

REQUEST FOR PROPOSALS
COMMERCIAL DEVELOPMENT OF CITY-CONTROLLED PROPERTY
CITY OF ALIQUIPPA – EAST END PROJECT



REQUEST FOR PROPOSALS ISSUED: April 3, 2023
PROPOSALS DUE TO CITY: May 31, 2023
SUBMIT PROPOSALS TO: CITY MANAGER
CITY OF ALIQUIPPA
581 FRANKLIN AVENUE
ALIQUIPPA, PA 15001

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SECTION 1. PROJECT DESCRIPTION

The East End Redevelopment Site (near the intersection of Franklin Avenue and the Route 51 ramps) is a group of assembled parcels that total 4.5 acres owned and controlled by the City of Aliquippa (City) and the Beaver County Redevelopment Authority. Most structures have been demolished and cleared through the use of grant funds. This site is located immediately adjacent to vehicular ramps that provide access and egress to Route 51, a major highway corridor along the Ohio River. The site is also within 200 yards of the Aliquippa Industrial Park containing 22 active warehousing, manufacturing, and wholesale operations.

The City is seeking development proposals (“Proposals”) from qualified firms (“Developers”) for the opportunity to develop the commercial property in the East End of the City which includes the following Parcels:

EAST END PUBLIC CONTROLLED DEVELOPMENT PARCELS

Number Street	Tax Parcel No. (Lot and Block)	Number Street	Tax Parcel No. (Lot and Block)
201 FRANKLIN AVE	080100208000	262 FRANKLIN AVE	080100303000
203 FRANKLIN AVE	080100209000	236 FRANKLIN AVE	080100402000
237 FRANKLIN AVE	080100213000	232 FRANKLIN AVE	080100403000
249 FRANKLIN AVE	080100218000	0 FRANKLIN AVENUE	080100404000
253 FRANKLIN AVE	080100219000	216 FRANKLIN AVE	080100405000
- FRANKLIN AVE	080100220000	220 FRANKLIN AVE	080100405001
- FRANKLIN AVE	080100222000	212 FRANKLIN AVE	080100407000
277 FRANKLIN AVE	080100225000	0 FRANKLIN AVENUE	080100408000
ELM ALLEY	080100226000	182 FRANKLIN AVE	080100410000
275 ELM ALLEY	080100227000	0 FRANKLIN AVENUE	080100412000
160 FRANKLIN AVE	080100413000	222 HIGHLAND AVE	080100228000
261 ELM ALLEY	080100229000	156 FRANKLIN AVE	080100414000
259 ELM ALLEY	080100230000	0 FRANKLIN AVENUE	080100122000
0 ELM ALLEY	080100233000	301 FRANKLIN AVE	080130230000
208 HIGHLAND AVE	080100235000	116 KIEHL ST	080100207000
268 FRANKLIN AVE	080100301000	144 KIEHL ST	080100203000
266 FRANKLIN AVENUE	080100302000	0 KIEHL STREET	080100201000

NOTE: 262 Franklin Avenue, 269 Franklin Avenue, 144 Kiehl Street, and 176 Franklin Avenue are privately owned.

The City considers this an important development opportunity at a strategically relevant regional location. Only ten (10) minutes away from the Shell Cracker Plant, adjacent to the Aliquippa Industrial Park, and proximate to key emerging regional transportation and employment nodes, this site offers considerable development potential for a variety of uses.

SECTION 2. ZONING INFORMATION

The development site is currently zoned commercial C-1 Central Business District with a Traditional Neighborhood Development (TND) overlay. Bulk and Area regulations for the C-1 zoning district are :

Bulk and Area Regulations C-1 Central Business Zoning District

- Lot Size (Minimum) 4,840 sq. ft.
- Lot Width (Minimum) 20 ft. Height (Maximum) 72 ft. (6 stories)
- All Accessory Structures 24 ft. (2 Stories)
- Front Setback (Minimum) 0 ft.
- Side Setback (Minimum) 0 ft. Adjoining Commercial or Industrial District 0 ft.
- Adjoining Residential District 15 ft., or 0.5 the height of the structure, whichever is greater
- Rear Setbacks: 5 ft. Adjoining Residential District or Existing Alley 30 ft.
- Lot Coverage (Maximum) No maximum

Permitted uses include, but are not limited to, all professional, and business office space, retail, personal services, commercial, gas and fueling stations, convenience stores, and small medical centers. For additional zoning information visit the City's website at: [City of Aliquippa – Beaver County, Pennsylvania \(aliquippapa.gov\)](http://City of Aliquippa – Beaver County, Pennsylvania (aliquippapa.gov))

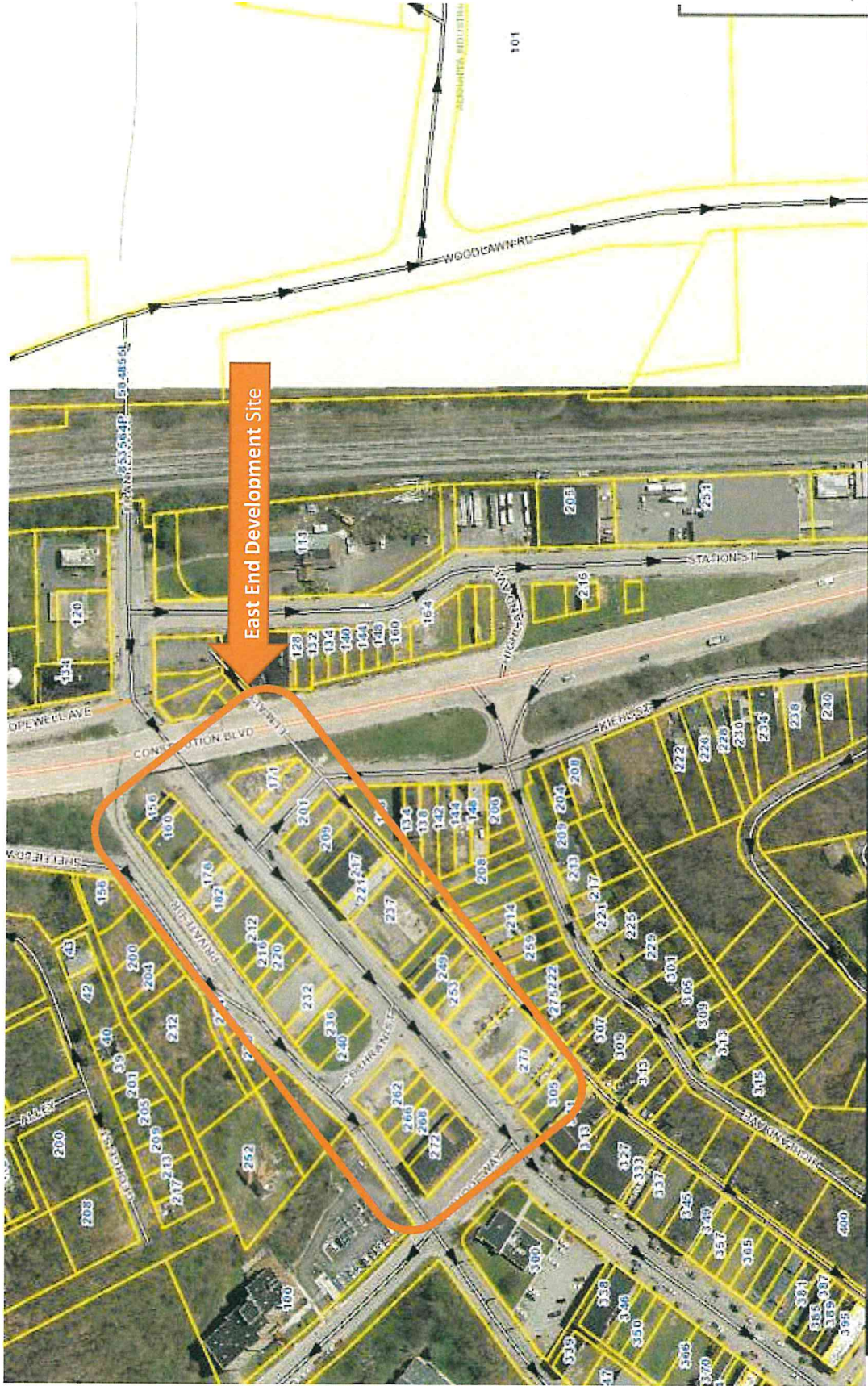
SECTION 3. DEVELOPMENT VISION

The vision for these developable properties is a blend of retail, office, and personal services – serving to capitalize on nearby high-volume roads, considerable local traffic, and a healthy local residential base. This is enhanced by the opening of the Shell Cracker Plant, and the numerous job and residential location growth associated with the project. The City is committed to reviewing any reasonable development proposal that would improve this area, serve residents, and be part of the revitalization of the City of Aliquippa.

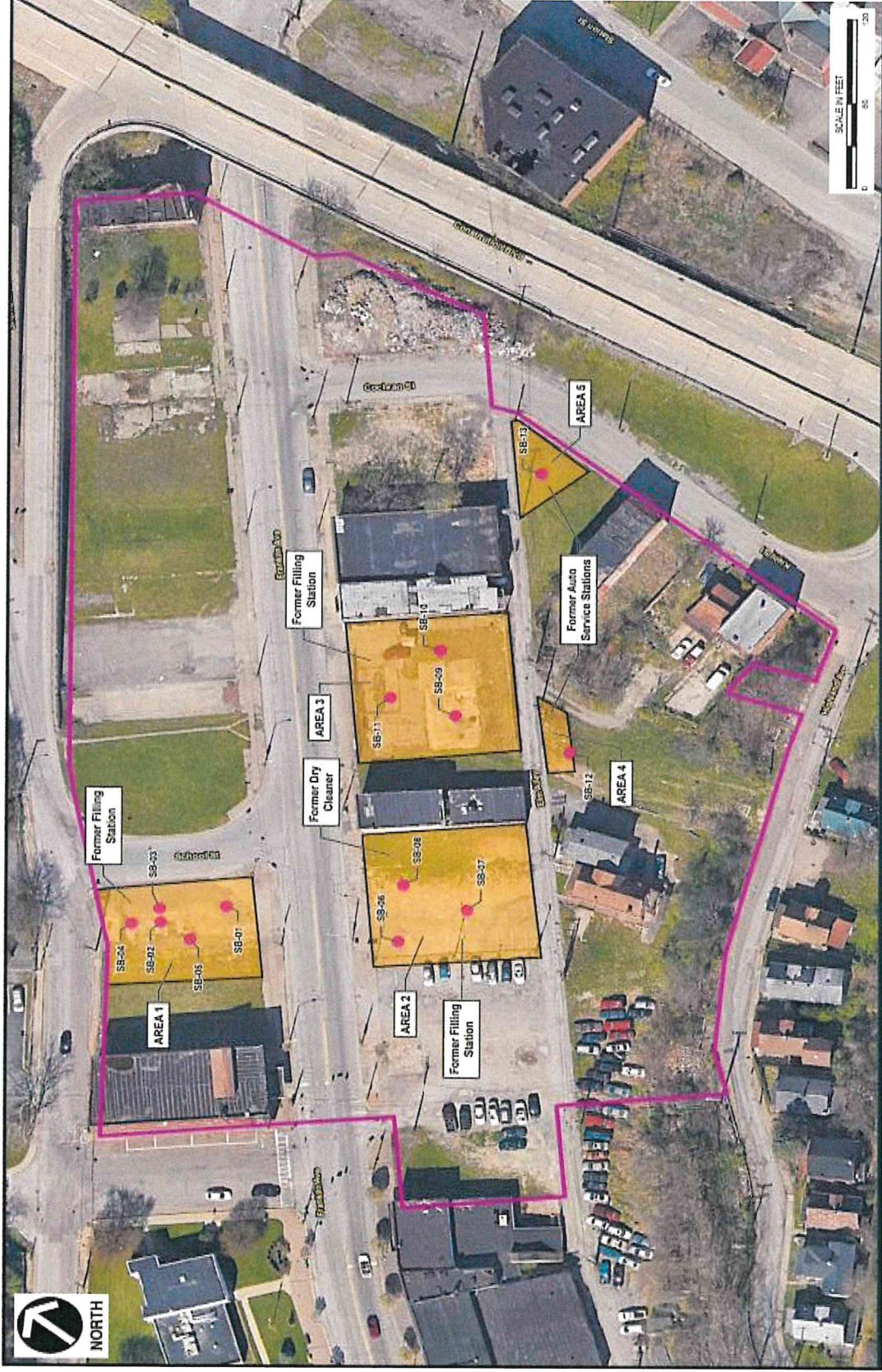
CITY OF ALIQUIPPA - EAST END PRIORITY DEVELOPMENT SITE



EAST END DEVELOPMENT SITE – PARCEL MAP



SAMPLE LOCATION MAP FOR PHASE 2 ENVIRONMENTAL ASSESSMENT



PARCEL MAP WITH OWNERSHIP INFORMATION



SECTION 4. COMMUNITY OVERVIEW

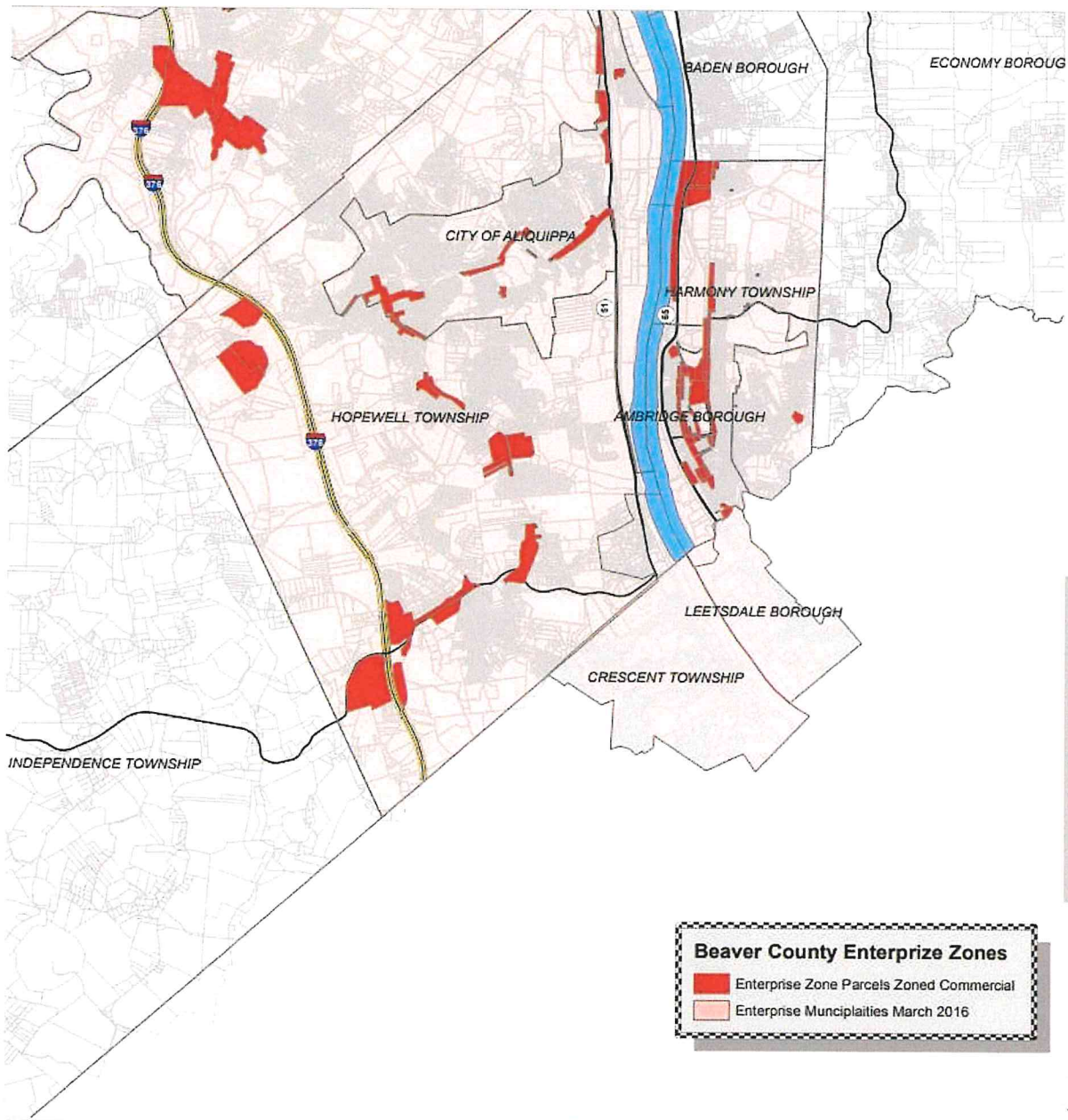
Located along the Ohio River, Aliquippa was founded through the merger of three small towns: Aliquippa, Woodlawn, and New Sheffield in 1878. The new borough was named Aliquippa after the Pittsburgh and Lake Erie train station located there. The railroad named the station for the Seneca Indian Queen Aliquippa. Aliquippa was best known in the first part of the 20th century as the location of a productive steel mill constructed by the Jones and Laughlin Steel Company along the Ohio River beginning in 1905. Employment at the facility sustained a population high of over 27,000 by 1940. The mill closed due to the collapse of the steel industry during the mid-1980s. This major economic loss coupled with the overall trend of migration to the suburbs caused a major population loss through the end of the 20th century.

The City is 4.6 square miles of densely populated urban area situated on the west bank of the Ohio River in Beaver County, approximately 25 miles northwest of Pittsburgh. It consists of an industrial riverfront, a traditional downtown commercial district, and neighborhoods and commercial strips surrounding the downtown. After decades of post-industrial decline, the City of Aliquippa is experiencing a rebirth. Recent investment in the nearby Shell Cracker Plant and the Pittsburgh International Airport have spurred a new focus on the City, its strong existing infrastructure, and its strategic location between these, and other, areas of regional reinvestment. This renaissance is guided by numerous recent community plans, strong local leadership, and the support of numerous state and county agencies.

The current demographic information for Aliquippa is shown in the table below:

CATEGORY	CITY OF ALIQUIPPA	BEAVER COUNTY
Population	8,918	166,624
<u>Total Households</u>	<u>4,622</u>	<u>71,450</u>
<u>Total Housing Units</u>	<u>5,486</u>	<u>78,211</u>
Occupied Housing Units	4,322	70,390
Vacant Housing Units	1,164	7,821
Educational Attainment	<u>College or Higher</u> <u>14.7%</u>	<u>College or Higher</u> <u>28.7%</u>
Persons Below Poverty	25.6%	11.1%
Median Household Income*	\$36,451	\$65,003
Median Value-Owner Occupied	\$77,700	\$169,700

The City is a designated Keystone Enterprise Zone through December 31, 2023, and portions of its commercial areas, including the downtown business district, are also designated as Keystone Innovation Zones. The City and its departments focus on collaborating with existing and new businesses in the development process with an economic development goal to foster economic growth, job creation and quality of life through attracting and retaining business and industry; providing resources to promote small business development; encouraging tourism; and supporting community revitalization. In 2018, the City's Census Tract 6057, which includes the industrially zoned land along the Ohio River, the commercial business district along Franklin Avenue, and a concentrated residential development site was designated as one of Pennsylvania's Federal Qualified Opportunity Zones.



SECTION 5. EXISTING WORK TO DATE

Over the past two (2) decades, the City has assembled the development parcels through acquisition, demolition, clearing, and cleaning. The City has conducted full Phase I and, where needed, Phase II Environmental Assessments on the subject properties, as identified above. Including all adjacent privately-owned parcels that may or may not be included in a potential development concept. Additionally, grants have been secured to pay for the minor remediation activities identified within these reports, and will be completed in 2023. Copies of the full Phase I and Phase II Environmental Reports are available upon request.

The City received a commitment from PENNDOT for \$7 million for the complete design, upgrade, and installation of highway access ramps from Route 51 at the Aliquippa Industrial Park interchange providing improved access to the East End Development site. This project has been placed on PENNDOT's Five-Year Transportation Improvement Program (TIP). PENNDOT is currently in the design and alternative analysis phase of this project.

The City also completed a market rate residential housing study that is available upon request.

SECTION 6. GENERAL PROJECT COMMENTS / STANDARD CONDITIONS OF APPROVAL

The intended outcome of this Request for Proposals ("RFP") process is the development of an Economic Development Agreement ("EDA") that will establish terms and conditions, and further define the scope, design, overall use(s) and development of the Project upon which the selected Developer can purchase and develop the preferred project on City-controlled Parcels (as well as work with the City to acquire additional property as necessary for the project vision).

During the RFP period, Developers and their employees, agents or representatives, shall have the right of reasonable access to the City Parcels during normal business hours for the purposes of inspecting the City Parcels, and otherwise conducting due diligence to ensure that the City Parcels are suitable for Developer's intended use. Notwithstanding anything else in this Request for Proposals, Developer shall defend, indemnify and hold the City, its employees, officers and agents, harmless from any injury, property damage or liability arising out of the exercise by Developer of this right of access, other than injury, property damage or liability relating to the gross negligence or willful misconduct of the City or its officers, agents or employees.

SECTION 7. PROPOSAL QUESTIONS

To evaluate the alternatives and select the appropriate Developer, the City is requesting development proposals that will help the City finalize its vision and move ahead with property disposition and development. Proposals must respond to the following items:

1. Description of the Developer's proposed project:
 - a. Size in acres and/or square feet of building space
 - b. Type of use (s) planned (e.g. commercial, residential, office, or a mixed-use combination)
 - c. Conceptual design
2. Description of the Developer's most recent experiences developing this proposed type of project:
 - a. Name and location of project(s)
 - b. Description of project(s)

- c. Completion date of project(s)
 - d. Experience in dealing with other City projects and/or have experience in purchasing government property for private development
3. Explanation of the role the Developer’s organization will play in the proposed project and a list of other partners and their roles (if any).
4. The proposed general timeframe for the development of the Developer’s proposed project. If multiple components or phases are planned, include a list of all.
5. Description of the benefit(s) your proposed project brings to the City including:
- a. Land sale price
 - b. Projected property tax revenues from the project
 - c. Projected sales tax and other revenues from the project (if applicable)
 - d. Projected number of direct jobs
 - e. Other benefits to the City

SECTION 8. TIMELINES

Release Request for Proposal	April 3, 2023
Optional Site Visit	May 19, 2023 10am
Final Questions and Site Visits	May 26, 2023
Deadline for Submittal of Proposals	May 31, 2023 4:00pm

SECTION 9. INQUIRIES

Please direct all inquiries concerning this RFP to:

Samuel Gill, City Administrator
 City of Aliquippa
 724-375-5188
samuel.gill@aliquippapa.gov

Deborah Grass
 Grass Roots Solutions
 412-207-7860
Dgrass1506@hotmail.com

SECTION 10. DEVELOPER’S RESPONSIBILITIES

Following Developer selection and execution of a Memorandum of Understanding, Developer shall proceed with detailed due diligence, pre-development, and entitlement activities while working with City to negotiate an Economic Development Agreement that will include a Purchase and Sale Agreement for

the property owned by the City. The City anticipates that the general scope of the successful Developer team's responsibilities would include, but not be limited to:

ENTITLEMENTS

The Developer shall be responsible for all aspects of the Project including pre- development planning, environmental review, and design. The selected Developer shall be responsible, at its sole expense, for obtaining all land use entitlements and other government approvals required for its proposed Project.

PREDEVELOPMENT COSTS

The selected Developer shall bear all predevelopment costs relating to this project. All fees or expenses of engineers, architects, financial consultants, attorneys, planning or other consultants or contractors retained by Developer for any study, analysis, evaluation, report, schedule, estimate, environmental review, surveys, planning and/or design activities, drawings, specifications or other activity or matter relating to the Project shall be the sole responsibility of and undertaken at the sole cost and expense of Developer and no such activity or matter shall be deemed to be undertaken for the benefit of, at the expense of, or in reliance upon the City.

LEGISLATIVE ACTION

City and Developer acknowledge that the City must exercise its independent legislative authority in making any and all findings and determinations required of it by law concerning the City Parcels. Developer selection does not restrict the legislative authority of the City in any manner whatsoever and does not obligate the City to enter into the Economic Development Agreement or to take any course of action with respect to the Project.

FINANCING

The Developer shall be responsible for providing funding for the Project, whether it be in the form of debt financing, equity, tax credits or a combination of these methods. If debt financing is used, no financial risk or credit risk shall be imposed upon or borne by the City.

CONSTRUCTION

The Developer shall be responsible for demolition, construction and commissioning of the Project including obtaining all permits, fees, and approvals necessary for construction of the Project.

SECTION 11. PROPOSAL INSTRUCTIONS

A complete, concise and professional response to this RFP will enable the City to identify the Developer who will provide the highest benefit to the City and will be indicative of the level of the Developer's experience and commitment to the proposed project. Proposals must demonstrate that the approach, design, and financing plan for the proposed project will allow the project's successful development and delivery.

One original (bound) and five (5) copies of the proposal along with an electronic copy shall be submitted.

The following minimum information should be provided in each proposal and will be utilized in evaluating each proposal submitted. To expedite the evaluation of proposals, submittals should be no more than thirty pages. Proposals should include the following items:

- Detailed completion of Questions 1 thru 5 in SECTION 7:
- Scope of Development which shall include the following:
 - The firm / team's statement of qualifications.
 - A narrative description that expresses the firm / team's understanding of the project and vision for development. The narrative should reflect the respondent's development design intent, strategy and implementation expertise, and understanding of the scope of work.
 - Resumes with related expertise of the specific Developer and any other consultant or subcontractor resumes with relevant expertise and experience.
 - Descriptions of the firm's / team's last three completed projects that demonstrate the Developer's:
 - Experience in working with municipalities and/or other public agencies to develop mixed use residential and commercial projects.
 - Ability to complete projects of a similar size, scope, and purpose in a timely manner.
 - Description of any other completed projects (representative examples) of similar types of projects. Include current addresses, telephone numbers, and the names of reference contacts for each project. Similar project descriptions should be submitted for all subcontractors.
 - Proposed offer price** to purchase the Site to include earnest money deposit amount and proposed terms. If public participation is anticipated, propose the public investment structure and amount, and provide financial analysis to demonstrate why such participation is necessary. **It is understood that because of the local market, and the speculative nature of the first of these projects, many development proposals may request a \$0 dollar acquisition cost, with significant public subsidy to make the economics of this project work. The City understands this possibility and stands ready to work with a developer to secure all necessary funding to make an approved project proposal a reality. An estimate of potential gap funding that would be required, and the envisioned sources should be submitted to help the City understand the potential sources and uses of the public funding.**
 - A proposed approach for undertaking this development, including:
 - Detailed scope of work, and
 - Schedule for predevelopment analysis, entitlement review, construction, etc.

STANDARD STATEMENTS AND DISCLOSURES

- A statement that this RFP shall be incorporated in its entirety as a part of the Developer's proposal.
- A single and separate section "EXCEPTIONS TO THE CITY'S REQUEST FOR PROPOSAL" containing a complete and detailed description of any/all of the exceptions to the provisions and conditions

of this RFP upon which the Developer’s proposal is contingent and which shall take precedent over this RFP.

- A statement that the Developer will not discriminate against any employee or applicant for employment because of race, color, religion, sex, or national origin.
- Disclosure and evidence of financial stability.
- Disclosure of any potential conflicts of interest that could be relevant to this project in any manner.
- Disclosure of any projects/financing on which the team or any of its members has defaulted.
- Disclosure of whether the developer or any officer, director, or owner thereof has had judgments entered against the developer or any officer, director, or owner within the past 10 years for breach of contracts for governmental or nongovernmental construction or development.
- Disclosure of whether the developer has been in substantial noncompliance with the terms and conditions of prior construction contracts with a public body.
- Disclosure of whether any officer, director, owner, project manager, procurement manager, or chief financial official thereof has been convicted within the past 10 years of a crime related to financial fraud or to governmental or nongovernmental construction or contracting.
- Disclosure of whether any officer, director, or owner is currently debarred from bidding or contracting, pursuant to an established debarment procedure, by any public body, agency of any state, or agency of the federal government.
- Other evidence of financial stability of developer (can be submitted under confidential cover as detailed in “Submission Process”). The City will not be liable for any expenses incurred by Developers responding to this solicitation. All material submitted will be kept by the City.

SECTION 12. EVALUATION CRITERIA

Proposals will be judged according to the following criteria:

- Developer experience and ability to carry out the project within the proposed timeline
- Number of Jobs created
- Amount of private investment
- Overall fit with community vision for City revitalization Section

SECTION 13. STANDARD TERMS AND CONDITIONS

The City has the sole authority to select a Developer for this project and reserves the right to reject any and all proposals and to waive any informality or minor defects in proposals received. The City reserves the right to retain all proposals submitted and to use any ideas in a proposal, regardless of whether that proposal is selected. Submission of a proposal indicates acceptance by the proposing Developer of the conditions contained in this Request for Proposals, unless clearly and specifically noted. The City will not pay for any information requested, nor is it liable for any costs incurred by the Developers in preparing and submitting proposals.

DEVELOPER INDEMNIFICATION

Developer shall indemnify, defend and hold the City, its officers, agents and employees harmless from any and all claims, damages, losses, causes of action and demands, including, without limitation, the payment of all consequential damages, expert witness fees, reasonable attorney’s fees and other related costs and

expenses, incurred in connection with or in any manner arising out of Developer's performance of the work contemplated by this RFP. Submitting a response to this RFP signifies that the Developer is not covered under the City's general liability insurance, employee benefits, or worker's compensation. It further establishes that the Developer shall be fully responsible for such coverage. Developer's obligation to indemnify shall survive expiration or termination of this RFP and shall not be restricted to insurance proceeds, if any, received by the City and their officers, agents and employees.

INTELLECTUAL PROPERTY

Any system or documents developed, produced or provided in response to this RFP, including any intellectual property discovered or developed by Developer in the course of performing or otherwise as a result of its work, shall become the sole property of the City unless explicitly stated otherwise in the RFP response. The Developer may retain copies of any and all material, including drawings, documents, and specifications, produced by the Developer in performance of this proposal. The City and the Developer agree that to the extent permitted by law, until final approval by the City, all data shall be treated as confidential and will not be released to third parties without the prior written consent of both parties.

PUBLIC RECORD

Proposals received will become the property of the City. All responses are subject to public disclosure under Pennsylvania Public Records Law (Sunshine Act). The City of Aliquippa recognizes that respondents must submit financial information that it may deem confidential and proprietary to comply with the requirements of this solicitation. To the extent permissible by law, the City agrees to keep confidential any confidential proprietary information included in a response, provided that:

- the respondent identifies the confidential proprietary portions of the response,
- the respondent identifies as confidential and proprietary only those portions of the submittal that are confidential and proprietary, and
- the respondent states why protection is necessary. Respondents shall not designate their entire response as confidential and proprietary, nor shall they so designate information that is already public.

ASSIGNMENT

Developer selection includes consideration of the merits of the firm / team. Assignment of the proposal is not permitted. The City reserves the right to cancel the contract if the contract is assigned without the City's written consent.

RFP ADDENDA

The City may determine it is necessary to revise any part of this solicitation. Revisions will be made by written addenda and it is the Developer's responsibility to understand and comply with any addenda to this solicitation. Addenda to this RFP will be sent via email to each responding Developer and will be posted on the City's website.

Thank you for considering this Request for Proposals and we hope you can be part of the exciting future for the City of Aliquippa!