

**INVITATION FOR PROPOSALS
LEASE OF COMMERCIAL SPACE
215 and 239 CROWN STREET / 223 COLLEGE STREET
CROWN STREET PARKING GARAGE
NEW HAVEN, CONNECTICUT**

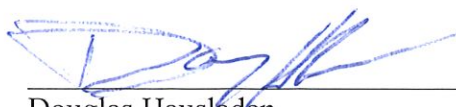
The New Haven Parking Authority (NHPA), a.k.a. Park New Haven, is requesting proposals for the leasing of the Commercial Space located on the street level of the Crown Street Parking Garage, 215 and 239 Crown Street and 223 College Street, New Haven, Connecticut 05610 for downtown related uses. The New Haven Parking Authority will receive sealed proposals until 3:00 p.m. local time, on June 7, 2018, at the Main Office of the New Haven Parking Authority, 232 George Street, New Haven, Connecticut 06510, at which time all proposals will be publicly opened and the name of the proposer read aloud. Proposals received after the time set for the opening will not be considered.

Proposal Documents, including the Request for Proposals and the non-collusion affidavit, are on file at the Main Office of the New Haven Parking Authority. The Proposal Documents may be obtained by emailing a request to the Executive Secretary at fhoude@nhparking.com.

The New Haven Parking Authority reserves the right to reject any or all proposals, to waive any informalities in the proposals and to further negotiate with proposers.

The New Haven Parking Authority is an Equal Opportunity/Affirmative Action Employer.

NEW HAVEN PARKING AUTHORITY



Douglas Hausladen
Acting Executive Director

REQUEST FOR PROPOSALS

City of New Haven

**Mayor Toni N. Harp
Economic Development Administrator
Matthew Nemerson**

New Haven Parking Authority

**Norman Forrester, Chairman
Douglas Hausladen, Acting Executive Director**



**215 and 239 Crown Street/223 College Street
New Haven, CT**

Summary

By this Request for Proposals (this “RFP”), the New Haven Parking Authority (NHPA), with support from the City of New Haven (the “City”) through its Economic Development Administrator (“EDA”), will accept proposals from interested parties for the long-term lease and adaptive reuse of the building located at 215 and 239 Crown Street/223 College Street (the “Property”). This 9,509-square-foot building, constructed in 1974, is situated alongside and underneath a City-owned parking structure at the corner of Crown Street and College Street in downtown New Haven. It is approximately one block from the New Haven Green, two blocks from Yale University, four blocks from Yale-New Haven Hospital, and five blocks from the State Street commuter rail station.

The building is part of the Downtown commercial district, which offers visitors convenient access to Interstates 91 and 95, the greater New Haven region, and beyond. Ample public and private parking are available, both on- and off-street (in the City-owned parking garage above and behind the building, on the street, and in other private and public parking lots and garages in the immediate vicinity).

Specifically, the NHPA and the City are seeking a redeveloper who will propose to adapt and renovate the Property (the “Project”) for a use that complements nearby retail, restaurant, residential, entertainment/recreational, and other uses in the surrounding Downtown commercial district. The selected redeveloper must be qualified to execute the Project in its entirety, and should be prepared to illustrate its extensive experience rendering design elements, arranging for sufficient financing, engaging community stakeholders, securing necessary public approvals, performing any necessary environmental remediation or hazardous building material abatement, executing interior and exterior construction in a timely manner, and conducting efficient and responsive management operations on an ongoing basis.

The following information is provided to inform any proposals:

- A. The New Haven Marketplace**
- B. Overview of 215 and 229 Crown Street/223 College Street**
- C. Development Goals**
- D. Submission Requirements**
- E. Selection Process and Timeline**

A. THE NEW HAVEN MARKETPLACE

New Haven is Connecticut's economic and cultural center. It features a diverse economic base of expanding higher education, healthcare, bioscience, information technology, and advanced manufacturing sectors. Today the city boasts roughly 80,000 jobs, and its job growth, at more than 6% over the past 10 years, has consistently led the state of Connecticut.



Culture and Nightlife

New Haven is home to one of the best theatre and food scenes in the northeast: *Brooklyn Magazine*, for instance, has called its music offerings the best outside of Brooklyn. Besides the famous Shubert Theatre, where many iconic Broadway shows opened, Long Wharf Theatre and the Yale Repertory Theatre both attract national notice. For evening fun, the College Street Music Hall, Café 9, Firehouse 12, Lyman Hall at Southern Connecticut State University, and Toad's Place all bring trendy music acts to the city. Often called one of America's "foodie" capitals, New Haven also has more than 180 restaurants, including the world famous pre-eminent pizza triumvirate of Pepe's, Sally's, and Modern Apizza. Other restaurants, such as Union League Café, Shell & Bones, Olea, and Claire's Corner Copia, also receive consistent citation as the best in the state in their respective categories.

The City anticipates that, through this RFP, the Project will add to the energy and success that our current attractions provide New Haven.

Higher Education

Yale University, Southern Connecticut State University, Albertus Magnus College, and Gateway Community College, along with the University of New Haven in neighboring West Haven, all call New Haven home, and are major local and regional economic drivers that combined add more than 30,000 students and 15,000 employees to the city. Yale University completed its new \$250 million School of Management classroom facility, which accommodates 200 additional graduate students, in 2014, and Yale's construction of two new residential colleges, at a cost of more than \$400 million, has brought 800 new undergraduates to the Yale community. Yale currently is building a new graduate dormitory and large retail center on Broadway, the city's college retail center, as well as a new \$200 million bio-engineering facility in the midst of its large "Science Hill" graduate science campus.

Gateway Community College opened its new Downtown campus, which added more than 11,000 students and faculty to Downtown, in 2013.

Health Services

New Haven is home to Yale-New Haven Hospital, a 1,541-bed teaching hospital affiliated with the Yale School of Medicine and Yale School of Nursing. It includes Yale-New Haven Children's Hospital, Yale-New Haven Psychiatric Hospital, and the new Smilow Cancer Hospital. The hospital employs 12,600 people and is consistently recognized by U.S. News & World Report as one of "America's Best Hospitals."

The Yale School of Medicine is a world-renowned center for biomedical research, education, and advanced health care, with 4,500 faculty members and 1,200 students.

Bioscience Research

New Haven is positioned at the center of a large statewide bioscience cluster: of the 52 biotech firms in Connecticut, 39 are located in greater New Haven. These companies are particularly attracted to New Haven because of their desire for immediate proximity to Yale-New Haven Hospital, as well as the Yale School of Medicine, which ranks fifth among medical schools receiving funds from the National Institutes of Health (NIH) and third in NIH dollars per faculty member.

Alexion Pharmaceuticals, a Boston-based, \$30 billion New Haven-founded leading pharmaceutical company, uses more than half of a new 475,000-square-foot facility at 100 College Street in Downtown for almost 500 of its research employees.

Real Estate Market

Residential

New Haven has seen significant residential development over the last decade, particularly in Downtown, which now has more than 5,000 market-rate housing units. The most recent notable residential developments have been CenterPlace at 200 College Street, The Novella at 1245 Chapel Street, The Corsair at 1050 State Street, The Winchester Lofts in the Science Park complex off Winchester Avenue near Yale's Science Hill, the four MetroStar buildings between Crown and George Streets, the recently renovated Co-op apartments at 100 York Street, the iconic Modernist Madison Towers, 360 State Street, and 38 Crown Street, an 80-unit loft-style historic rehabilitation project.

All of this development contributes to New Haven's regional market having one of the lowest vacancy rates in the country.

Commercial

New Haven has seen significant medical, office, and research space development in response to increasing demand for proximity to the Yale School of Medicine and Yale-New Haven Hospital, including a 150,000-square-foot, \$80 million medical lab/office building opened in 2010 to complement the Smilow Cancer Hospital at Yale-New Haven, and 2 Howe Street, a 390,000-square-foot mixed-use complex that opened in 2009.

Financial services also have expanded in New Haven, with Blackboard, formerly HigherOne, operating out of a \$40 million, 150,000-square-foot headquarters at the renovated former Winchester Rifle factory. Key Bank has taken over First Niagara Bank, and Bank of America, Wells Fargo, Webster, Start Bank, TD Bank, and others have major branches. Citywide commercial office vacancy was at 19.0% in December 2017.

Several new hotels are opening over the next few years such as the Duncan, part of a national boutique chain of high end hotels geared to university alumni travel. Long-term stay hotels are opening to support business and medical-related stays and four other boutique or business products are being proposed.

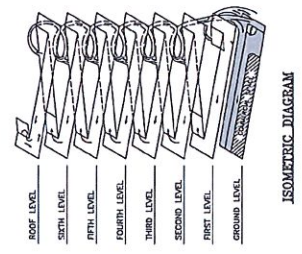
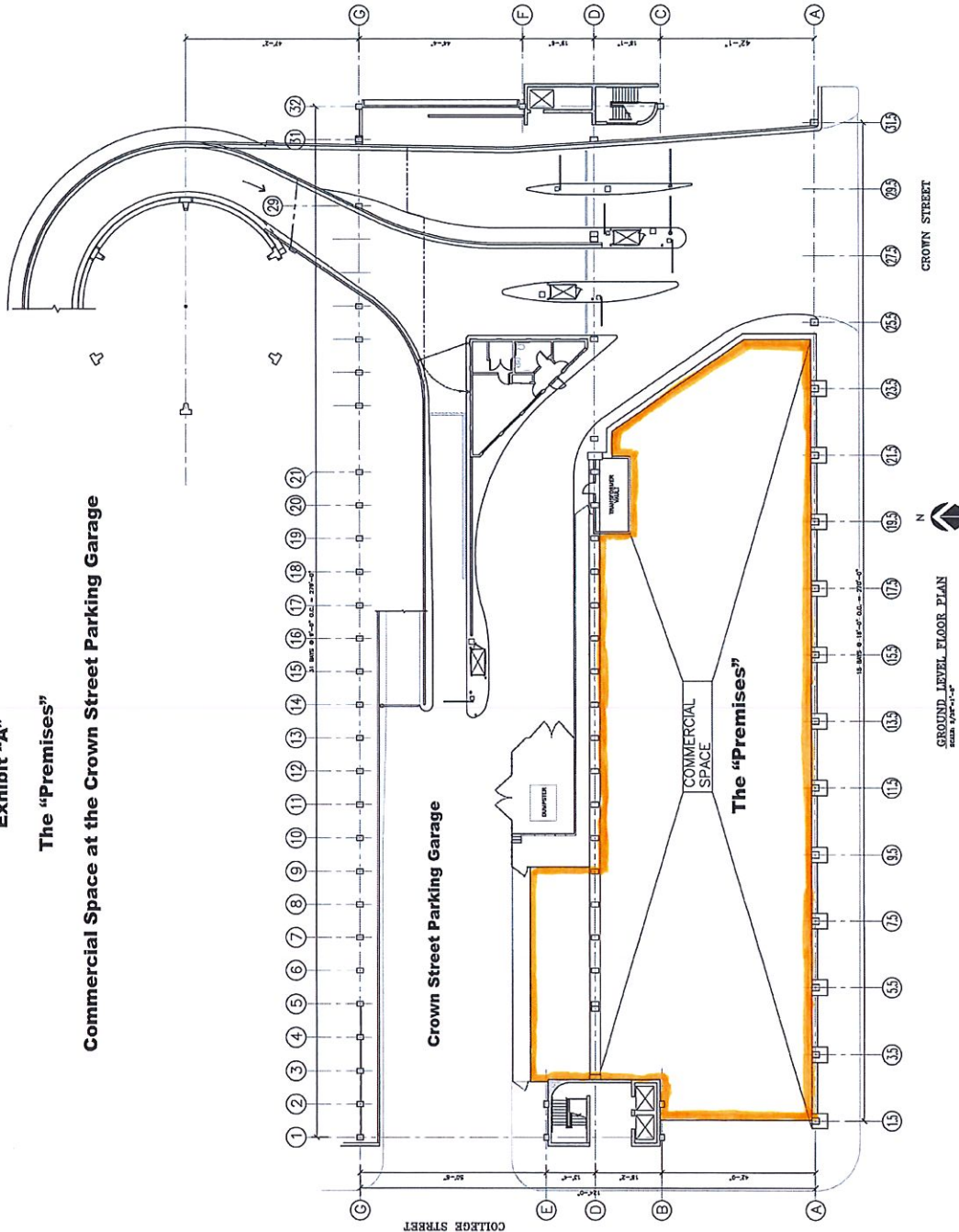
Retail

New Haven's retail market has been changing dramatically over the past ten years. In 2004, IKEA opened on Sargent Drive and paved the way for major international brands in the City such as Jordan's Furniture, which opened its 200,000-square-foot store and entertainment center further down Sargent Drive from IKEA in 2016.

New Haven also is home to one of only three Apple stores in the state, as well as major retailers and restaurants such as J. Crew, Patagonia, Ann Taylor, Urban Outfitters, Shake Shack, Panera, and Chipotle. These chain franchises, while notable, only make up 18% of New Haven's Downtown retail; the remaining 82% are independent, local, or regional retailers and restaurants, such as Atticus Café, Arethusa Dairy, Elm City Market, Cask Republic, and Claire's Corner Copia, that provide Downtown with its unique character and amenities. Downtown retail occupancy was at 89.8% in late 2017.

Exhibit "A"
The "Premises"

Commercial Space at the Crown Street Parking Garage





B. OVERVIEW OF 215 AND 239 CROWN STREET/223 COLLEGE STREET

The NHPA and the City seek the long-term lease and adaptive reuse of the Property. Constructed in 1974, the Property is situated alongside and underneath a City-owned parking structure at the corner of Crown and College Streets in downtown New Haven. It is approximately one block from the New Haven Green, two blocks from Yale University, four blocks from Yale-New Haven Hospital, and five blocks from the State Street commuter rail station.

As part of the Downtown district, the Property offers convenient access for visitors and patrons to Interstates 91 and 95, the greater New Haven region, and beyond. Ample public and private parking are available both on- and off-street (in the City-owned parking garage above and behind the building, on the street, and in other private and public parking lots and garages in the immediate vicinity).

Property Description

The Property is located alongside and underneath the City's Crown Street Garage at the corner of Crown and College Streets in downtown New Haven, and is bounded by Crown Street to the south and College Street to the west.

- Address: 215 and 239 Crown Street/223 College Street
- Map/Block/Parcel: 241/0233/00100
- Census Tract: 1401
- Zoning: BD
- Building Size: 9,509 square feet
- Coastal Zone: Not located within the City's Coastal Area Management Zone
- Flood Maps: Classified as Zone C, considered an area of minimal flooding
- Age: The building was constructed in 1974
- Historic District: Located within the Chapel Street Historic District

Zone Description. BD: Business D District—Central Business. This district comprises the main downtown section of the city, known in planning terms as the Central Business District (CBD). Here are concentrated activities that have primarily a citywide and regional function: large stores offering comparison shopper's goods, specialty stores, business services, banks, offices, theaters, hotels and government buildings. Land use is intensive and this intensity of uses is one of the main determinants of the vitality of the Central Business District. It is the purpose of these regulations to encourage such intensity of use and to exclude activities which have a negative effect upon the proper functioning of the downtown area.

C. DEVELOPMENT GOALS

NHPA and the City seek a redeveloper who will propose a Project that will complement nearby retail, restaurant, residential, and entertainment uses in the surrounding Downtown commercial district. The selected redeveloper must be qualified to execute the Project in its entirety, and should be prepared to demonstrate extensive experience rendering design elements, arranging for sufficient financing, engaging community and stakeholder involvement, securing all necessary public approvals, performing any necessary environmental remediation or hazardous building material abatement, executing interior and exterior construction in a timely manner, and conducting efficient and responsive marketing, management, and operations on an ongoing basis.

The selected redeveloper will have to comply with Chapters 12 ¼ (regarding small and minority business utilization) and 12 ½ (regarding workforce participation) of the City's ordinances, ensure that all work to be performed does not adversely affect the structure, operation and maintenance of the Crown Street Garage, and make Payments in Lieu of Taxes to the City for each portion of the Property in the possession of the redeveloper. Such payments shall be based upon the Property's assessed valuation as of June 1 of each year, and shall be at the rate of the tax rate set by the Board of Alders for that year.

NHPA and the City seek a Project that, through the creation of a retail, restaurant, entertainment/recreational, or other attraction, addresses as many of the following goals as fully as possible:

- Adds to the City's "brand" as a fun, exciting and unique urban eco-system
- Synergistically complements existing Downtown amenities
- Provides additional patrons for Downtown restaurants
- Provides additional customers to Downtown retail establishments
- Expands New Haven's tax base, or strengthens its existing base, by making current leisure-oriented businesses stronger tenants in their current quarters
- Promotes job creation
- Fosters increased pedestrian activity and recreational, restaurant, or retail activity
- Increases the use of the Downtown municipal parking facilities, especially the Crown Street Garage under which the Property is located
- Initial lease terms should begin at \$6.00 per square foot triple net for all space, and include an additional one-time payment of not less than \$60,000 at the time of signing a lease with NHPA
- Initial lease terms will not be longer than ten (10) years, with options subject to the following:
 - For years after 10 and up to 15, NHPA and the City jointly shall have the right to end lease with one (1) year's notice and the payment of a negotiated amount (the basis for which amount a party interested in submitting a proposal (a "Respondent") pursuant to this RFP should include in its proposal (its "Response")
 - For years after 15 and up to 25, NHPA and the City jointly shall have the right to end lease with two (2) years' notice without compensation

D. SUBMISSION REQUIREMENTS

A Respondent shall use the following format for its Response:

1. Cover Letter
2. Technical Proposal
3. Non-Collusion Affidavit

Additional information may be requested in writing delivered to as set forth below. No oral interpretation will be made to any Respondent as to the meaning of the RFP Documents or any part thereof. Every request for such an interpretation must be made in writing to the Chief Financial Officer, New Haven Parking Authority, 232 Temple Street Garage, New Haven, CT 06510 (e-mail bseholm@nhparking.com with a copy to josephlrinilaw@sbcglobal.net). Any inquiry received prior to noon on Tuesday, May 29, 2018, will be given consideration. Every interpretation made to a Respondent will be in the form of an Addendum to the RFP Documents and, when issued, will be on file in the NHPA Main Office at least one (1) day (24 hours) before proposals are opened. In addition, NHPA may, but is not required to, mail or e-mail an Addendum to each person to whom the Request for Proposal Documents have been issued. It shall be the Proposer's responsibility to make inquiry as to, and to obtain, an Addendum issued, if any. Any Addenda shall become part of the RFP Documents and each Respondent shall be bound by such Addenda.

Financial Qualifications

The Respondent shall provide full disclosure information regarding its financial condition. The Respondent shall provide a listing of banks, financial and lending institutions and individuals, with contact name(s) and telephone number(s), who have provided financial products to the Respondent or who have participated financially in any of the Respondent's major projects during the last three years.

Technical Qualifications

Each Respondent shall demonstrate its ability to undertake the Project by providing its technical qualifications in areas such as:

- (a.) Development experience
- (b.) Specific experience in New Haven or the surrounding region
- (c.) Community relations experience
- (d.) Regulatory compliance experience

Development Plan

Each Respondent shall include, in its Response:

- (a.) A development budget, which shall include a detailed breakdown of Project funding sources and uses, which uses shall include a proposed lease term and lease rate (expressed as a cost per square foot per year)
- (b.) A detailed Project schedule, which shall include, but not be limited to, the following milestones:
 - i. Acquisition
 - ii. Neighborhood meetings for Project review
 - iii. Securing financing
 - iv. Construction
 - v. Marketing
- (c.) A statement describing its community involvement, as well as its experience and facility working with diverse neighborhood stakeholder groups
- (d.) Concept plan or rendering and/or drawing of the proposed renovation/proposed improvements

Statement of Proposals

Each Response shall include a Statement of Proposals in the form provided in this RFP upon stationery of the Respondent. The statement shall bear the signature and title of an authorized representative of the Respondent and shall be notarized. All questions must be answered and the data given must be clear and comprehensive. The Respondent may submit any additional information he/she desires.

1. Name of Respondent.
2. Permanent main office address.
3. When organized.
4. Legal form of ownership (if not established in Connecticut, indicate the state in which the entity is established).
5. How many years have you been engaged in services, under your present name? If less than five (5) years, indicate the previous names for the last five (5) years.
6. Work experience similar in scope of services and importance to this RFP solicitation.
7. List not less than three (3) client references for whom services similar to this RFP are currently or previously have been provided, and include for each client:
 - Name of Organization
 - Gross cost of agreement
 - Date services started
 - Services being provided

- Address and telephone number of a responsible official available as a reference.
8. Have you ever failed to complete any work awarded to you? If so, where and why?
 9. Have you ever defaulted on a contract? If so, where and why?
 10. Describe any pending litigation or other factors, which could affect your organization's ability to perform this agreement.
 11. Names, titles, reporting relationships, and background and experience of the principal members of your organization, including the officers. Indicate which individuals are authorized to bind the organization in negotiations with the City.
 12. Name, title, address and telephone number of the individual to whom all inquiries about this Response should be addressed.
 13. The undersigned hereby authorizes and requests any persons, firm or corporation to furnish any information requested by the City in verification of the recitals comprising this Statement of Proposals.
 14. Tax Identification number(s).

Request for Proposals

Each Respondent must submit a completed RFP package, which shall include a completed application form indicating the proposed use, anticipated cost of improvements, sources of financing, timeframe for completion of the Project, and evidence of the Respondent's ability to secure financing, with a cover letter describing the Project for the Selection Committee to consider their Response.

All Respondents must complete all forms in this package and submit them in person to the New Haven Parking Authority, 232 George Street, New Haven, CT 06510. Respondents should seal their RFP responses, clearly mark them "214 and 239 Crown Street/223 College Street RFP", and submit them in person to:

New Haven Parking Authority
232 George Street
Attn.: Brian Seholm, CFO
New Haven, CT 06510

NHPA must receive all RFP Responses at its offices at 232 George Street, New Haven, Connecticut 06510 by 3:00 PM EDT on Thursday, June 7, 2018.

NHPA and the City reserve the right to modify, revoke, cancel, or reject this RFP at any time. NHPA and the City further reserve the right to reject any or all responses, to waive any informalities in the responses received, to accept only those responses deemed by NHPA and the City to be in the best interests of the City, and to further negotiate with Respondents. Any mention in these documents of the term "qualification" refers to the Response; and any mention of the term "provider" refers to the Respondent.

The selected Respondent agrees to make available to NHPA and the City any and all records related to the Project, including but not limited to the developer's financial statements, as requested by NHPA or the City during the lease term.

No Broker or Real Estate Commission will be paid

Approval Process

The NHPA and the City shall review all Responses for completeness, and then forward only complete Responses to a seven (7) member Selection Committee which will include and be chaired by the EDA, who will appoint himself and two (2) more members, Tomas Reyes of the Mayor's Office, and three (3) members appointed by NHPA. The Executive Director of NHPA, as well as one of the City's Deputy Directors of Economic Development selected by the EDA, shall serve as staff to the Selection Committee. The Selection Committee shall act on the affirmative vote of four (4) members. The Selection Committee shall evaluate Responses based on a combination of factors, including:

- the qualifications and track record of the Respondent
- the likelihood that the Project will contribute to the long-term benefit of the community
- the likelihood the Respondent will be able to complete the Project in a timely fashion
- the financial benefit to the City, including but not limited to:
 - leased cost per square foot
 - tax or fee revenues
 - ancillary economic activity
- the Response's ability to address the Development Goals, outlined above

The Selection Committee shall use the following criteria to determine which Response(s) to this RFP that it will recommend to NHPA and the City:

1. The proposed reuse of the Property.
2. The experience and qualifications of the Respondent in developing projects of similar use, scale, and in similar markets, including managing construction, project financing, and marketing.
3. The ability of the Respondent to execute this Project in its entirety – including financing, design, community and stakeholder involvement, public approvals, any environmental remediation, construction, leasing, management, and operations.
4. Projected revenues to the City and NHPA.
5. The Project's alignment with the Development Goals, as expressed in Section C above.
6. Community satisfaction with the Respondent in any previous development projects.
7. Any special considerations or issues that must be resolved in order for the Project to be timely completed and to operate successfully.
8. References.

The Selection Committee shall recommend and forward up to three (3) Responses to the Chairman of NHPA and to the EDA for final selection and negotiation. The Chairman of NHPA and the EDA shall communicate the selected Response to the Board of NHPA. A favorable action of the Board of NHPA will authorize the Chairman of NHPA to execute the documents that lease the Property to the Respondent.

The undersigned also has submitted with the Response a completed Non-Collusion Affidavit Form.

The information in this Request is correct to the best information, knowledge and belief of the undersigned. It is submitted without collusion with any person, individual or corporation.

Respondent's Company Name

Signature

Printed Name of Signature

Title

Address

Telephone Number

E-mail Address

ACKNOWLEDGEMENT

State of _____)

County of _____) ss.:

On this _____ day of _____, 2018 before me, the undersigned officer, personally appeared _____, who acknowledged himself/herself to be the _____ of _____ and that he / she, as such officer, being authorized to do so, executed the foregoing instrument for the purposes therein contained, by signing the name of the entity as such officer.

Notary Public
My Commission Expires:

NON-COLLUSION AFFIDAVIT OF RESPONDENT

LEASE OF COMMERCIAL SPACE AT 215 and 239 CROWN STREET AND 223 COLLEGE STREET
IN THE CROWN STREET PARKING GARAGE

NEW HAVEN PARKING AUTHORITY

State of _____
County of _____ ss.

_____, being first duly sworn, deposes and says that:

1. I am (owner, partner, officer, representative, or agent) of _____, the Respondent that has submitted the attached Request for Proposals;
2. I am fully informed respecting the preparation and contents of the attached Request and of all pertinent circumstances respecting such Request;
3. Such Request is genuine and is not a collusive or sham Request;
4. Neither the said Respondent nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, conspired, connived or agreed, directly or indirectly with any other Respondent, firm or person to submit a collusive or sham Request in connection with the Lease for which the attached Request has been submitted or to refrain from bidding in connection with such Lease, or has in any manner, directly or indirectly. Sought by agreement or collusion or communication or conference with any other Respondent, firm or person to fix the price or prices in the attached Request or of any other Respondent, or to fix any overhead, profit or cost element of the Request prices or the Request price of any other Respondent, or to secure through an collusion, conspiracy, connivance or unlawful agreement any advantage against the New Haven Parking Authority by any person interested in the Request;
5. The price or prices quoted in the attached Request are fair and proper and are not tainted by collusion, conspiracy. Connivance or unlawful agreement on the part of the Respondent or any of its agents, representatives, owners, employees, or parties in interest, including the affiant; and
6. No officer or employee or person whose salary is payable in whole or in part from the New Haven Parking Authority is directly or indirectly interested in this Request, or in the supplies, materials, equipment, work or labor to which it relates, or in any of the profits thereof.

(Signed) _____

Title

Subscribed and sworn before me this _____ day of _____, _____.

Title

My Commission expires _____, _____.