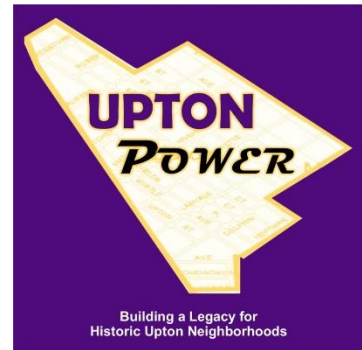


# Request for Qualifications: Solicitation for Development Partner(s)

February, 2020

*The Upton Planning Committee Inc. is extending an invitation to developer partners to submit their qualifications to enter into a partnership to rehabilitate up to twenty-five (25) vacant city owned buildings for homeownership in the Upton Community.*



## I. INTRODUCTION

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The Upton Planning Committee (UPC) is a recognized neighborhood association comprised of six communities; (Etting Street Improvement Association, Historic Marble Hill, McCulloh Homes, Northwest United Protective Association, Provident Neighborhood Association and Upton West). The mission of the Upton Planning Committee is to inspire homeownership and encourage pride in the community by improving the housing stock and effecting positive change in the human condition. **In furtherance of this mission UPC formed the UPC Westside CDC, Inc., a Community Housing Development Organization (CHDO) created** to provide comprehensive community revitalization and development in the historic Upton neighborhoods and Westside communities.

As part of this mission, UPC and UPC Westside CDC hereby seek qualifications from experienced housing developer partners to assist in the construction and/or renovation of housing in the Historic Upton Neighborhoods. UPC has been awarded CORE funds from the State of Maryland which will be used as a subsidy to assist with these renovations. With this RFQ, UPC is seeking to approve one or more proposals from developers for the rehabilitation of up to 25 vacant city owned houses for market-rate and/or affordable homes. UPC has entered into an Exclusive Negotiating Privilege with the City of Baltimore for the houses that are included in this RFQ.

Selected developer partners will be required to enter a Memorandum of Understanding with UPC and UPC Westside CDC upon acceptance of the award. Then the developer partner(s) and UPC will negotiate and enter into a Development Agreement. The Development Agreement will cover all aspects of the development of the project.

## II. BACKGROUND & NEIGHBORHOOD DESCRIPTION

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The Historic Upton Neighborhoods (HUN) have all the ingredients to be thriving, successful neighborhoods. Great housing stock, livable streets, proximity to employment, cultural centers, and quick access to five train stations within a short walk or drive. HUN has a commercial district and an extraordinary story to tell about its past. Most of all, HUN has a dedicated core of residents, many of whom have lived in the neighborhood for more than 30 years!

Adjacent to Reservoir Hill, Bolton Hill and Madison Park, HUN is located directly northwest of downtown Baltimore and adjacent to some of the City's most desirable neighborhoods. The neighborhood is conveniently situated within close proximity to major job centers, cultural institutions, parks and recreational amenities, retail, public transportation, and a wide-range of other community services. Recent rehabbed home sales within the past 18 months have an average appraised value of \$250,000! In addition, Baltimore City's opportunity zone covers portions of Upton. This program provides temporary deferral of taxes on previously earned capital gains as one of its benefits.

For the better part of the 20th century, HUN was known throughout the City, and indeed the nation, as a wellspring of African-American culture, achievement, and activism. African-American doctors, lawyers, and teachers were prevalent in HUN, and Pennsylvania Avenue was the premier shopping strip district for Baltimoreans of color, evoking comparisons to Lenox Avenue in Harlem during the Harlem Renaissance.

HUN is also a notable launching pad for both local and national civil rights movements; Booker T Washington, W. E. B. Du Bois, and Marcus Garvey were among those who frequented area churches and gatherings. Supreme Court Justice Thurgood Marshall was raised in HUN, the Mitchell Family lived in the community for decades and Congressman Elijah Cummings was a resident in the community for decades. With a rich African American history, HUN is a focus of urban revitalization.

HUN is predominantly residential with a commercial corridor (Pennsylvania Avenue) that is a registered Main Street. Pennsylvania Avenue is also the only Black Arts and Entertainment District in the State of Maryland. This exclusive designation may provide a developer with dedicated state tax credits and other incentives encouraging economic development centered around the Arts.

In addition, the State will offer income tax incentives for artists to live and work in areas and incentives to building owners who renovate their spaces for use by artists. The subject properties are located throughout the Upton community and will help facilitate the master plan goal of increasing homeownership in the community.

### III. DEVELOPMENT OPPORTUNITY

#### A. Development Opportunity

UPC is seeking developers to rehabilitate houses in the Upton community for homeownership. This development will be a partnership between the developer and the UPC Westside CDC. UPC will provide subsidy to assist in acquisition and stabilization to support the rehabilitation process. Developers will be expected to provide project construction management and resources to facilitate buildout costs. This partnership will provide equity ownership to UPC Westside CDC and the selected developer(s). Applicants are requested to include partnership agreement considerations within their proposals.

#### B. Homeownership Clusters

Upton has prioritized homeownership development throughout the community. UPC has received significant funding from the State of Maryland to support homeownership in the Upton community. The UPC Westside CDC has prioritized scattered site development throughout the Upton Community to achieve whole block outcomes and foster affordable homeownership options throughout the community. UPC will use the state funds to support the rehabilitation of 25 homes in the Upton community for homeownership. These 25 homes are described below as clusters, UPC welcomes proposals for entire clusters or portions of clusters, each proposal must specify the cluster of interest and the number of properties the applicant would be able to complete within the selected cluster.

##### Cluster 1: 1300 Block of Division Street

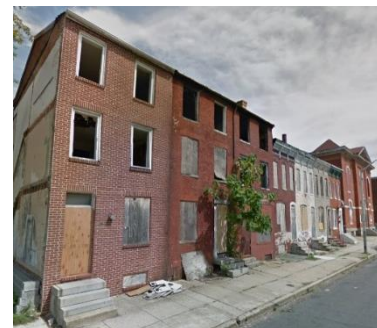
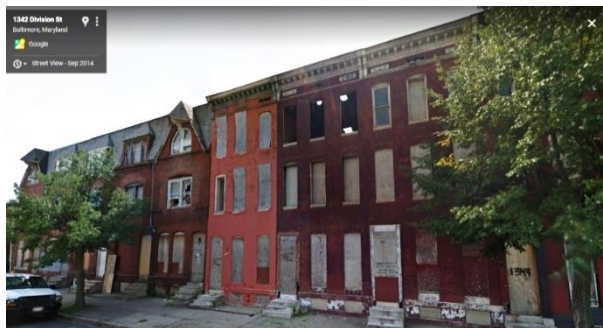
This cluster includes nine houses on the 1300 Block of Division Street. These houses will provide stability for the expected renovation of PS 103 at 1315 Division Street.

The small two-story and three-story houses on the odd side of the block will provide affordable housing options in the community alongside the beautiful three-story unique architectural homes on the even side of the block.

While there are more than nine homes vacant in this block, we have prioritized the homes that we can get immediate site control. The goal is to revitalize the whole block in time.

<b>Cluster 1: 1300 Division Street</b>	
1.	1342 Division Street
2.	1340 Division Street
3.	1336 Division Street
4.	1330 Division Street
5.	1328 Division Street
6.	1339 Division Street
7.	1335 Division Street
8.	1333 Division Street
9.	1311 Division Street

##### 1300 Block of Division



**Cluster 2: McMechen & Pitcher Street**

This cluster includes six houses. Four houses are on the 500 Block of McMechan Street. These two-story houses will provide affordable housing options in the community. While there are more than four homes vacant in this block, we have prioritized the homes that we can get immediate site control. The goal is to revitalize the whole block in time.

This cluster also includes two beautiful three-story houses on the 600 Block of Pitcher Street. Rehabilitation of these two homes will provide a whole block outcome where all three houses on the block will be occupied.

<b>Cluster 2:</b>	
<b>500 McMechan Street</b>	
1.	558 McMechen Street
2.	554 McMechen Street
3.	548 McMechen Street
4.	534 McMechen Street
<b>600 Pitcher Street</b>	
5.	601 Pitcher Street
6.	603 Pitcher Street

**500 Block of McMechan**



**600 Block of Pitcher**



**Cluster 3: 800 W. Lanvale Street & Argyle Avenue**

This cluster includes five houses. Three houses are across the street from the Upton Mansion located at 811 W. Lanvale Street. Two are set back with beautiful front porches (804 & 806) and one (810) is a large three-story home. Rehabilitating these three homes will help stabilize a block where investment is expected in the near future.

The other two houses will support infill rehabilitation and include 1116 Argyle Avenue and 1213 Argyle Avenue. These smaller three-story houses will provide affordable housing options in the community, while providing whole block ownership outcomes.

<b>Cluster 3:</b>	
<b>800 W. Lanvale</b>	
1.	804 W Lanvale Street
2.	806 W Lanvale Street
3.	810 W Lanvale Street
<b>Argyle Street</b>	
4.	1116 Argyle Avenue
5.	1213 Argyle Avenue

**810/806/804 W. Lanvale**



**1116 Argyle Avenue**



**1213 Argyle Avenue**



#### **IV. DEVELOPMENT PARTNER QUALIFICATIONS**

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The Upton community is seeking partners that bring creativity, expertise, resources, and respect for the vision and history of the community and project goal. UPC seeks to partner with developers highly experienced in construction and homeownership development in an urban setting. Additionally, developers who are well versed in State economic development resources are preferred. Demonstrated financial capacity and viability, success working in the State of Maryland and/or Baltimore City/County and experience working with not-for-profit and/or mission-oriented organizations is preferred.

Responsibilities of the developer may include but are not limited to:

- Preparation of site and building designs for permits;
- Completion of working drawings and building permit approvals;
- Coordination of all stabilization/construction activities.
- Twelve-month completion of development plan.

#### **V. SUBMISSION REQUIREMENTS**

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Respondents shall submit the Statements of Qualifications below in the order listed.

- a. **Cover Letter**
  - This section should include a summary of qualifications most relevant to working with community partners.
- b. **Relevant Qualifications:** A description of the scope and nature of required development experience.
  - This section must document an acceptable experience and success rate with regard to housing development in Baltimore City.
- c. **Cost and Quality Control:** A description of respondent's knowledge of real estate financing methods.
  - Experience and success working in a public/private partnership to develop housing.
- d. **Project Team Summary:** Names and roles and resumes of key personnel who will constitute the development team.
  - The respondent should include the proposed architect, engineer, master contractor and construction manager.
- e. **Financial Capacity:** A concise description of the organizations financial capacity to deliver the prospective stabilization/construction project
- f. **References:** Three (3) corporate and/or community references
  - These references shall include at least one banking reference, and two current or recent client references for development projects.

Please submit the response in Word and PDF files electronically to [upcwestsidecdc@gmail.com](mailto:upcwestsidecdc@gmail.com) no later than **5:00 PM on June 4, 2020.**

## **VI. SELECTION PROCESS**

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UPC Westside CDC in partnership with Baltimore City DHCD and State of Maryland DHCD intends to select experienced development partner(s) with a strong focus on the success of the projects. It is the intent of review team to determine a minimum of two qualified development partners for each cluster based upon the received qualifications, and from that short list, to conduct interviews to be scheduled one to two weeks after receiving the responses. The selection of development partner(s) with which to negotiate a partnership contract will be made after the interview process.

Please direct all questions and inquiries during all stages of the submission and selection process to Jules Dunham Howie whose contact information is below.

## **VII. EVALUATION CRITERIA**

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The RFQ's will be evaluated through consideration of several factors. The Evaluation panel will review all documents in the submissions and award points in accordance with the following criteria:

a. TECHNICAL COMPETENCE and APPROACH	25 Points
b. FINANCIAL CAPACITY and ACCESS TO FUNDING	25 Points
c. EXPERIENCE AND CAPACITY	25 Points
d. OPPORUNITY FOR MBE/WBE	15 Points
e. BENEFITS TO THE COMMUNITY	<u>10 Points</u>
<b>Total:</b>	100 Points Maximum

## **VIII. TIMELINE**

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- **Release Date:** **March 6, 2020**
- **Pre-Submittal Meeting:** **May 14, 2020 at 10am**

Join from your computer, tablet or smartphone.

**<https://global.gotomeeting.com/join/420300645>**

You can also dial in using your phone.

**United States:** +1 (571) 317-3122 **Access Code:** 420-300-645

- **Site Inspection:** **May 19, 2020**  
Cluster Sites Open 10:00 – 12:00

- **Final Date for Question Submission:** **May 22, 2020**
- **Deadline for Submissions:** **June 4, 2020**
- **Community Presentations:** **June 18, 2020**  
Web Meeting Information to be provided.

## **IX. COMMUNITY PRESENTATION**

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Selected developers will be invited to share their capability and interest with the Upton community prior to the final awards being announced. Developer presentations are tentatively scheduled for June 18, 2020.

### **RFQ Contact Person:**

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**Jules Dunham Howie**  
Director  
UPC Westside CDC  
[upcwestsidecdc@gmail.com](mailto:upcwestsidecdc@gmail.com)