Comprehensive Plan and Zoning can all be found at the Office of Planning ("OP") website: <http://www.planning.dc.gov/>. Please contact Patricia Zingsheim at the Office of Planning at 202.442.8965, [patricia.zingsheim@dc.gov](mailto:patricia.zingsheim@dc.gov) or Joel Lawson at 202.442.8802, [joel.lawson@dc.gov](mailto:joel.lawson@dc.gov) for more information.

### **Transportation Planning Framework**

The District Department of Transportation's (DDOT)'s commitment to building a safe and efficient transportation network will guide all review of transportation-related issues regarding development of the Development Parcels. The Development Parcels have excellent multi-modal transportation access, as they are near multiple Metro stations and several high capacity bus routes. Because of this, DDOT anticipates many people accessing the Development Parcels via non-automobile modes. The Development Parcels are adjacent to two planned transportation projects and one active construction project:

- the conversion of New Jersey Avenue from one-way to two-way operations between H Street NW and N Street NW ([http://ddot.dc.gov/sites/default/files/dc/sites/ddot/publication/attachments/recommended\\_multi-modal\\_alternative\\_november-30-2012.pdf](http://ddot.dc.gov/sites/default/files/dc/sites/ddot/publication/attachments/recommended_multi-modal_alternative_november-30-2012.pdf)). This project is fully funded and is expected to begin construction in FY15.
- the Union Station to Georgetown streetcar (<http://www.dcstreetcar.com/wp-content/uploads/2013/10/USGT-AA-NoAppendices.pdf>). DDOT will soon initiate an Environmental Assessment to determine the selected



- alignment and routing. DDOT has not yet identified potential ancillary needs such as vehicle storage facilities or power needs.
- ongoing changes associated with the Capital Crossing project (<http://www.i395ea.com>). This project is currently beginning a complex construction process.

Applicants should coordinate closely with DDOT to ensure that responses work within and support the changes to the transportation network. Proposed changes impacting the District's transportation infrastructure must be consistent with the DDOT Design and Engineering Manual (DEM) and would require close coordination on construction-related transportation issues and a Maintenance of Traffic (MOT) plan. Additionally, responses affect the existing I-395 right of way or any structures related to the roadway may be subject to federal environmental review, which would require additional coordination with DDOT and other local, regional, and federal stakeholders. Vehicle site access for both Development Parcels is expected to be consistent with District standards, guidelines, and policies to site access, and Development Parcel 1 is expected to be accessed from either New Jersey Avenue or 2<sup>nd</sup> Street, as there will likely be concerns with approving driveway access from H Street. DDOT encourages minimizing vehicular parking spaces due to site access constraints, existing traffic volumes in the area, and excellent transit access, which offers other transportation opportunities. Additional information on DDOT's policies regarding development review guidelines can be located at DDOT's website: <http://ddot.dc.gov/page/development-review>. For further information, please contact Jonathan Rogers at DDOT's Policy, Planning, and Sustainability Administration Office at 202.671.3022, [jonathan.rogers2@dc.gov](mailto:jonathan.rogers2@dc.gov).

### **Public Space**

The District Department of Transportation (DDOT) in partnership with the Office of Planning works to ensure the design of public space is of high quality and meets minimum requirements. To this end, the District has in place streetscape standards, guidelines, and policies to guide changes to public space. Uses that impact the character of public space include sidewalk cafes, vending, street festivals, and other impermanent activities. Physical features that impact the character of public space can include sidewalk paving material, fences and retaining walls, street trees and their spacing, vault spaces, other infrastructure like street lights or curb and gutters, and any building encroachments into the public space. Existing curb cuts must be permitted to be retained and reused, and there will likely be concerns with approving new or existing curb cuts from H Street. Further, vault uses are expected to be accommodated on private property. Full restoration of the public space is expected, and must be consistent with the planned changes to the right-of-way associated with ongoing and planned DDOT projects in the vicinity. The Applicant may refer to the District of Columbia Municipal Regulations and DDOT's Design and Engineering Manual for specific controls of public space. A summary can be found in DDOT's Public Realm Design Manual.

### **Community & Stakeholder Outreach**

The success of any development project hinges on the inclusion and support of the local community. Respondents are strongly encouraged to work with the Advisory Neighborhood Commission (ANC) 6E and the local community residents to understand how the community's goals can be met in the Respondents' Responses. The building design should demonstrate architectural excellence, consistent with the surrounding buildings, and be open and inviting as a compliment to the existing and new developments in the surrounding area. Responses must consider and incorporate stakeholder and community preferences, to the extent feasible and practical.

***The Development Parcels are currently used as either air rights above garage parking, a surface lot or land. Respondents shall include in their Proposals a strategy or strategies by which Respondents' development plans may accommodate these continued uses during and after construction, either onsite or offsite.***

### **Green Building and Sustainability Requirements**

The Development Parcels shall be developed in compliance with the District of Columbia's Green Building Act of 2006, codified in D.C. Official Code § 6-1451.01 *et seq.* (2012) and the District's storm water management regulations published in Chapter 5 of Title 21 of the DCMR and Chapter 31 of Title 20 of the DCMR. Respondents' Responses shall contemplate the same. Specific design criteria are stated in the Storm Water Guidebook which is available online at <http://ddoe.dc.gov/publication/stormwater-guidebook>.

In February 2013, Mayor Gray released the Sustainable DC Plan to ensure the District is the healthiest, greenest, and most livable city in the nation. The plan encompasses 32 goals and 31 targets, and offers 143 specific actions in the

areas of the built environment, energy, food, nature, transportation, waste and water. The Sustainable DC Plan is found at <http://sustainable.dc.gov/finalplan>. Respondents should review the plan and highlight their qualifications and experience in sustainable rehabilitation projects.

#### **First Source**

Pursuant to D.C. Official Code § 10-801(b)(7) and the Workforce Intermediary Establishment and Reform of the First Source Amendment Act of 2011 (D.C. Law 19-84, D.C. Official Code §§ 2-219.01 et seq.), the rules and regulations promulgated thereunder and Mayor's Order 83-265, Respondents recognize that one of the primary goals of the District is the creation of job opportunities for District of Columbia residents. Accordingly, the Respondent selected by the District to negotiate a Disposition Agreement shall enter into a First Source Employment Agreement, prior to execution of a Disposition Agreement, with the Department of Employment Services ("DOES") that shall, among other things, require the Respondent to: (i) hire and require its architects, engineers, consultants, contractors, and subcontractors to hire at least fifty-one percent (51%) District of Columbia residents for all new jobs created by the development project, all in accordance with such First Source Employment Agreement and (ii) ensure that at least fifty-one percent (51%) of apprentices and trainees employed are residents of the District of Columbia and are registered in apprenticeship programs approved by the DC Apprenticeship Council as required under D.C. Official Code §§ 32-1401 *et seq.* Collective bargaining agreements shall not be the basis for the waiver of these requirements. Respondents must complete the Form of Acknowledgement attached as Appendix A. A copy of the First Source Employment Agreement may be found at the following website: <http://www.does.dc.gov/does/cwp/view,a,1232,q,537680.asp>. For more information on the District's DOES apprenticeship program, please visit the following website: <http://does.dc.gov/service/apprenticeships>. Please contact DeCarlo Washington, Contract Compliance Monitor, at DOES at 202.698.5772, [decarlo.washington@dc.gov](mailto:decarlo.washington@dc.gov), for more information.

#### **Certified Business Enterprises**

The Respondent selected by the DMPED to enter into a Disposition Agreement shall enter into a Certified Business Enterprise ("CBE") Agreement with the District's Department of Small and Local Business Development ("DSLBD"). The CBE Agreement shall require at least 35% CBE subcontracting and, unless exempted by law, at least 20% equity and 20% development CBE participation. Pursuant to D.C. Official Code §2-218.49a(d), if the entity that controls the development project is a tax-exempt entity under 26 U.S.C.S. § 501(c), or other not-for-profit entity, the 20% equity and 20% development participation, set forth in D.C. Official Code § 2-218.49a, shall not apply. Respondents are encouraged to exceed the District's CBE participation requirements. Respondents must complete the Form of Acknowledgement attached as Appendix A. Please contact Tabitha McQueen at DSLBD at 202.727.3900, [tabitha.mcqueen@dc.gov](mailto:tabitha.mcqueen@dc.gov) for more information.

#### **Hotel Uses**

A Respondent whose Response contemplates a hotel use on the Development Parcels will demonstrate to DMPED that it has entered into a Labor Peace Agreement with any labor organization that seeks to represent employees involved in hotel operations on the Development Parcels as a condition precedent to DMPED's consideration of the Response. "Labor Peace Agreement" means a written agreement between the Respondent and the labor organization that contains, at a minimum, a provision prohibiting the labor organization and its members from engaging in any picketing, work stoppage, boycott, or other economic interference with the Respondent's operations or the project. The requirement above shall be included in any RFP or similar solicitations by the Respondent that pertains to hotel operations.

#### **Davis Bacon**

To the extent applicable, the selected Respondent shall be required to develop the Development Parcels in compliance with the provisions of the Davis-Bacon Act, 40 U.S.C. § 276(a), and the regulations promulgated therewith.

#### **Local Hiring & Business Opportunities**

Respondents are encouraged to incorporate the following in their Response: (1) Employment and business opportunities for local residents and businesses; and (2) Opportunities for District neighborhood-based business to participate in the project.



### **Affordable Housing**

In the District's efforts to provide a greater number of Affordable Dwelling Units (ADUs), if a Respondent's development Response include a residential component, then the Response must include, at a minimum, an amount of ADUs that are equivalent to and compliant with the Inclusionary Zoning provisions of the District of Columbia Zoning Regulations (11 DCMR §§ 2600 *et seq.* (2012)). As part of their Responses, Respondents shall provide a description of the following:

- I. The project's impact on the District's affordable housing goals and other economic development objectives;
- II. The Respondent's proposed marketing, operation and administration of any ADUs in the project; and
- III. How the project integrates ADUs within the proposed development plans (ADUs must be dispersed, not clustered, throughout the residential component(s) and mixed with market-rate units).

Affordable rental and for-sale units shall be delivered and administered in accordance with an affordability and/or Inclusionary Zoning covenant to be entered into with the District and recorded against the Development Parcels. Among other provisions, the affordability covenant will provide that any buildings containing residential units shall have a proportional distribution of unit types and sizes across multiple Area Median Income ("AMI") levels, so that ADUs are not clustered in any portion (floor, section, or tier) of the development. Market-rate units and/or ADUs targeting senior citizens are considered an eligible residential use and must conform to the same affordability standards applicable to other residential unit types. The affordable housing term will be subject to the requirements of Inclusionary Zoning and the financial sources utilized. All project amenities, including any rental of parking spaces, should be offered to affordable housing units on the same terms as offered to the market-rate units.

Each Respondent should use the District Department of Housing and Community Development (DHCD) provided chart (Chart 1) as the maximum ADU purchase and rental prices for the identified AMIs when calculating their program. The selected Respondent shall adjust its maximum rents and sale prices based on the Inclusionary Zoning Affordable Housing Program Maximum Rent and Purchase Price Schedule as of the date of the building permit application to ensure that the units are affordable upon delivery. While the maximum rental rates and sales prices are identified in Chart 1, each Respondent should conduct its own research into sub-market residential for rental rates and sales prices to ensure its estimated affordable unit rent or purchase prices are well below the market rates.

**Chart 1: Affordable Housing Maximum Purchase and Rental Prices as of April 25, 2013**

Unit Type	30% AMI		40% AMI		50% AMI	
	Rent	Purchase Price	Rent	Purchase Price	Rent	Purchase Price
Studio	\$ 563	\$ 51,400	\$ 751	\$ 85,800	\$ 939	\$ 117,900
1 Bedroom	\$ 604	\$ 52,500	\$ 805	\$ 82,100	\$ 1,006	\$ 116,600
2 Bedroom	\$ 724	\$ 36,000	\$ 966	\$ 81,400	\$ 1,207	\$ 122,800
3 Bedroom	\$ 845	\$ 49,800	\$ 1,127	\$ 93,600	\$ 1,408	\$ 141,900

Unit Type	60% AMI		70% AMI		80% AMI	
	Rent	Purchase Price	Rent	Purchase Price	Rent	Purchase Price
Studio	\$ 1,127	\$150,200	\$ 1,314	\$182,300	\$ 1,502	\$ 214,600
1 Bedroom	\$ 1,207	\$151,100	\$ 1,408	\$185,600	\$ 1,610	\$ 220,100
2 Bedroom	\$ 1,449	\$164,200	\$ 1,690	\$205,600	\$ 1,931	\$ 247,000
3 Bedroom	\$ 1,690	\$190,200	\$ 1,972	\$238,500	\$ 2,253	\$ 286,800

The current Inclusionary Zoning Affordable Housing Program Maximum Rent and Purchase Price Schedule can be found at the DHCD website: <http://dhcd.dc.gov>

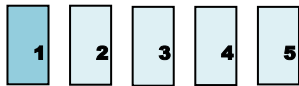
Specifically: <http://dhcd.dc.gov/sites/default/files/dc/sites/dhcd/publication/attachments/2013%20Maximum%20Price%20and%20Rent%20Schedule.pdf>

## Development Program

DMPED encourages response submissions that include the following:

- I. High quality and innovative architectural design. Responses should incorporate architectural images of the proposed project to show how it complements the neighborhood character while accommodating necessary uses. Design layouts should produce a varied and interesting pedestrian environment by which to enhance the liveliness of the public sidewalk next to the site.
- II. Mixed-use development, including retail that would serve the neighborhood and broader areas. Responses that include preferences for District-based businesses, and/or businesses that hire District residents, are strongly encouraged. Additionally, Respondents are encouraged to include in their Responses retail space for local and emerging businesses.
- III. The residential mixed-income component should maximize affordability (at a minimum, affordability levels must be compliant with the requirements of District's Inclusionary Zoning, and provide a mixture of unit types and sizes across multiple AMI levels. Affordable units should be comparable to the market rate units.
- IV. Respondents are encouraged to include in their Responses an appropriate amount of parking that reflects the project's adjacency to a Metro Station and other transportation infrastructure. All project amenities, including any rental of parking spaces, should be offered to affordable housing units on the same terms as offered to the market rate housing units.
- V. A commitment to build to the highest density allowable on site.

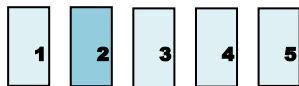
## SELECTION PROCESS & RESPONSES REQUIREMENTS



### ***Stage 1: Release of Request for Expressions of Interest***

#### **Issuance of RFEI**

DMPED is releasing the RFEI to solicit responses for development of the Development Parcels. The RFEI is posted on the DMPED website: <http://dcbiz.dc.gov/>.



### ***Stage 2: RFEI Submission of Expressions of Interest***

Responses are due on **August 28, 2014 by 3:00 PM Eastern Time**. DMPED will determine, in its sole discretion, whether each Response received in reply to the RFEI is responsive and acceptable. The decision of DMPED in this regard is final and any determination on non-responsiveness will be explained to the applicable Respondent(s) upon request. ***Responses that do not meet the following requirements will be deemed "Non-Responsive" and will not be considered.***

#### **Format**

All Responses must meet the following format requirements:

- I. Responses shall be prepared on 8½" x 11" letter-size paper, bound length-wise, with tabs to separate sections.
- II. Responses must respond to each RFEI item in the order outlined below in the "Response Contents" section. Each sub-section must be separated by tabs with sub-section headings.
- III. Responses must not exceed twenty-five (25) pages, excluding appendices.

#### **Response Contents**

##### **Executive Summary**

Respondents shall provide an Executive Summary of their Response. The Executive Summary should highlight key components of the Respondent's Response. In particular the Executive Summary should (1) articulate the vision for the Development Parcels; (2) discuss how the District and surrounding neighborhood will benefit from the proposed

project (i.e., economic impact, job creation, etc.); and (3) describe how the proposed project fits within the existing neighborhood fabric. The summary should not exceed two (2) 8.5x11 pages.

#### **Respondent Team Identities & Details**

Respondents shall identify the following key team entities:

Development Partners	<i>Identify any and all development partners for the project. Please identify (a) the decision making individual for the entity and, if different, (b) the day-to-day lead individual who will be available to respond to questions or requests for additional information.</i>
Capital Sources	<i>If applicable, construction and permanent lenders, major investors, and other key consultants, if any, included in the financing plan.</i>
Design Team	<i>If applicable, any architects, engineers, consultants, etc. included as part of the proposed team.</i>
Other relevant team members	<i>If applicable, please identify.</i>

#### **Team Member Details**

For each team entity identified in the section above, Respondents shall identify the following for the point-of-contact at each entity:

Name	<i>First and last name</i>
Address	<i>Business address</i>
Telephone Number	<i>Business telephone number</i>
Email Address	<i>Business email address</i>
Title	<i>Business title</i>

Finally, Respondents shall provide information that explains the relationship among team members, CBE entities, their respective roles and contributions to the project, and the overall management of the team.

#### **Statement Regarding Debarments, Suspensions, Bankruptcy, or Loan Defaults**

Respondents shall provide a statement regarding any debarments, suspensions, bankruptcy, or loan defaults on real estate development projects and/or government contracts of any of the bidding team's entities or affiliates (listed above in "Respondent Team Identities & Details").

#### **Evidence Regarding Tax Liabilities**

Respondents shall provide a statement regarding any tax liabilities and other government impositions that are not current for any of the bidding team's entities (listed above in "Respondent Team Identities & Details").

#### **Evidence Regarding Litigation**

Respondents shall provide a statement regarding any ongoing or knowledge of threatened litigation in which the District is a party that relates to any team member, affiliate or to any other entity or individual having a controlling interest in the entity (or entities) that comprise Respondents. If such litigation exists, Respondents shall provide the name and civil or criminal action number of such litigation and a description of the subject matter of such litigation.

#### **Organization Status**

Respondents shall provide the status of the primary entities (developers, tenants, etc., and whether each entity is a corporation, a non-profit or charitable institution, a partnership, a limited liability corporation, a business association, joint venture, or other) indicating under which laws they are organized and operating, including a brief history of each organization and its principals. For any entity required to file reports in the jurisdiction of its formation, include a certificate of good standing for such jurisdiction and a certificate of good standing showing that it is registered in the District.

#### **Organizational Chart and Bios**

Respondents shall provide an organizational chart of the development team and brief commentary, clearly illustrating the project ownership. Additionally, Respondents shall provide a complete, detailed narrative clearly identifying each principal, partner and/or co-venturer proposing to participate in the project including ownership percentages. For each principal, partner, co-venturer or known major subcontractor, Respondents shall identify

discipline or specialty (e.g., community planning, A/E design, development, construction and property management). Respondents shall provide brief bios of all the key personnel from the Respondent's Team who will be working on the project and outlining relevant experience.

#### **Evidence Regarding Creation of Respondent**

Respondents shall provide a copy of any written agreements or documents (e.g. articles of incorporation, operating documents, etc.) evidencing the creation of Respondent's entity; however, it is not necessary to have a project-specific legal entity formed in advance of submitting a Response. The principals, partners, or joint-venture partners who are part of Respondents' teams must be eligible to transact business with the District and in the District of Columbia.

#### **Qualifications and Experience**

Respondent shall identify three (3) urban infill development projects comparable to Respondent's proposed project, and with which Respondent or their key personnel have had primary involvement. Respondent should include past projects that have a comparable mixed use component. For each relevant project, Respondent shall identify the following:

- I. Development team name;
- II. Project name or title;
- III. Location or address of project;
- IV. The names and contact information for team members involved in the project, along with a description of each party's role in the project;
- V. Description of project, including use(s), total square footage and number of units, keys, etc. (if applicable);
- VI. Period of performance;
- VII. Estimated total development costs, if project is not yet complete, OR actual total development costs, if project is complete;
- VIII. Projected groundbreaking and completion date, if project is not yet complete, OR actual groundbreaking and completion date, if project is complete;
- IX. Proposed OR actual financing structure of the project;
- X. Illustrative materials that will help DMPED evaluate the caliber, innovation and relevant experience of Respondent's development team; and
- XI. References (at least one per project), including names, mailing addresses, e-mail addresses, telephone numbers, and a letter authorizing each reference to respond to inquiries regarding the design, financing, development, disposition, or management of prior projects.

#### **Design Vision**

DMPED seeks high quality architecture for this development. Responses are expected to have a signature design, which complements the neighborhood character, and creates a pedestrian friendly environment. Respondents shall include a narrative (no more than 2 pages), which describes the rationale for the particular architectural solution proposed including:

- I. Building placement/site planning;
- II. Building configuration and active street frontages;
- III. Elevations with a description of the materials; and
- IV. Building mass/volume.

#### **Project Concept**

Respondents shall describe, in detail:

- I. The overall concept and vision for the Development Parcels; and how the vision will integrate with and enhance the surrounding community that borders the Development Parcels;
- II. Development plans (Respondents are strongly encouraged to provide conceptual design drawings that are sufficient in detail to be easily evaluated by DMPED, including elevations and project renderings);
- III. Evidence of market demand for Respondent's proposed uses;
- IV. If applicable, evidence of Respondent's property rights in other parcel(s) (in the form of a binding agreement or contract that allows Respondent to unilaterally control such other parcel(s)) that may be accretive to the project;

- V. If applicable, detailed phasing plan that describes Respondent's strategy and timing for delivering various components of the project.
- VI. Respondents' zoning strategies for the project, including a detailed explanation and justification for any proposed zoning variance or PUD. If applicable, Respondents should provide a schedule that fully describes each step in the approval process necessary for entitlements assumed in the Response. The affordability component of the project should meet or exceed the affordability requirements of the District's Inclusionary Zoning program.
- VII. The project's transportation and parking strategy, taking into account the Development Parcels' location close to multiple Metro Stations and bus stops, and major transportation corridor.

***Respondents may submit more than one project concept and vision for the Development Parcels.***

#### **Development Program**

Respondents shall identify and describe in detail the elements of their proposed development. The Respondent must submit at least one development program along with the construction schedule and the primary Sources and Uses Statement. This development scenario (or an alternate scenario if provided) will serve as the basis for evaluation. Respondents are encouraged to describe in detail how they believe the development program meets or exceeds the Districts and RFEI's goals and objectives. Respondents should include the following:

- I. Provide a project narrative indicating the scope of work, scale and character of the project.
- II. The estimated achievable gross floor area below and above grade (on-site FAR).
- III. Provide a visual representation of the proposed development and provide schematic plans that include basement plan, ground floor plan, typical floor plan and roof plan, elevations of front, side and rear views. Such visual representation need not be elaborate or costly, but should offer DMPED a clear picture of the proposed end result. If possible, provide color renderings or three dimensional graphics for better understanding of the project.
- IV. Provide the total number of residential units by unit mix, affordability, unit size, and the average net square footage for each unit type.
- V. Provide rent/sales projections for each type of program use.
- VI. Gross square footage for all different types of program uses including all above and below grade parking space. For retail space, total gross square footage, the number of bays and the intended type of retail tenant must be specified.
- VII. Landscape plan showing the typical landscape materials planned to be used on the property and in the public realm, including street furnishings, lighting, landscape and streetscape elements.
- VIII. Provide a proposed project timeline for the design, construction and occupancy periods.
- IX. Proposed development schedule (see Reservation of Rights & Miscellaneous provisions) and related contingencies, if any, given DMPED's stated desire to deliver a quality project within the shortest amount of time.
- X. For proposed housing and/or commercial space, a management plan must be included. Provide the name of the management company, a company profile and a description of services, to include experience in affordable housing.
- XI. Description of any proposed additional project or neighborhood related amenities.

#### **Affordable Housing (If Applicable)**

Respondents shall provide a description of the following:

- I. The project's impact on the District's affordable housing goals and other economic development objectives.
- II. How the project integrates ADUs within their proposed design and plans. ADUs must be dispersed, not clustered, throughout the residential component(s) and mixed with market-rate units.
- III. Provide rent/sales projections (if applicable) for each type of affordable housing unit type. All affordable rent payments collected by the future property owner from the tenants or third parties on behalf of tenants may not exceed the Maximum Allowable Rent for an affordable unit.
- IV. Additional data to incorporate on ADUs - the number and total percentage of ADUs by type, the amount and percentage of square footage devoted to affordable housing, the income level(s) at which the affordable units will be aimed.
- V. The Respondent's proposed strategy for the marketing, operation and administration of ADUs in the project.

All proposed ADUs shall be provided in accordance with an affordability covenant to be entered into with the District as part of the Disposition Agreement. Respondents should use the most up-to-date AMI data in their Responses.

### **Project Implementation**

Respondents shall identify and describe the following:

- I. The amount of sponsor equity immediately available to be committed to predevelopment activities upon selection (***Respondents are hereby put on notice that all predevelopment expenses and costs are at the sole risk of the Respondents and under no circumstances shall the District be responsible to reimburse the same***);
- II. The design and construction timetable and milestones through project completion. Respondent is required to complete and submit with the Response the "Schedule of Performance" attached in Appendix B. The Schedule of Performance should list each step in the redevelopment process through project completion and operation.

### **Community & Stakeholder Benefits & Outreach**

The District is committed to maximizing community benefits for its residents and expects Respondents to consider and incorporate stakeholder and community preferences into their project response, to the extent practical. In view of this commitment, Respondents must present:

- I. A detailed description of the activities and strategies completed to date that demonstrate the Respondent's efforts to work with the local community and stakeholders to ensure their meaningful involvement in the submitted Response; and
- II. A detailed description of the post-award approach and strategies to working with the local community and stakeholders to ensure their meaningful involvement in the development process.

### **Economic and Public Benefits Analysis**

Respondents must provide a detailed, but concise, overall description as to how their response will benefit the economy of the District of Columbia. In particular, Respondents should provide the estimated number of new construction and permanent jobs to be created for District residents, all new tax revenue to be generated on an annual basis upon stabilization (e.g. construction period taxes, property taxes, sales taxes, etc.), and contracting opportunities for CBE businesses, as well as any additional community benefits that the response offers. Respondents should list the number of full-time jobs and full-time equivalent jobs by type.

### **First Source**

As part of their responses, Respondents must complete and deliver the Form of Acknowledgement attached as Appendix A, hereto. Please refer to the "District of Columbia Policy Goals & Requirements" section of this RFEI for details regarding the First Source Agreement that the selected Development team Respondent shall enter into with the District.

### **Certified Business Enterprises**

As a part of their responses, Respondents must complete the Form of Acknowledgement attached as Appendix A, hereto. Please refer to the "District of Columbia Policy Goals & Requirements" section of this RFEI for details regarding the Certified Business Enterprise Agreement that the selected Development team Respondent shall enter into with the District.

### **Local Hiring & Opportunities**

Respondents are encouraged to incorporate in their Responses the following:

- I. **Employment and business opportunities for local residents and businesses:** - If included, Respondents are asked to submit detailed plans for apprenticeship programs that facilitate placing existing District residents into employment opportunities within the project. The commitment and strategy to develop and implement a local apprenticeship program shall be in accordance with D.C. Official Code §§ 32-1401 et seq. For more information on the District's DOES apprenticeship program, please visit the following website: [www.does.dc.gov/does/cwp/view,a,1232,q,618747.asp](http://www.does.dc.gov/does/cwp/view,a,1232,q,618747.asp). Please contact DOES at 202.698.5099 for more information.
- II. **Opportunities for District neighborhood-based businesses to participate in the project:** - If included, evidence of the inclusion of such businesses should be submitted in the form of written confirmation from

such neighborhood-based businesses and shall include the scope and details of the said businesses' involvement in the project.

#### **Respondents' Financial Capacity and Capability**

DMPED seeks to evaluate Respondents' ability and willingness to invest sponsor equity and self-fund project predevelopment costs. Therefore, regardless of the status of the Respondent's organization (whether a corporation, a non-profit or charitable institution, a partnership, a limited liability corporation, a business association, joint venture, faith based or other), they should include the following items:

- I. Provide a narrative or tabular statement identifying the Respondent's members', team's, shareholders', or partners' ability and commitment to invest equity capital into the proposed project. Additionally, the Respondent shall show how financial capabilities are distributed among key participating entities.
- II. Evidence of the financial capacity of Respondents members, team, shareholders, or partners by providing the last three (3) years of audited (strongly preferred) or unaudited financial statements, annual reports, balance sheets, profit and loss statements, evidence of lines of credit and uncommitted discretionary sources of equity, and/or any other material financial information; and
- III. Newly formed entities, partnerships and joint ventures should provide deliverables from sub-paragraphs I and II for each of their entities members.

#### **Proposed Financing Strategy**

The District seeks to maximize the cash proceeds or in kind consideration from the ground lease or disposition of parcel. In determining economic feasibility, Respondents may take into account all available non-District sources of financing or other private or federal assistance that may benefit the project. The District will not provide any public subsidy or abatement to fill any funding gaps or shortfalls.

#### **Response Summary for Distribution to the Community**

Respondents shall provide a summary of their Response that may be shared with the local community and stakeholders. The summary should not exceed two (2) 8.5x11 pages and should include at a minimum, but not limited to, the following:

- Development team members introduction
- Design
- Development program; to include planned retail use, and residential mix and unit size if applicable

#### **Development RFEI Deposit**

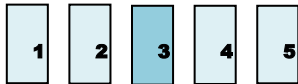
Amount: \$50,000  
Format: Standby, irrevocable letter of credit (See Appendix C for form.)  
Due At: RFEI Response submission  
Conditions: If a Respondent's Response is not selected, the letter of credit shall be returned to the Respondent. If a Respondent's Response is selected, the letter of credit will be considered a non-refundable deposit, only to be returned upon project stabilization.

#### **Submission Directions**

Seven (7) hard copies, either bound or in ringed binders, and two (2) electronic versions on CD-ROM in PDF and fully functional Microsoft Excel formats, of the Response identified by "2<sup>nd</sup> and H Sts NW – Development Team RFEI" on the envelope, must be submitted to and received by 3:00 P.M. Eastern Time on August 28, 2014. Please clearly indicate any original documents with the submission package. Such Response must be delivered to the following address:

Office of the Deputy Mayor for Planning and Economic Development  
The John A. Wilson Building  
1350 Pennsylvania Avenue, NW, Suite 317  
Washington, DC 20004  
Attn: Gilles Stucker, Project Manager





### ***Stage 3: Short List Recommendation Panel***

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#### **Selection Recommendation Panel**

A multi-agency Selection Recommendation Panel (“Panel”) may be established to review and evaluate the Responses at DMPED’s sole and absolute discretion. If established, the composition of the Panel will be determined by DMPED, in its sole and absolute discretion. DMPED and/or the Panel may consult with professional consultants, advisors, and other stakeholders for technical assistance. DMPED and/or the Panel will evaluate each Response, taking into account the information provided in response to the RFEI and the best interests of the District.

#### **Evaluation Criteria**

Among other factors, Responses will be evaluated for completeness, market feasibility, innovative ideas, strength of economic and public benefits, and the strength of the financials. The basis upon which Respondents will be measured includes, but is not limited to, the following:

##### **Attainment of District Policy and Community Stakeholder Goals**

Respondents whose Responses satisfy the following criteria may be eligible for higher ratings by:

- I. Maximizing the economic value to the District;
- II. Responding to the goals and objectives of the Comprehensive Plan;
- III. Improving the quality of life for the surrounding neighborhood;
- IV. Addressing stakeholder concerns and requirements;
- V. Providing employment opportunities for local residents and businesses;
- VI. Contracting opportunities for the CBE certified businesses;

##### **Development Vision**

Respondents should propose innovative, market-viable ideas for redevelopment of the Development Parcels. DMPED encourages Respondents to consider, in their development vision, the District’s goals with respect to promoting vibrant, walkable, mixed-use neighborhoods and commercial corridors with a high quality of building and site design. Respondents whose Responses satisfy the following criteria may be eligible for higher ratings by:

- I. Promoting a vibrant, walkable, mixed-use community;
- II. Achieving high architectural design quality that maximizes density;
- III. Creating strong retail activity on the parcel;
- IV. Providing a sustainable development that has minimal impact on the environment and achieves higher LEED certifications;

##### **Qualifications and Experience of Respondents**

Respondents whose Responses satisfy the following criteria may be eligible for higher ratings by:

- I. Demonstrating, thorough entity experience and expertise of proposed key personnel, they are qualified to execute the proposed development plan;
- II. Having successfully served in lead developer roles for completed projects of a similar scale and scope to the project proposed by Respondents; and
- III. Providing evidence of sufficient organizational and financial capability to ensure successful and timely delivery of the project.

##### **Project Financial Feasibility and Development Team Financial Capacity**

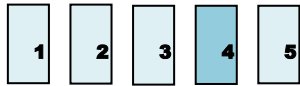
Respondents who satisfy the following criteria may be eligible for higher ratings by:

- I. Demonstrating that the Respondent team possesses the financial resources to execute the project requirements with no District-based subsidy;
- II. Displaying a willingness to provide the District with fair consideration for its real property assets;
- III. Exhibiting a willingness to provide the District with a meaningful guarantee regarding payment and performance through final project completion.

DMPED reserves the right, at its sole and absolute discretion, to reject any Response it deems incomplete or unresponsive to the submission requirements. DMPED also reserves the right, at its sole and absolute discretion, to reject any or all responses

and re-advertise through a new RFEI or RFP at a later date. If a submission is deemed incomplete, that Respondents' letter of credit will be returned.

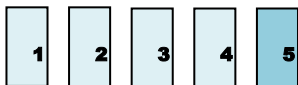
DMPED reserves the right to narrow the number of Respondents in the competitive range for reasons of efficiency or to exclude Responses that are not among the most highly ranked. DMPED may down-select to a smaller group of Respondents (i.e., a "short-list") and has the sole and absolute discretion to conduct discussions with all, or some, of the Respondents on the short-list. Accordingly, Respondents' RFEI Responses should contain their best terms from the standpoint of the evaluation factors identified in this RFEI. However, DMPED also reserves the right, in its sole and absolute discretion, to conduct discussions with all, or some, of the Respondents in order to make the final short list selection on the basis of such revised RFEI Responses.



#### ***Stage 4: Announcement of Short List***

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Upon review of the RFEI responses, DMPED will announce a short list of Development Team Respondents that will be eligible to respond to a future Request for Proposals ("RFP"). Accordingly, only Development Teams that respond to the RFEI with complete and responsive Responses and are short-listed shall be eligible to respond to any future RFP originating from this RFEI. DMPED will contact all Respondents and inform them of the results.



#### ***Stage 5: Release of Request for Proposals***

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DMPED anticipates releasing a Request for Proposals for the Development Parcels in the Fall of 2014.

## **TRANSACTION TERMS**

### **Development Parcels Condition**

#### **As-Is Condition**

The Development Parcels shall be conveyed or leased in "as-is" condition, without warranty by the District as to physical or title condition of the land or any existing structures. DMPED makes no representations in this RFEI regarding the exact measurements of all of the parcels, the extent of air rights and related matters, and as to the exact location or existence of easements, rights of access and egress, covenants running with the land, or any other restrictions on development. Respondents are advised to research all records available for each parcel when preparing responses.

#### **Soil or Subsurface Conditions**

Notwithstanding prior studies available for Respondents' review, the District makes no representations regarding the character or extent of soil or subsurface conditions or the conditions and existence of utilities that may be encountered during the course of any work, development, construction or occupancy of the Development Parcels.

#### **Environmental Remediation**

Respondents will be responsible at their sole cost and liability for any environmental remediation that may be associated with removal or disturbance of existing improvements or other preparation of the Development Parcels.

#### **Predevelopment and Development Costs**

Respondents should draw independent conclusions concerning conditions that may affect the methods or cost of development.

- I. **Respondents shall be solely responsible for all pre-development (including demolition of existing improvements and due diligence studies such as traffic, geotechnical, storm water management and other Development Parcels preparations) and project development costs.**
- II. Respondents shall be solely responsible for all costs related to obtaining necessary permits, approvals, clearances, and licenses at the appropriate time. **District will not waive or abate any District fees.**

The District expects Respondents to proceed immediately with predevelopment work upon selection. All funds expended on due diligence and predevelopment work during negotiation with the District by Respondent shall be at their sole risk; under no circumstances shall the District be responsible for the reimbursement of any such costs even if the District and the Respondent is unable to reach an agreement on the terms of the Disposition Agreement or if the project is not successfully completed due to no fault of Respondent.

## RESERVATION OF RIGHTS & MISCELLANEOUS PROVISIONS

### Reservation of Rights

DMPED reserves the right, in its sole and absolute discretion and as it may deem necessary, appropriate, or beneficial to the District with respect to the RFEI, to:

- I. Cancel, withdraw or modify the RFEI prior to or after the Response deadline;
- II. Modify or issue clarifications to the RFEI prior to the Response deadline; In the event the RFEI is modified it will be posted on DMPED's website and all Respondents will be provided with a chance to modify their responses;
- III. After review of one or more Responses, DMPED may request submission of additional information from some or all Respondents;
- IV. DMPED may request one or more Respondents to modify its/their Response(s) or provide additional information for the District's review;
- V. Reject any Responses it deems incomplete or unresponsive to the RFEI requirements;
- VI. Reject all Responses that are submitted under the RFEI;
- VII. Terminate, in its sole and absolute discretion, negotiations with any Respondents if such Respondents introduce comments or changes to a development agreement that are inconsistent with its previously submitted materials;
- VIII. Modify the deadline for Responses or other actions; and
- IX. (i) Reissue the original RFEI, (ii) issue a modified RFEI, or (iii) issue a new RFEI, whether or not any Responses have been received in response to the initial RFEI.
- X. DMPED may mandate an alternative financial/transaction/disposition strategy or structure than the structure contemplated in this RFEI. In the event that such alternative structure is proposed, each Respondent will be provided a chance to modify their Proposal as appropriate.
- XI. DMPED at any time, for any reason whatsoever, may restructure the proposed development as a joint venture arrangement, in which the District conveys the Development Parcels to a partnership in exchange for an ownership share. Under this scenario, Respondents will be provided a chance to modify their Proposal to reflect their development as a joint venture.

### Conflicts of Interest

#### Disclosure

Respondents must represent and warrant the following to the District:

- I. The compensation to be requested, offered, paid or received in connection with this RFEI has been developed and provided independently and without consultation, communication, or other interaction with any other competitor for the purpose of restricting competition related to this RFEI or otherwise;
- II. No person or entity employed by the District or otherwise involved in preparing this RFEI on behalf of the District: (i) has provided any information to Respondents that was not also available to all entities responding to the RFEI; (ii) is affiliated with or employed by Respondents or has any financial interest in Respondents; (iii) has provided any assistance to Respondents in responding to the RFEI; or (iv) will benefit financially if Respondents are selected; and
- III. Respondents have not offered or given to any District officer or employee any gratuity or anything of value intended to obtain favorable treatment under the RFEI or any other RFEI, RFEI or other contract, and Respondents have not taken any action to induce any District officer or employee to violate the rules of ethics governing the District and its employees. Respondents have not and shall not offer, give, or agree to give anything of value either to the District or any of its employees, agents, job shoppers, consultants, managers, or other person or firm representing the District, or to a member of the immediate family (i.e., a spouse, child, parent, brother, or sister) of any of the foregoing. Any such conduct shall be deemed a violation of this RFEI. As used herein, "anything of value" shall include but not be limited to any (a) favors,

such as meals, entertainment, and transportation (other than that contemplated by this RFEI, if any, or any other contract with the District) which might tend to obligate a District employee to Respondent, and (b) gift, gratuity, money, goods, equipment, services, lodging, discounts not available to the general public, offers or promises of employment, loans or the cancellation thereof, preferential treatment, or business opportunity. Such term shall not include work or services rendered pursuant to any other valid District contract.

#### **On-going Reporting**

Respondents shall report to the District directly and without undue delay any information concerning conduct which may involve: (a) corruption, criminal activity, conflict of interest, gross mismanagement or abuse of authority; or (b) any solicitation of money, goods, requests for future employment or benefit of thing of value, by or on behalf of any government employee, officer or public official, any Respondent's employee, officer, agent, subcontractor, labor official, or other person for any purpose that may be related to the procurement of the RFEI by Respondents, or that may affect performance in response to the RFEI in any way.

#### **Miscellaneous Provisions**

##### **Notice of Modifications**

DMPED will post on its website (<http://dcbiz.dc.gov/>) any notices or information regarding cancellations, withdrawals, modifications to deadlines, and other modifications to this RFEI. Respondents shall have an obligation to check the website for any such notices and information, and DMPED shall have no duty to provide direct notice to Respondents.

##### **Change in Respondents' Information**

If after Respondent has provided a Response to DMPED, information provided in a Response changes (e.g., deletion or modification to any of Respondents' team members or new financial information), Respondents must notify DMPED in writing and provide updated information in the same format for the appropriate section of the RFEI. DMPED reserves the right to evaluate the modified Response, eliminate Respondents from further consideration, or take other action as DMPED may deem appropriate. DMPED will require similar notification and approval rights of any change to Respondents' Response or Development Team following selection, if any.

##### **Ownership and Use of Responses**

All Responses shall be the property of the District. The District may use any and all ideas and materials included in any Response, whether the Response is selected or rejected.

##### **Restricted Communications**

Upon release of this RFEI and until final selection, Respondents shall not communicate with DMPED or District staff about the RFEI or issues related to the RFEI except as permitted under this RFEI.

##### **Selection Non-Binding**

The selection by DMPED of a Respondent indicates only DMPED's intent to negotiate with the Respondent, and the selection does not constitute a commitment by the District to execute a final agreement or contract with the Respondent. Respondents therefore agree and acknowledge that they are barred from claiming to have detrimentally relied on the DMPED or the District for any costs or liabilities incurred as a result of responding to this RFEI.

##### **Confidentiality**

Responses and all other information and documents submitted in response to this RFEI are subject to the District's Freedom of Information Act (D.C. Official Code § 2-531 et seq.) ("FOIA"), which generally mandates the disclosure of documents in the possession of the District upon the request of any person, unless the content of the document falls within a specific exemption category (e.g., trade secrets and commercial or financial information obtained from outside the government, to the extent that disclosure would result in substantial harm to the competitive position of the person from whom the information was obtained).

If Respondents provide information that they believe is exempt from mandatory disclosure under FOIA ("exempt information"), Respondents shall include the following legend on the title page of the Response:

**“THIS RESPONSE CONTAINS INFORMATION THAT IS EXEMPT FROM MANDATORY DISCLOSURE UNDER THE DISTRICT’S FREEDOM OF INFORMATION ACT.”**

In addition, on each page that contains information that Respondents believe is exempt from mandatory disclosure under FOIA, Respondents shall include the following separate legend:

**“THIS PAGE CONTAINS INFORMATION THAT IS EXEMPT FROM MANDATORY DISCLOSURE UNDER THE DISTRICT’S FREEDOM OF INFORMATION ACT.”**

On each such page, Respondents shall also specify the exempt information and shall state the exemption category within which it is believed the information falls.

Although DMPED will generally endeavor not to disclose information designated by Respondents as exempt information, DMPED will independently determine whether the information designated by Respondents is exempt from mandatory disclosure. Moreover, exempt information may be disclosed by DMPED, at its discretion, unless otherwise prohibited by law, and the District shall have no liability related to such disclosure.

**Non-Liability**

By participating in the RFEI process, Respondents agree to hold the District, its officers, employees, agents, representatives, and consultants harmless from all claims, liabilities, and costs related to all aspects of this RFEI.

**Other Limiting Conditions**

**Withdrawal & Cancellation**

If at any time after DMPED selects a specific Respondent and executes a disposition agreement with the Respondent, and the Respondent does not proceed with the project, then the Respondent must notify the District in writing and provide reasons for its decision. The selected Respondent wishing to withdraw may be subject to the loss of part or all of any deposits previously provided to the District and may be responsible for certain costs previously waived by the District, in addition to any other remedies available to the District under the disposition agreement, or by law. If the District is unable to deliver the Development and/or Development Parcels, all deposits (minus the RFEI Deposit) will be returned to the Respondent and the District shall be released from any and all further liability.

**“Stand-Alone” Projects**

The development of the Development Parcels is expected to be a “stand alone” project, in that Respondents are prohibited from cross collateralizing and cross defaulting the Development Parcels, or any portion thereof, with any other assets. Moreover, Respondents are prohibited from assigning, pledging, hypothecating, or otherwise transferring its interest in the net cash flows or ownership in the Development Parcels and project in part, or in whole, without prior District approval. Any additional debt shall require prior written District approval. This limitation shall apply until final completion of the project.

**Disclosure of Fees**

Respondents shall disclose all development management fees, general contracting fees, construction management fees, property management fees, and other fees that are paid to Respondents or affiliated parties during the life of the project. Failure to do so may result in DMPED terminating, in its sole and absolute discretion, negotiations with a Respondent or terminating the project.

**Restrictions**

The District is subject to various laws, rules, policies and agreements that impose legal and ethical constraints upon current and former District employees and consultants with regard to post-employment restrictions vis-a-vis such employee’s or consultant’s involvement in District-led projects. In particular, restrictions include but are not limited to the following guidelines:

- I. All Respondents, its members, agents, or employees, are prohibited from: (i) making offers of employment, (ii) conducting any negotiations for employment, (iii) employing or, (iv) entering into contracts of any sort, with current employees, consultants, or contractors to the District who are personally and substantially involved in any aspect of this RFEI;

- II. Respondents must disclose in their initial Responses the names of any member, employee, or agent who within three (3) years prior to the publication of this RFEI were District employees, consultants, or contractors to the District. On a continuing basis, Respondents will be required to provide the District with regular and periodic notices of any and all new hires of employees, contracted agents, or consultants within five (5) days of any such hire;
- III. This provision shall apply to all Respondents during the conduct of this competition, and will subsequently apply to the selected Respondent until such time as final completion of the development of the project;
- IV. Required disclosures and notices notwithstanding, failure to comply with any obligation described in this provision may result, in the District's sole and absolute discretion, in Respondents' disqualification from consideration under this RFEI, the rescission of a Respondent's award, and/or termination of any agreement between a Respondent and the District.

**Costs**

**All costs incurred by Respondents in responding to this RFEI, in performance of due diligence and predevelopment work and in any other action associated with the acquisition or development of the Development Parcels shall be at each Respondents' sole cost and expense. Under no circumstances shall the District be responsible for the reimbursement of any such costs.**

## QUESTIONS

Any questions regarding this RFEI should be submitted via e-mail only to [gilles.stucker@dc.gov](mailto:gilles.stucker@dc.gov). Respondents shall not direct questions to any other person within the District government except as allowed elsewhere in this RFEI. Responses to questions will be aggregated and posted on the DMPED website: <http://dcbiz.dc.gov/>.

## APPENDIX A | FORM OF ACKNOWLEDGEMENT

Respondent hereby acknowledges that, if selected by the District to enter into a disposition agreement through a future RFP, Respondent will enter into a First Source Employment Agreement with the District's Department of Employment Services ("DOES"), pursuant to D.C. Official Code §10-801(b)(7).

Respondent hereby acknowledges that, if selected by the District to enter into a disposition agreement through a future RFP, Respondent will enter into a Certified Business Enterprise ("CBE") Agreement with the District's Department of Small and Local Business Development ("DSLBD"). Pursuant to D.C. Official Code §10-801(b)(6), the selected Respondent will enter into an agreement that shall require the Respondent to, at a minimum, contract with Certified Business Enterprises for at least 35% of the contract dollar volume of the project, and shall require at least 20% equity and 20% development participation of Certified Business Enterprises.

The selected Respondent through a future RFP shall enter into a legally binding Letter of Intent ("LOI") or comparable legally binding agreement between the master developer and the CBE partners that demonstrates that the CBE partners meet or exceed the 20% participation goal established by DSLBD. The CBE partners must be certified by DSLBD and documentation showing certification must be made available to the Office of the Deputy Mayor for Planning & Economic Development upon request. LOIs should include the following:

- I. Identify the CBE partners;
- II. The percentage of equity and development participation of each CBE partner;
- III. A description of the role and responsibilities for each CBE partner; and
- IV. A description of the anti-dilution provisions for the benefit of the CBE partners that will be applied at all stages of the project.

Date:

Signature:

Print Name:

Affiliation:

Phone Number:

Email Address:

Business Address:



## APPENDIX B | FORM IRREVOCABLE LETTER OF CREDIT

### Office of Attorney General for the District of Columbia Form Letter of Credit

ISSUER:

[Name of bank]

[Bank address]

Date of Issue: [Month, day, and year of issue]

#### IRREVOCABLE STANDBY LETTER OF CREDIT NO. [Letter of credit number]

##### Beneficiary

District of Columbia, by and through  
The Office of Deputy Mayor for  
Planning and Economic Development  
1350 Pennsylvania Avenue, NW. Ste 317  
Washington DC 20007  
Attention: Deputy Mayor for Planning  
and Economic Development

##### Applicant

[Name of Respondent]  
[Address of Respondent]

AMOUNT:        \$[Letter of credit amount]

EXPIRY DATE:    [Letter of Credit month, day, and year of expiration] subject to renewal provisions herein

PROJECT:        2<sup>nd</sup> and H Sts NW – RFEI Development Team

Ladies and Gentlemen:

We hereby establish our Irrevocable Standby Letter of Credit [Letter of credit number] ("Letter of Credit") in favor of Beneficiary for the account of Applicant up to an aggregate amount of \_\_\_\_\_ U.S DOLLARS (U.S. \$ [Letter of credit amount]) available for payment when accompanied by the following three items:

1. A draft at sight drawn on [Name of bank] duly endorsed on its reverse thereof by a duly authorized representative of the Beneficiary, specifically referencing this Letter of Credit Number [Letter of credit number];
2. The original of this Letter of Credit; and
3. A dated statement issued on the letterhead of Beneficiary, stating: "The amount of this drawing is \$\_\_\_\_\_, drawn under Irrevocable Standby Letter of Credit No. [Insert Number] and represents funds due and owing to the District of Columbia." Such statement shall be conclusive as to such matters and Issuer will accept such statement as binding and correct. Issuer shall have no right, duty, obligation or responsibility to evaluate the performance or nonperformance of any underlying agreement between Applicant and Beneficiary before performing under the terms of this Letter of Credit.

This Letter of Credit shall automatically renew for a two year term upon the Anniversary of the expiry date set forth above (The "Anniversary Date") until [insert date] unless (i) earlier released by Beneficiary in writing or (ii) Issuers delivers written notice to both Applicant and Beneficiary that this Letter of Credit will not be renewed on the Anniversary Date upon which this Letter of Credit will no longer be renewed. Notwithstanding any terms and/or conditions to the contrary, this Letter of Credit will expire no later than [Letter of Credit month, day, and year of expiration].

If a drawing made by Beneficiary under this Letter of Credit reaches the address provided on this Standby Letter of Credit via Courier (FEDEX or DHL) on or prior to 1:00 PM (Eastern Time) on a Business Day (Defined below) and,

provided that such drawing and the statement presented in connection therewith conform to the terms and conditions hereof, payments shall be made to Beneficiary in the amount specified, in immediately available funds, on the same Business Day. If a drawing is made by Beneficiary under this Letter [Letter of credit number] of Credit after 1:00 pm (Eastern Time) on a Business Day and, provided that such drawing and the statement presented in connection therewith conform to the terms and conditions hereof, payments shall be made to Beneficiary in the amount specified, in immediately available funds on the next Business Day. If requested by Beneficiary, payment under this Letter of Credit may be deposit of immediately available funds into an account designated by Beneficiary. As used herein, the term "Business Day" shall mean any day other than a Saturday, Sunday or a day on which banking institution in the District of Columbia are authorized or required by law to close.

Drafts drawn under and in compliance with the terms of this Letter of Credit will be duly honored if presented by the Mayor, City Administrator, Deputy Mayor for Planning and Economic Development, or one of their duly authorized representatives, on or before the Expiry Date to Issuer's office at the address of Issuer set forth above.

This undertaking is issued subject to the International Standby Practices 1998 ("ISP98"). As to matters not expressly governed by ISP98, this Letter of Credit is governed by and shall be construed in accordance with the laws of the District of Columbia.

This Letter of Credit set forth in full terms of our undertaking. This undertaking shall not in any way be modified, amended, amplified or incorporated by reference to any document, contract or other agreement, without the express written authorization of Issuer, Beneficiary and Applicant.

Should you have occasion to communicate with us regarding the Letter of Credit, kindly direct your communication to the attention of Letters of Credit Dept. to the address aforementioned stating as reference our Standby Letter of Credit Number [Insert Letter of Credit Number].

Truly Yours,

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Authorized Signature

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Name (printed)