



TOWN OF STRATFORD – REDEVELOPMENT AGENCY
576/600 East Broadway
Request for Qualifications –RFQ #2015-015



Release Date: March 23rd, 2015
Submission Deadline Date: April 17th, 2015 – 3:00pm



1.0 SUMMARY:

The Town of Stratford issues this Request for Qualified Developers (the “RFQ”) in order to select a qualified development team to enter into a public/private partnership agreement for the redevelopment of the property located at 576 & 600 East Broadway, Stratford, Connecticut (the “site”). The selected development team will be required to work closely with the Town of Stratford and the Environmental Protection Agency (EPA) design team in order to plan for the future redevelopment of the site. The Town is interested in a development team who has experience in working with the EPA Superfund and Brownfield programs in the State of Connecticut and along the East Coast. The goal of the project is to have a site development plan that can be integrated into EPA’s final remedy so that both remediation and development will be fully coordinated and implemented. The Town intends to transfer the property to the qualified development team after EPA has completed the necessary remedial actions.

The Town’s conception about how development will work is as follows. EPA has characterized the properties and has selected a remedy, a cap. The EPA has also designed that cap, but without taking any redevelopment into account. After the Town selects a developer according to this RFQ, the EPA will work with the selected developer to modify the cap design, as appropriate, to accommodate a specific chosen and agreed upon development plan. EPA has some but not complete flexibility to modify their existing cap design to accommodate a specific redevelopment plan. Then, EPA would construct the cap and final redevelopment could occur as per the agreed upon final development plan.

Long-term operation and maintenance (O&M) of the cap will be required, including without limitation, cap inspections, repair, and groundwater monitoring. The long-term O&M will be the responsibility of the property owner who will need to work in collaboration with the CT Department of Energy and Environmental Protection (CTDEEP).

The Town of Stratford has attempted to minimize the submittal requirements in order to maximize the prospect of receiving serious proposer’s submittals. Only basic information concerning the Development Team, Relevant Experience, Capacity, Financial Capacity and References are required. This RFQ does not require submittal of detailed information such as a site plan, floor plans, elevation studies and renderings, financial proformas or a completely defined development team.

TOWN OF STRATFORD

Stratford is a town in Fairfield County, Connecticut, United States, located on Long Island Sound at the mouth of the Housatonic River. Stratford is in the Bridgeport-Stamford-Norwalk Metropolitan Area. The Town's location on Long Island Sound affords residents and visitors alike with two public bathing beaches, five marinas, several fishing piers and two public boat-launching facilities.

Within an hour's drive of New York City and a ninety minute drive from Boston, Stratford is the easternmost town in Fairfield County-Connecticut's Gold Coast. Major highways such as I-95, Route 8/25 and the Merritt Parkway bisect Stratford, and provide convenient access to the entire Northeast corridor. The deep water harbor of neighboring Bridgeport provides excellent docking and terminal facilities for either domestic or overseas shipping, in addition to ferry

passenger service to Long Island. Sikorsky Memorial Airport, located in the Lordship section of Stratford, remains a hub of corporate activity and provides commuter service to other cities in the northeast. Rail service provided by Metro North with connections to Amtrak further round out an excellent array of transportation choices.

Population (2013): 52,112

Median Age: 43

Households: 19,317

Median Income: \$66,162

Median Housing Cost: \$285,000

Mill Rate (2014): 30.36

Total Town Budget fiscal year (2014): \$204,231,075

Grand List (2014): \$4,529,341,688

2.0 SITE HISTORY:

The subject site parcels located at 576 and 600 East Broadway are abutting parcels of commercially-zoned (light industrial) land totaling approximately 6 acres. The parcels are bounded to the north by the Vacant DOT Lot abutting 1-95 (another OU6 property within the Raymark Superfund Site), the south and west by residential neighborhoods, to the northeast by Ferry Creek, and by a town street, East Broadway, to the southeast.

576 East Broadway is presently occupied by one building that contains a wood working shop and warehouse. 600 East Broadway is currently unoccupied and presently overgrown with grasses, weeds, and shrubs. Large trees are present around the perimeter of the property. Much of the area located near the perimeter of both properties lie within the 100-year floodplain, but a large portion of the center of 600 East Broadway rises above the 100-year flood elevation.

The site is currently part of the EPA Raymark Industries, Inc. National Priority List (NPL) Superfund Site. To date, the EPA has completed the full environmental investigation and characterization of the property and has completed final design specifications for the cap and closure of the property. This cap design does not provide for development, but the EPA intends to work with the selected developer to modify the remedy design, to the extent appropriate, to accommodate redevelopment. The EPA's document entitled, "*Raymark Industries, Inc. - Record of Decision for Final Source Control action at Four Properties within Operable Unit 6 (Additional Properties) and Interim Actions at Other Locations Containing Raymark Waste*" dated July 21, 2011 documents the EPA's desired final remedy for the property, which is a low-permeability cap.

The Town of Stratford took title to the property through a municipal tax foreclosure action that was completed in July 2014. The following is a breakdown of the current site conditions:

576/600 East Broadway

Parcel Size: 5.60 Acres

Utilities: Municipal Water, Electric (3-Phase), Natural Gas, Sanitary Sewer, Cable

Flood Zone: Areas of the site are located in the 100-year Flood Zone as referenced on FEMA Map #09901C0453G

Wetlands: Ferry Creek borders the site along its eastern boundary. Ferry Creek in this area is regulated as a freshwater watercourse and is under the jurisdiction of the Stratford Inland Wetland Agency. Redevelopment plans may require a permit application be filed with the Agency.

Zoning/Land Use: The site is located within MA Zone which is designated for Light Industrial. Refer to Page 112 of the Town of Stratford Zoning Regulation for a full description of allowable uses and setback requirements. Residential uses will not be considered by the Town for the subject site.

[http://www.townofstratford.com/filestorage/39879/40866/ZONING_REGS_040113-2.pdf]

Environmental Conditions: The site is currently identified as one of the properties under the EPA Operable Unit (OU)-6 of the Raymark Superfund Site. The Town is currently working with the EPA to determine feasible redevelopment opportunities. All costs related to the cleanup and implementation of the final protective remedy are to be covered by EPA's Region 1 Superfund Program. The remedy will require Operation and Maintenance. The following environmental documents are being provided to potential respondents as part of this RFQ.

- **“Raymark Industries, Inc. – Record of Decision for Final Source Control action at Four Properties within Operable Unit 6 (Additional Properties) and Interim Actions at Other Locations Containing Raymark Waste” dated July 21, 2011**
- **Remedial Design Report 100% Final Remedial Design Of A Landfill Cap, Waste Consolidation, Institutional Controls And Interim Actions, Operable Unit (Ou6) For Raymark Industries, Inc. Superfund Site Stratford, Connecticut dated June 24, 2014.**
[\[http://www.epa.gov/region1/superfund/sites/raymark/560876.pdf\]](http://www.epa.gov/region1/superfund/sites/raymark/560876.pdf)

3.0 PROPOSED SCOPE OF WORK

The Town of Stratford envisions the development team will have to complete the following tasks in order to integrate their development plan into the EPA Superfund Remediation Process:

Project Design and Management

The Development entity will be required to work closely with representatives from the Town of Stratford, EPA, and Army Corp of Engineers (ACOE) to begin the planning and design process for the final redevelopment of the site and to suggest modifications of the cap design to accommodate redevelopment. The development must not harm or interfere with EPA's remedy. The development entity will be responsible for development of a specific, detailed timeline identifying all design and development components through project completion;

development of concept board drawings for developer improvements including materials, color board, building elevations, preliminary landscape plans, a traffic and circulation plan, and a rendered perspective; and management of the architectural and construction contracts.

Project Financing

The developer will be expected to secure financing for the project's hard-cost and soft-cost categories including, but not limited to, possible land acquisition, deconstruction of existing improvements, design, site planning, entitlements, permits, site clearance, grading, and construction of both off-site and on-site improvements, etc. It will be the responsibility of the developer with assistance from the Town to determine the exact project financing requirements that will be required after the final design that incorporates EPA's remedy has been completed. The developer will need to work closely with the EPA to determine what development costs will be included as part of the integration of the final remedy.

Project Entitlements

The developer will be responsible for securing entitlements for the development of the Site. These entitlements include, but are not limited to project-level environmental review, site plan review, completion of building plan check process, acquisition of all required permits, and payment of all applicable fees. The developer will be required to complete their own environmental due-diligence prior to the final transfer of the property from the Town.

Public Participation

The developer with the assistance of the Town will be required to conduct community outreach as a part of the process to ensure the best possible development is achieved. The community generally plays an active role in local decision-making, thus outreach is expected to potentially include a public and/or community meeting, coordination with the Chamber of Commerce, and distribution of information. Exact scope of outreach will be mutually agreed to by the Town's Redevelopment Authority and the selected developer.

Site Clearance

The developer will be responsible for any deconstruction of existing improvements on the Site that is not completed as part of EPA's implementation of the Final Remedy for the site. A detailed Hazardous Building Materials Assessment has not been completed on the existing site structures and would be the responsibility of the proposer.

Disposition of the Site.

The Town's RDA is open to proposals for the ultimate financial and ownership structure of the project that best meets the objectives of all stakeholders. While a limited explanation of the developer's suggested deal structure is required by this RFQ, a more detailed proposal will be expected during the limited RFP phase.

4.0 REQUIREMENTS OF THE FINAL SUBMITTAL

All Respondents shall submit all 5 copies of the bound submission with one-electronic copy either on a CD-ROM or thumb drive. Submittals should not exceed 30 pages, inclusive of any graphic renderings or marketing materials. Submittals should be directed to:

Mr. Michael Bonnar
Town of Stratford – Purchasing Department
2725 Main Street – 2nd Floor
Stratford, CT 06615

All submittals shall include the following information:

A. Narrative Description of the Project

All proposals should include a written description of the proposed development concept, which illustrates the firm's understanding of the Town of Stratford and the importance of a redevelopment project at the Site. Descriptions may include the scale of development, the amount of area devoted to retail, office, and/or open space, and information describing the proposed character and quality of the development. Applicants should also discuss how green building and design elements may be incorporated in the proposed project.

B. Developer Identification

Identify the development entity's name, street address, mailing address, telephone number, facsimile number, and e-mail address. Specify the legal form of the organization (e.g., corporation, partnership, joint venture, other), and identify persons with the authority to represent and make legally binding commitments for the development entity.

Identify other members of the development team including architects, engineers, contractors, financial or equity partners, lenders, and any known participating developer entities. Provide relevant experience for each team member, a description of their previous projects, and their role in the cited projects.

C. Developer Experience and Qualifications

Provide a list and description of at least three previously completed projects similar to that proposed and their respective locations. Provide the names and telephone numbers of project references (private and/or public sector) for each project described. Please also provide a brief description of prior experience with community outreach, particularly relating to infill projects.

D. Proposal for Disposition of the Site

Provide a short description of the preferred method(s), if any, for structuring the financial and ownership arrangement of the Site between the development entity, Town, and Redevelopment Agency. Please include a description of any relevant experience negotiating previous public/private partnerships. As the ultimate disposition of the Site will be subject to

negotiations, the developer should demonstrate a willingness to work with the Town/Agency to reach the most equitable arrangement.

E. Financial Capacity of the Developer

Submittals to this RFQ must demonstrate that the development firm has the financial capacity and willingness to carry out the proposed project and initiate development within 6 months of EPA approving the final cap design and the finalization of a development and disposition agreement. Submittals should include the following information:

- Financial statements of the most recent three calendar or fiscal years for the development entity.
- Willingness and ability to provide guarantees, if necessary, to lenders or investors.
- List and explanation of any litigation or disputes that the development entity is involved in that could result in a financial settlement having a materially adverse effect on the ability to execute this project.
- Statement detailing whether the development entity, or any of the named individuals in the proposed project, ever filed for bankruptcy or had projects that have been foreclosed. If yes, please list the dates and circumstances.
- Demonstrated ability to raise 25% of estimated project cost equity.

The Agency recognizes the sensitive nature of the financial information requested in this RFQ. Therefore, such information may be submitted under separate cover and labeled "Confidential." This information will be used solely for purposes of evaluation and will be kept confidential to the fullest extent allowed by law. Confidential records may be returned to those not selected if so requested.

5.0 SELECTION CRITERIA

Factors to be considered in the selection process include:

- The completeness of the submittal.
- Relevant experience of the development entity in producing similar, high-quality developments.
- Demonstrated success with public/private partnerships and community participation.
- The degree to which the development entity appears willing to negotiate the financial level or structure of Town/Redevelopment Authority participation.
- The degree to which the development entity demonstrates its access to equity and financing to underwrite construction.

- The degree to which the development entity illustrates its understanding of the Town of Stratford, the EPA design process, and the importance of a high quality project at the site.
- The degree to which the development entity demonstrates that it is willing and able to initiate site and development programming activities upon signing an exclusive negotiation agreement, and that it can commit to initiating construction within 6 months after executing a development and disposition agreement.

6.0 SELECTION PROCESS

All statements submitted in response to this RFQ will be reviewed and evaluated based on the information contained in the respective responses, an investigation of the developer's past projects and performance, and other pertinent factors. The Town's Redevelopment Agency will prepare an analysis of all statements, and depending upon the number and quality of responses, one to three firms may be asked to submit a more detailed proposal. In addition, the Agency and selection committee may also request to interview a limited number of finalists. The Agency reserves the right to request additional information as deemed necessary and appropriate. A recommendation will be made by the Redevelopment Agency for the selection of one developer with whom the Town will enter into a negotiated agreement. If negotiations are successful, approval to enter into an Agreement to develop the Site will be sought from the Town Council. The nature of this Agreement will depend upon the entity that is selected as well as the type of Agency assistance (if any) that is negotiated.

The selection process is expected to take up to approximately two (2) months as outlined below. Please note the schedule may be altered at the Redevelopment Agency's discretion.

ACTIVITY	ANTICIPATED COMPLETION DATE
RFQ Issued	MARCH 23rd, 2015
Site Visit (Not Mandatory)	APRIL 2nd, 2015 - 10:00am
Submittals Due	APRIL 17th, 2015 - 3:00pm
Review of Submittals/Selection of Candidates	APRIL 27th, 2015
Interviews	MAY 4th - MAY 5th, 2015
Selection of Redevelopment	MAY 2015

This solicitation does not commit the Town of Stratford or Redevelopment Agency to award a contract, to pay any cost incurred with preparation of the proposal, or to procure or contract for services or supplies. The Agency reserves the right to accept or reject any or all submittals received in response to this request, to negotiate with any qualified source, or cancel in whole or in part this process in its sole and absolute discretion. Subsequent to negotiations, prospective development entities may be required to submit revisions to their proposals.

All persons or entities responding to the RFQ should note that any contract pursuant to this solicitation is dependent upon the recommendation of the Agency staff and the approval of the Stratford Redevelopment Agency and Town Council after all legally required steps are taken.

The Agency reserves the right to postpone selection for its own convenience, to withdraw this Request for Qualifications at any time, and to reject any and all submittals without indicating any reason for such rejection. As a function of the Request for Qualifications process, the Stratford Redevelopment Agency reserves the right to remedy any technical errors in this Request for Qualifications and modify the published scope of services. The Stratford Redevelopment Agency reserves the right to request that specific personnel with specific expertise be added to the team, if the RDA determines that specific expertise is lacking in the project team.

Submittals and other information will not be returned with the exception of financial data if requested by the submitting entity.

The Stratford Redevelopment Agency reserves the right to abandon the Request for Qualifications process and/or change its procurement process for the contract at any time if it is determined that abandonment and/or change would be in the Agency's best interest. The Agency will not be liable to any contractor for any costs or damage arising out of its response to the Request for Qualifications.