

2011

LANSDALE PARKING
AUTHORITY

REQUEST FOR QUALIFIED SUBMISSIONS NO. 1 (RFQS)
Madison Parking Lot Redevelopment Project
Lansdale, Pennsylvania

REQUEST FOR QUALIFIED SUBMISSIONS NO. 1 (RFQS) MADISON PARKING LOT REDEVELOPMENT PROJECT

Lansdale Parking Authority

Lansdale Borough Hall
One Vine Street
Lansdale, PA 19446

Attention Respondents:

Your firm is hereby invited to submit a formal response to the Lansdale Parking Authority's (hereinafter "the Authority") Request for Qualified Submissions (RFQS) for the Madison Parking Lot Redevelopment Project described within. A successful respondent (or respondent team) will be selected by the Authority as a result of this process.

A **mandatory** pre-submittal meeting will be held on **August 3, 2011, at 4:30 p.m. at the Lansdale Borough Hall**, One Vine Street, Lansdale, PA, 19446. The purpose of this mandatory pre-submittal meeting is to provide potential respondents with detailed information regarding the project and to address questions and concerns. At least one person from the respondent team must attend. Respondents must notify the Authority via email at MadisonRFQS@deltaone.com with their team's anticipated number of attendees by August 1, 2011.

Your complete response to this RFQS must be received by the Authority, at One Vine Street, Lansdale, PA, 19446, no later than 4:00 p.m. on August 22, 2011. Submissions should include one (1) clearly marked original document, an electronic copy, and nine (9) bound copies of the document. No submissions will be accepted after 4:00 p.m. on August 22, 2011.

The Authority will make the final selection of the developer or team of developers to perform the proposed services. The Authority reserves the right to cancel any and all solicitations and to accept or reject, in whole or in part, any and all proposals when it is in the best interest of the Authority.

Addendums to the RFQS, outlining additional development opportunities that will be components of or complementary to the Madison Parking Lot Redevelopment Project, may be periodically posted to the Borough's Web site at www.lansdale.org. It is the responsibility of respondents to monitor the Web site for such project developments.

All questions about the process and procedure may be directed to Timothea Kirchner by e-mail at MadisonRFQS@deltaone.com. All questions related to the substance of the RFQS shall be submitted to Timothea Kirchner in writing via e-mail no later than August 1, 2011. All such questions shall be answered in writing and posted to the Borough's Web site at www.lansdale.org. Notification of answers posted to the Borough's Web site will be sent via e-mail to all respondents of the RFQS in attendance at the pre-submittal meeting by August 3, 2011.

INTRODUCTION

The Lansdale Parking Authority (the Authority) is requesting qualified submissions from experienced development companies for the redevelopment of the Madison Parking Lot site in the Borough of Lansdale, Pennsylvania.

Lansdale's Revitalization Plan Update has identified the 7.52 +/- -acre Madison Parking Lot site in the heart of downtown Lansdale as a key target area for redevelopment. The lot is bound by Madison Avenue, Wood Street, and the train tracks, and currently consists of 241 parking spaces. The site's proximity to the SEPTA train station and a variety of downtown destinations, including businesses, restaurants, and several desirable residential neighborhoods, among others, leave it well-positioned to serve as the catalyst for the Borough's comprehensive revitalization plans. The Downtown Destination Plan and several subsequent analyses have called for mixed-use development of the site with complementary parking amenities to accommodate downtown activities.

The Authority is open to discussions regarding the reuse of the property. The Authority is accepting creative, market-driven, qualified submissions that complement the existing downtown business district and provide for the highest and best real estate uses for the property.

Submissions should make accommodation for a parking solution to replace, at a minimum, those 241 spaces lost in the redevelopment, and must offer flexibility for inclusion of additional parking needs as revealed in the pending parking study, currently anticipated for release in early fall

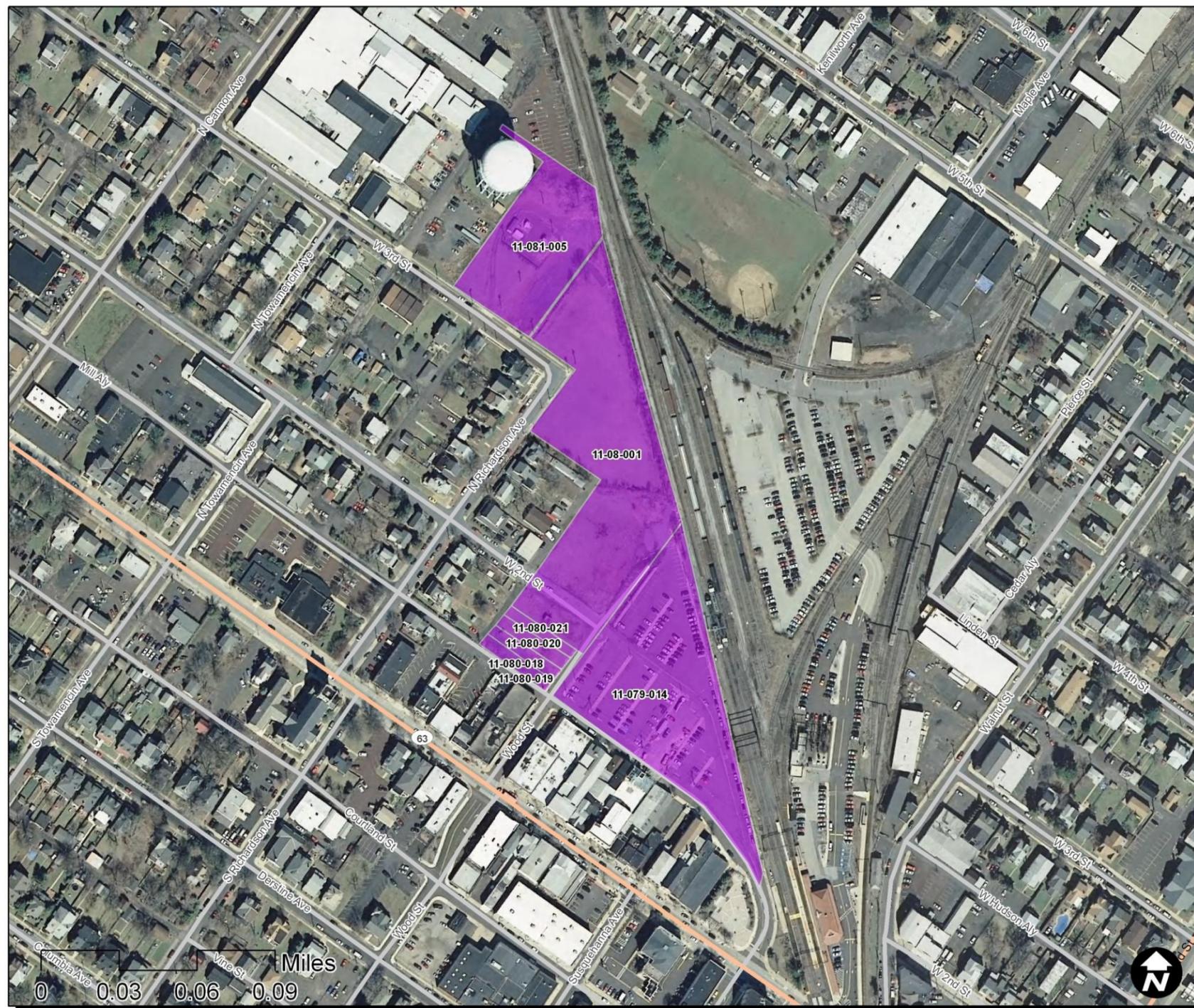
2011. Additionally, submissions must adhere to principles set forth in Lansdale's Downtown Destination Plan.



DESCRIPTION OF SITE

The 7.52 +/- -acre Madison Parking Lot site, bound by Madison Street, Wood Street, and the North Penn Railroad Company Rail Line, is currently serviced by the following utility providers: Comcast Cablevision, North Penn Water Authority, Borough of Lansdale, PECO, and Verizon. The property, comprised of parcels 11-00-19428-001 (11-079-014); 11-00-13572-007 (11-080-001); 11-00-19252-006 (11-080-018); 11-00-19256-002 (11-080-019); 11-00-19260-007 (11-080-020); 11-00-19264-003 (11-080-021); and 11-00-16360-009 (11-081-005), is subject to restrictions, covenants and/or easements including, without limitation, any unrecorded easements, discrepancies or conflicts in boundary lines, shortages in area and encroachments which an accurate and complete survey would disclose; and, the recorded restrictions, covenants and/or easements on the parcels comprising the site (including the water line easement recorded in Deed Book 5364, Page 1680).

The site is currently zoned B-2 with a Downtown Business Overlay District. Permitted uses include commercial, office, retail, and residential, among others. Building height, coverage, and impervious surface area restrictions may be found in the Borough's Zoning Ordinance, as provided on the Borough's Web site at www.lansdale.org.

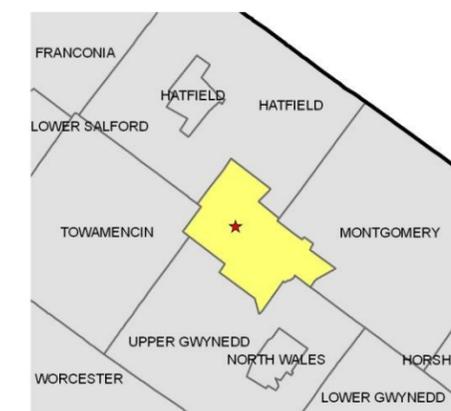


Madison Parking Lot Redevelopment Site

Borough of Lansdale,
Montgomery County,
Pennsylvania

Legend

- Redevelopment Site
- Major Highways
- Highways
- Major Roads
- Ramps
- Local Roads



Date: July 6, 2011
Data Source(s): Pennsylvania Department of Transportation, U.S. Geological Survey, Pennsylvania Geological Survey, ESRI, TeleAtlas Street Data, Lansdale Parking Authority
Created by: Delta Development Group, Inc.

REFERENCES TO LANSDALE'S EXISTING PLANS

Lansdale's Comprehensive Plan (July 2006), Downtown Destination Plan (May 2007), and Revitalization Plan Update (November 2009) provide pertinent information that should be reviewed before responding to this RFQS. These plans, as well as the subsequent parking study slated for release in early fall, 2011, can be obtained at the Lansdale Borough Hall, One Vine Street, Lansdale, PA 19446 between the hours of 8:30 a.m. and 4:30 p.m., Monday through Friday. Plans can be found electronically on the Borough's Web site at www.lansdale.org.

VISIONS AND CONCEPTS

The Authority encourages respondents to be creative in their responses while preserving Lansdale's sense of place and maintaining consideration for its comprehensive redevelopment and revitalization plans. Candidates should give consideration to the following elements when developing their submission:

- Be consistent with the Borough's Comprehensive Plan, Zoning Ordinance, and planning and permitting documentation
- Be market-driven and sustainable
- Complement the existing architecture, buildings, and neighborhoods
- Provide connectivity to the train station
- Provide connectivity to downtown
- Provide flexibility to meet the parking needs of the community
- Incorporate high-quality, infill development principles
- Maximize the integration of mixed uses
- Encourage public participation from surrounding property owners
- Leverage potential for public/private partnership between the Authority and the selected developer
- Demonstrate a strong ability to deliver financing for the project from design to completion

SELECTION OF DEVELOPER OR DEVELOPMENT TEAM

The purpose of this RFQS is to identify, select, and engage a qualified and capable developer or team of developers to provide implementation of the Madison Parking Lot Redevelopment Project through site master planning, preliminary and final design of parking facilities, and construction of an associated private development.

This RFQS provides information necessary for developers and subconsultants (if required) to develop qualified submissions for the design of a master concept plan involving, at a minimum, transit-oriented real estate development and necessary parking accommodation within the geographic limitations of the Madison Parking Lot site identified in Exhibit B. The objective of this RFQS is for the Authority to select a real estate development team (including subconsultants, if required) that is most qualified to plan and design the project with consideration of the overall project goals. The selected firm will be required to prepare and complete a comprehensive set of documents for approval by the Authority. Previous experience with transit-oriented development, highest and best use project delivery, public/private partnership coordination, and intermodal parking facilities will be considered in the consultant selection process.

The successful respondent will demonstrate the ability to complete the Developer Responsibilities, outlined in Exhibit A (attached), in a manner acceptable to the Authority. This involves a strong demonstration of previous master planning and mixed-use development experience and intimate knowledge and expertise in the design and construction standards for intermodal parking structures. The Authority is open to creative suggestions for how to achieve its outreach and reuse planning goals.

The Authority will rank the respondents and attempt to negotiate a binding contract for the Developer Responsibilities with the top-ranked respondent promptly after the proposal submittal date. If an agreement cannot be reached, the Authority will attempt to negotiate with the next-highest-ranked respondent. This process will continue until a binding contract for the Developer Responsibilities has been successfully negotiated/until a successful respondent has been selected. It is anticipated that the contract will include an agreed-upon date of delivery by the Authority and selected developer.

Submission Requirements

DEADLINE

One (1) original, one (1) electronic, and nine (9) copies of the submission (with all attachments) must be received by the Authority at the following address on or before **4:00 p.m. on August 22, 2011.** Telecopied/faxed proposals will not be accepted.

Lansdale Parking Authority
Attn: Timothea M. Kirchner, Authority Administrator
Lansdale Borough Hall
One Vine Street
Lansdale, PA 19446

SELECTION PROCESS TIMELINE

| | |
|--|--------------------------------|
| Solicitation Issue Date | July 14, 2011 |
| Deadline for Questions | August 1, 2011 |
| Mandatory Pre-submittal Meeting | August 3, 2011 |
| Submission Deadline | August 22, 2011 |
| Selection of Shortlist of Respondents | September 14, 2011 |
| Shortlist Interviews | Late September – Early October |
| Selected Developer Announcement | November 2011 |

The Authority reserves the right to modify this schedule as needed.

SUBMISSIONS

Submissions must include either one company or a joint venture with a lead development firm. The consulting team must include a developer or developers that (1) demonstrate a strong portfolio of successfully delivered transit-oriented real estate projects; (2) have successfully integrated creative parking solutions into such development; and (3) have thorough experience in master planning real estate development activities. Subconsultants may be designated and utilized for work as outlined in proposals. The submission must contain the following:

A. EXECUTIVE SUMMARY

Respondents must include in their submission an executive summary that includes a cover letter describing the firm(s) and acknowledging interest in the project. Include a primary contact person, address, e-mail, telephone number, and fax number.

B. SUMMARY OF EXPERIENCE AND BACKGROUND*

Submissions must include a complete description of your firm and its background, descriptions of any subconsultant firms and your firm's experience in managing large, complex, transit-related, and/or infill projects. Submissions should include additional information that would differentiate your firm's unique qualifications from those of other development firms in terms of developing creative approaches to maximizing the utilization of the site while meeting the Authority's objectives for redevelopment.

A description of the respondent's experience and creativity with sales/leasebacks, capitalized leases, and other mechanisms that facilitate a public agency's utilization of private capital and investment in reuse, rehabilitation, and modernization of existing underutilized facilities or land parcels, and any other **differentiating characteristics of your firm as described above**, should also be included. Additional consideration will be given to respondents who demonstrate the ability to forge and leverage public/private partnerships that minimize the public partner's investment and risk.

Submissions should **not include stock marketing materials.*

C. INTRODUCTION OF PROJECT TEAM

Respondents must include in their submission a description of the project team, highlighting key personnel and their differentiating characteristics and experience that will lend themselves to meeting the Authority's goals and successful project delivery.

D. DESCRIPTION OF CONCEPTUAL APPROACH AND METHODOLOGY

Respondents must include in their submission an explanation of the conceptual approach and methodology that will be utilized to carry out the project objectives. The description should identify the methods and approach for engaging the community, partners, and stakeholders in the planning and implementation of a high-quality, infill development plan, while complementing adjacent neighborhoods and businesses and incorporating the goals and objectives of the Borough's various redevelopment and revitalization plans, which may be found on the Borough's Web site.

This section must also include a description of the approach for predevelopment activities and phasing, construction, and marketing. A plan for accommodating parking on the existing lot during construction must also be included. The description should convey the firm's understanding of the project and should include the application process for securing the necessary permits and development approvals including, but not limited to, the land development plan, building permits, and other related permits and approvals.

E. SKETCHES, RENDERINGS, AND PRELIMINARY CONCEPT PLANS

Sketches, renderings, and preliminary concept plans for the respondent's proposed design and facility must be provided. These should be prepared in a way that they can provide the Authority with a conceptual view of the firm's proposed project.

F. PUBLIC PARTICIPATION

The firm shall provide a description for public participation in the final design process. It is important to the Authority that the existing business community and residents in the general project area are informed about the proposed development and are part of the design process. The firm should provide a general description of how it intends to incorporate public participation in the proposed development.

G. FINANCIAL CAPABILITY

Respondents must demonstrate the financial capability to plan, implement, and successfully complete the project, given that the property is under public ownership. Respondents must provide the following:

1. The capability to secure capital for this project through internal capitalization and/or external financing
2. The project team's experience in securing private equity and/or debt for public/private ventures of this scale and if applicable, their ability to maximize the use of internal capital over debt financing
3. Description of financial resources immediately available for negotiation of development agreements, entitlements, and other approvals and predevelopment activities

If short-listed, respondents will be required to provide the following:

4. *References and contact information from at least two commercial lenders, two financial partners, and two major commercial tenants*
5. *Separately and marked confidential, current audited financial statements of the respondent and principal participants in any business entity formed specifically for this project*
6. *A demonstration of the ability to provide assurance for project completion, e.g., surety bond, letter of credit*
7. *Identification and quantification of financial support required from the Authority, if any*

H. TIMELINE AND SCHEDULE OF COMPLETION

A detailed timeline and schedule of completion, including any necessary studies, permits, design, and construction phases, must be included in the submission.

I. STATUS REPORTS TO THE AUTHORITY

Respondents must include a description of how they will provide status reports and updates to the Authority during the design and construction processes.

J. DEFINITION OF THE PROPOSED OWNERSHIP STRUCTURE

Respondents shall provide a description of the proposed ownership structure for the resultant development. This should include a description of the principal participants in the ownership entities created for this project.

Exhibit A **DEVELOPER RESPONSIBILITIES**

The following responsibilities shall be incorporated in the Authority's development agreement with the selected developer. These responsibilities include, but are not limited to, the following:

A. MASTER PLAN

The selected developer will be required to develop and implement a Master Plan that incorporates the Authority's visions for the Madison Parking Lot site, with demonstrable market research to support the viability of the proposed development.

B. SAFETY AND ACCESS

The selected developer must maintain consideration for the various modes of transit and transportation utilized by residents and visitors. Safety and ease of access for those walking, biking, or driving, and bus or rail passengers, shall be a priority throughout the planning and implementation of the proposed development.

C. APPROVALS AND PERMITTING

The selected developer will be required to secure all necessary regulatory approvals and permits as needed to plan and implement the proposed development.

D. FINANCING

The selected developer will be responsible for securing all of the necessary capital to finance the project. This may include private funds, public funds, or any combination thereof. The entire cost of implementing the proposed development, including design, engineering, entitlements, and development costs, shall be the responsibility of the selected developer.

E. CONSTRUCTION

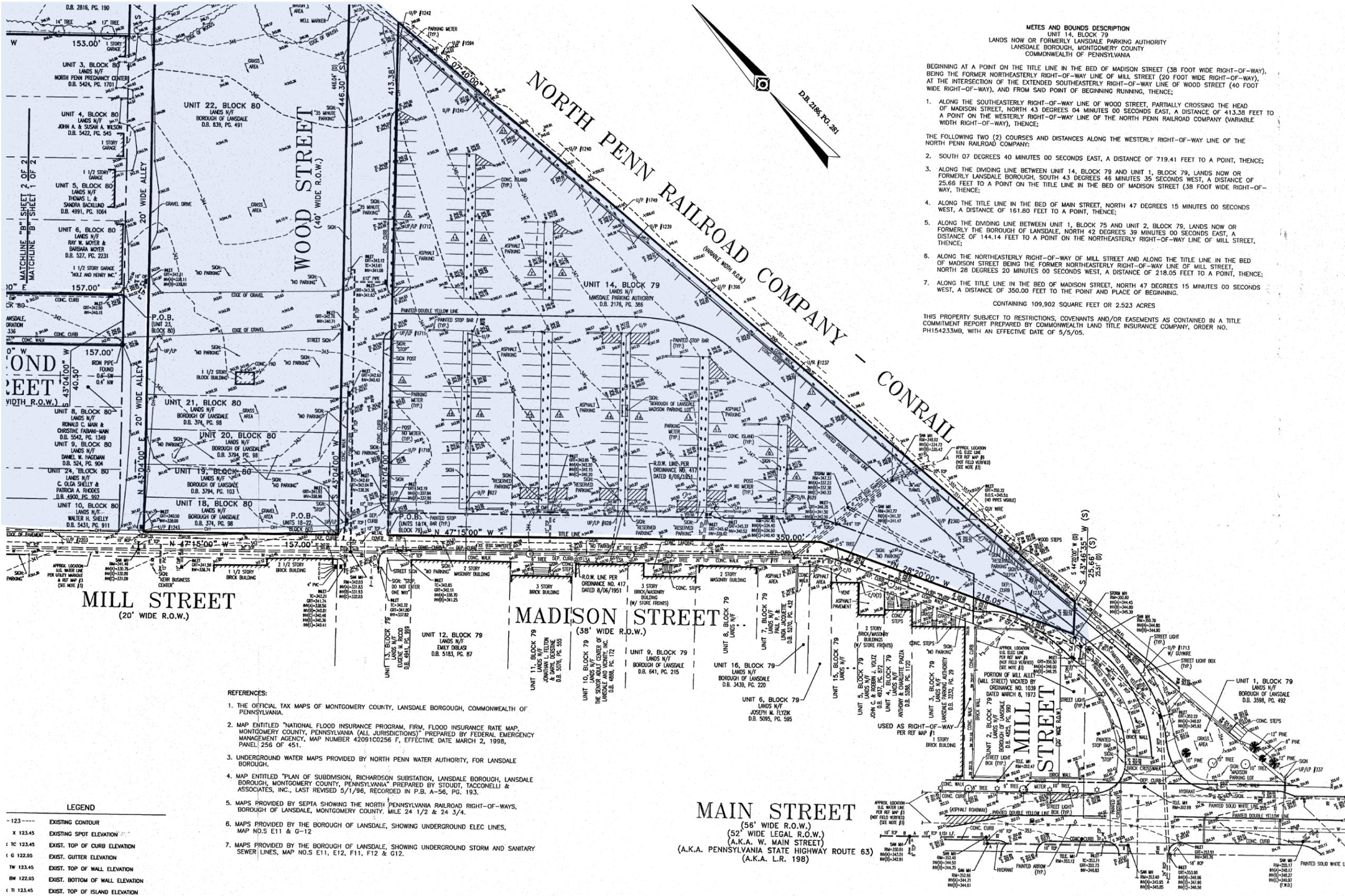
The selected developer will be responsible for the construction of all necessary on- and off-site infrastructure improvements, while maintaining compliance with all state and federal regulatory laws concerning labor-related issues such as prevailing wages. The cost of all infrastructure improvements, including but not limited to utilities expansion, road and building improvements, on-site landscaping, and fixture and equipment installation, will be incurred by the selected developer. In addition, the selected developer will be responsible for securing bonds for site improvements such as infrastructure, sidewalks, and landscaping, as well as bonds for the maintenance of these improvements for a period of no less than two years.

F. DEVELOPMENT SCHEDULE

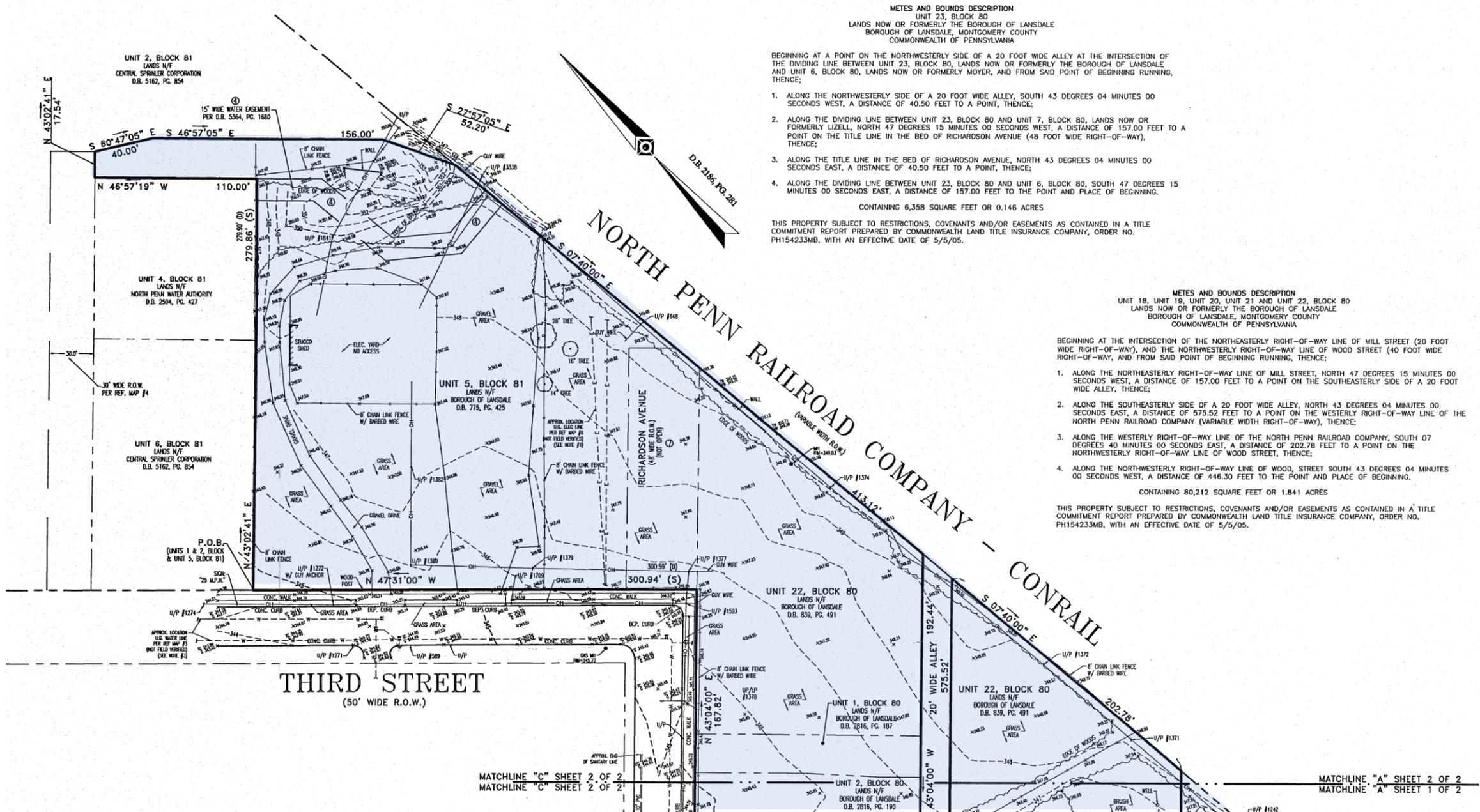
The selected developer shall develop detailed schedules for all phases of the proposed development including but not limited to planning, design, financing, and construction. The developer shall coordinate with all agencies, consultants, architects, engineers, and contractors when developing these schedules.

G. COMMUNITY OUTREACH

The selected developer will be required to proactively collaborate and cooperate with neighboring property owners, business owners, and elected officials. The selected developer shall devise a strategic outreach plan for obtaining community input and opening and maintaining lines of communication with the community for dispensing and receiving information. All media matters shall be directed to the designated Authority official.



LANSDALE PARKING AUTHORITY
Request for Qualified Submissions | Madison Parking Lot Redevelopment Project



METES AND BOUNDS DESCRIPTION
UNIT 23, BLOCK 80
LANDS NOW OR FORMERLY THE BOROUGH OF LANSDALE
BOROUGH OF LANSDALE, MONTGOMERY COUNTY
COMMONWEALTH OF PENNSYLVANIA

BEGINNING AT A POINT ON THE NORTHWESTERLY SIDE OF A 20 FOOT WIDE ALLEY AT THE INTERSECTION OF THE DIVIDING LINE BETWEEN UNIT 23, BLOCK 80, LANDS NOW OR FORMERLY THE BOROUGH OF LANSDALE AND UNIT 6, BLOCK 80, LANDS NOW OR FORMERLY MOYER, AND FROM SAID POINT OF BEGINNING RUNNING, THENCE;

1. ALONG THE NORTHWESTERLY SIDE OF A 20 FOOT WIDE ALLEY, SOUTH 43 DEGREES 04 MINUTES 00 SECONDS WEST, A DISTANCE OF 40.50 FEET TO A POINT, THENCE;
2. ALONG THE DIVIDING LINE BETWEEN UNIT 23, BLOCK 80 AND UNIT 7, BLOCK 80, LANDS NOW OR FORMERLY LUZZELL, NORTH 47 DEGREES 15 MINUTES 00 SECONDS WEST, A DISTANCE OF 157.00 FEET TO A POINT ON THE TITLE LINE IN THE BED OF RICHARDSON AVENUE (48 FOOT WIDE RIGHT-OF-WAY), THENCE;
3. ALONG THE TITLE LINE IN THE BED OF RICHARDSON AVENUE, NORTH 43 DEGREES 04 MINUTES 00 SECONDS EAST, A DISTANCE OF 40.50 FEET TO A POINT, THENCE;
4. ALONG THE DIVIDING LINE BETWEEN UNIT 23, BLOCK 80 AND UNIT 6, BLOCK 80, SOUTH 47 DEGREES 15 MINUTES 00 SECONDS EAST, A DISTANCE OF 157.00 FEET TO THE POINT AND PLACE OF BEGINNING.

CONTAINING 6,358 SQUARE FEET OR 0.146 ACRES

THIS PROPERTY SUBJECT TO RESTRICTIONS, COVENANTS AND/OR EASEMENTS AS CONTAINED IN A TITLE COMMITMENT REPORT PREPARED BY COMMONWEALTH LAND TITLE INSURANCE COMPANY, ORDER NO. PH154233MB, WITH AN EFFECTIVE DATE OF 5/5/05.

METES AND BOUNDS DESCRIPTION
UNIT 18, UNIT 19, UNIT 20, UNIT 21 AND UNIT 22, BLOCK 80
LANDS NOW OR FORMERLY THE BOROUGH OF LANSDALE
BOROUGH OF LANSDALE, MONTGOMERY COUNTY
COMMONWEALTH OF PENNSYLVANIA

BEGINNING AT THE INTERSECTION OF THE NORTHEASTERLY RIGHT-OF-WAY LINE OF MILL STREET (20 FOOT WIDE RIGHT-OF-WAY), AND THE NORTHWESTERLY RIGHT-OF-WAY LINE OF WOOD STREET (40 FOOT WIDE RIGHT-OF-WAY), AND FROM SAID POINT OF BEGINNING RUNNING, THENCE;

1. ALONG THE NORTHEASTERLY RIGHT-OF-WAY LINE OF MILL STREET, NORTH 47 DEGREES 15 MINUTES 00 SECONDS WEST, A DISTANCE OF 157.00 FEET TO A POINT ON THE SOUTHEASTERLY SIDE OF A 20 FOOT WIDE ALLEY, THENCE;
2. ALONG THE SOUTHEASTERLY SIDE OF A 20 FOOT WIDE ALLEY, NORTH 43 DEGREES 04 MINUTES 00 SECONDS EAST, A DISTANCE OF 575.52 FEET TO A POINT ON THE WESTERLY RIGHT-OF-WAY LINE OF THE NORTH PENN RAILROAD COMPANY (VARIABLE WIDTH RIGHT-OF-WAY), THENCE;
3. ALONG THE WESTERLY RIGHT-OF-WAY LINE OF THE NORTH PENN RAILROAD COMPANY, SOUTH 07 DEGREES 40 MINUTES 00 SECONDS EAST, A DISTANCE OF 202.78 FEET TO A POINT ON THE NORTHWESTERLY RIGHT-OF-WAY LINE OF WOOD STREET, THENCE;
4. ALONG THE NORTHWESTERLY RIGHT-OF-WAY LINE OF WOOD STREET SOUTH 43 DEGREES 04 MINUTES 00 SECONDS WEST, A DISTANCE OF 446.30 FEET TO THE POINT AND PLACE OF BEGINNING.

CONTAINING 80,212 SQUARE FEET OR 1.841 ACRES

THIS PROPERTY SUBJECT TO RESTRICTIONS, COVENANTS AND/OR EASEMENTS AS CONTAINED IN A TITLE COMMITMENT REPORT PREPARED BY COMMONWEALTH LAND TITLE INSURANCE COMPANY, ORDER NO. PH154233MB, WITH AN EFFECTIVE DATE OF 5/5/05.

