

REQUEST FOR PROPOSAL  
URBAN REDEVELOPMENT  
OPPORTUNITY FOR PRIVATE  
DEVELOPERS

PERKINS SUBDIVISION / BBR PROPERTY MANAGERS

CITY OF NASHVILLE, GEORGIA

JULY 2018



NASHVILLE URBAN REDEVELOPMENT AGENCY  
405 W. WASHINGTON STREET  
NASHVILLE, GEORGIA 31639  
(229) 686-5527

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## 1.0 INTRODUCTION

The Urban Redevelopment Law (O.C.G.A § 36-61-10) allows a municipality to lease, sell or otherwise transfer real property in an Urban Redevelopment Area subject to its restrictions, covenants and conditions and enter into contracts with private developers with respect thereto for residential use. Accordingly, the Nashville Urban Redevelopment Agency (NURA) is seeking proposals from qualified developers to acquire and develop a parcel of land within the city limits of Nashville totaling approximately 3.025 acres. The property is located between Perkins Street on the north and Beetree Avenue on the south, and is bordered on the west by N. Taylor Street. The property identified in this Request for Proposals (RFP) is being offered for redevelopment by private developers as provided under O.C.G.A § § 36-61-4 & 36-61-10 in accordance with the *“Berrien County and City of Nashville Urban Redevelopment Plan”* (URP).

The NURA must *receive* sealed proposals no later than 2:00 PM local time on **September 24, 2018**. Unsealed or facsimile proposals will not be considered. Proposals received after the deadline will be returned un-opened to sender. All proposals and supporting documentation will become the property of the Nashville Urban Redevelopment Agency and may not be returned. Please submit an original and three unbound copies, and one electronic (PDF) copy of your response. Proposals must be clearly marked on the outside of the package **“PROPOSAL FOR URBAN REDEVELOPMENT – PERKINS SUBDIVISION/BBR PROPERTY MANAGERS”**. Proposals should be mailed, shipped or delivered to:

*Nashville Urban Redevelopment Agency  
City of Nashville  
405 W. Washington Street  
Nashville, GA 31639*

*Attention: Ms. Mandy Luke, City Manager/Finance Director*

All proposals must meet or exceed the requirements stated herein. The NURA reserves the right to waive any technicalities and to reject or accept any proposal it deems to be in the best interest of the City of Nashville. Any questions regarding this RFP should be directed in writing to the address above.

The City of Nashville is committed to providing all persons with equal access to its services, programs, activities, education, and employment regardless of race, color, national origin, religion, sex, familial status, disability or age.

## 2.0 GENERAL CONSIDERATIONS AND OBJECTIVES

### Description of Project Area

The project area is located in the heart of the Nashville Urban Redevelopment Area and is identified as part of Target Area 2 in the URP. The property, shown on the attached **EXHIBIT A**, consists of approximately 3.025 acres and is bounded on the north by Perkins Drive, on the west by N. Taylor Street and on the south by Beetree Avenue.

There are approximately seventeen (17) existing unoccupied single family residences on the property which are to be rehabilitated or demolished with the debris disposed of by the developer. Transportation and utility infrastructure within the project area is deficient. There are no sidewalks or bicycle lanes within the project area. Water lines are a combination of transit and cast iron, while sewer lines are aging terra cotta pipes which may require complete replacement by the developer.

### Zoning and Development Standards

Zoning is an integral part of redevelopment and should be consistent with all objectives of the URP. The property being offered for sale is currently “**R-6 Residential**”.

***R-6 Residential:*** The purpose of this district is to provide orderly development of higher density residential areas for one-, two-, and multifamily dwellings with minimum lot sizes of six thousand (6,000) square feet, said areas being protected from the encroachment of those uses which are incompatible to a desirable residential environment.

### Redevelopment Objectives

The primary redevelopment objectives for the subject parcel are as defined in the URP and include:

- J Facilitate affordable housing with family amenities for citizens with a variety of income levels and special needs.
- J Revitalize the area by providing sidewalks, safer streets, pedestrian accessibility and improved water and sewer services.
- J Encourage infill development and definition of architectural character
- J Create a sense of place by incorporating the strengths and character of the neighborhoods into the revitalization process

### Project Schedule

If a contract is awarded pursuant to this RFP, the NURA will require that the agreement contain an assurance that the Developer show meaningful or substantial progress toward the commencement of this project within 90 days of a written Notice to Proceed.

### **3.0 QUALIFICATIONS OF DEVELOPER**

The Nashville Urban Redevelopment Authority (NURA) is seeking a response from a “Qualified Developer” prepared to fully respond to the requirements of this RFP. The term “Qualified Developer” applies to the entity itself and the proposer’s professional team assembled to include sufficient financial commitments by qualified lenders to execute the project.

A Qualified Developer should possess the appropriate experience, ability and financial commitments to correlate with the ability to develop the project identified in the proposal, such as:

- J Experience in the development of mixed residential projects in urban areas comparable to the City of Nashville.
- J Experience in the architectural design of single and multi-family residential properties.
- J Experience in civil and site design of single and multi-family residential properties including, but not limited to, structured parking, storm water management systems, water distribution systems, wastewater collection systems, recreational and community facilities, etc.
- J A minimum of 3-years of experience in the leasing/management of residential and/or mixed use developments.
- J The financial resources and vision to create a unique addition to this diverse neighborhood located in the Nashville Urban Redevelopment Area.

The NURA encourages women-owned, minority owned, and/or small businesses possessing the necessary qualifications located inside and outside the City of Nashville to participate in this process.

#### **4.0 PROPOSAL FORMAT AND CONTENTS**

The response to this RFP must specifically address each of the requirements delineated below or it may be deemed non-responsive. Any other information you believe to be relevant, but not listed below, should be submitted as an Appendix to your proposal. Please include sections which correspond to the major categories listed. Please submit an original and three unbound copies, and one electronic (PDF) copy of your response.

##### **Summary**

Include a brief statement about your approach to this redevelopment opportunity and your understanding of the City's vision for the project including a willingness to implement this vision. Potential issues and special concerns should also be addressed.

##### **Background and Experience**

Present a history of your organization which highlights your experience in real estate development and property management, architectural standards, the incorporation of green building standards in your previous projects and the competency of your organization to execute this project.

##### **Relevant Project Experience**

Describe three (3) recent and relevant projects developed by you and members of your team. Include the following items:

- ) Project name and location
- ) Project start date and completion date
- ) Estimated value of the project
- ) Total number of residential units
- ) References and contact information of individuals who can attest to your performance
- ) Key sources of financing shall be identified which shall include a Letter of Credit or Letter of Commitment by a qualified Lender / Investor.
- ) Photos of completed projects

##### **Resumes of Key Personnel**

Please include resumes of key members of your project team including any planning, architectural, engineering, surveying and financial consulting firms or Lenders who will participate in the design, permitting and financing of the project. Professionals requiring special licenses must be licensed and bonded in the State of Georgia.

### **Detailed Description of Proposed Development**

Clearly indicate the type and arrangement of development proposed, its relationship to surrounding land uses and how it enhances and benefits the neighborhood. The description should include sketches, drawings or diagrams to convey design concepts in addition to a site plan that achieves the City's redevelopment objectives. This section must include:

- J ***Program Description:*** Provide a descriptive and visual presentation of the development program including the number, type and square footages of proposed residential units; parking needs and how these needs will be met (onsite, offsite or both); public space improvements such as playgrounds, recreational areas, streetscapes, etc.; infrastructure and utility needs and improvements for the proposed development.
- J ***Proposed Design Character:*** Provide illustrative sketches, drawings or renderings depicting the layout and character of each residential unit. At a minimum, provide a conceptual master plan with building footprints, public spaces playgrounds and recreational areas, parking and streetscapes; conceptual floor plans for each type of residential unit and conceptual elevations for each type of residential unit.

### **Financial Considerations and Overview**

Based upon your conceptual plan, prepare and submit a financial Pro Forma detailing costs and revenues from start-up through build out. This should reflect the following:

- J The necessary capital commitment for pre-development activities such as ***land purchase***, planning and design services, permitting, securing construction and permanent financing for on-going operations, etc.
- J Total project cost estimate
- J ***Purchase price offered by Developer to the City of Nashville for the property to be redeveloped***
- J Developers ability to procure and provide any necessary performance, payment and construction bonds
- J Confirmed commitment of funding from financial institution(s)
- J Confirmed commitment of guarantee from USDA or other entity approved by the URA, if applicable
- J A market study to warrant the development proposed

## **Development Schedule**

The proposal must contain an estimated project timeline identifying pre-development events through project completion. The timeline should be in sufficient detail so as to illustrate the Proposer's readiness to proceed and the speed at which the project team can complete the project. **Proposer shall emphasize and highlight clear understanding of the requirement for meaningful or substantial progress toward commencement and specifically describe what tasks will be completed or underway within 90 days of written Notice to Proceed from the NURA.**

### **5.0 EVALUATION OF PROPOSALS**

The Nashville Urban Redevelopment Agency will appoint a committee to review all eligible proposals received and select the proposal that, in its sole discretion, is the most responsive, responsible and advantageous to the City. Proposals will be evaluated based upon the following criteria:

- J Submission of a complete proposal addressing all requirements and specifications of this RFP
- J Financial standing and funding commitments by qualified Lenders / Investors
- J The quality and character of the proposed project
- J Whether the proposed project meets the redevelopment objectives of the Berrien County and City of Nashville Urban Redevelopment Plan
- J Qualifications of the development team as it relates to the team member's reputation, judgement, experience and efficiency
- J Project timeline or schedule
- J Developer's performance on other recent and relevant projects
- J Participation of women-owned, minority-owned and local business concerns
- J Employment opportunities for local area residents
- J Purchase price of property offered by Developer to the City of Nashville

**Be advised that the highest purchase price offered does not guarantee the acceptance of any proposal. If a proposal is accepted, the NURA will enter into an initial letter of intent or memorandum of understanding and begin negotiating the terms of a development agreement with the successful proposer to include any restrictions, covenants, conditions and obligations assumed by the private purchaser or Lessee. The NURA would encourage any proposer to submit a draft development agreement.**

**REVISED ADVERTISEMENT  
REQUEST FOR PROPOSALS**

**[This revised Request for Proposals Supersedes Prior Advertisement]**

The Nashville Urban Redevelopment Agency (NURA) is seeking proposals from qualified developers to purchase and redevelop for residential use a parcel of land within the city limits of Nashville totaling approximately 3.025 acres. The property is bounded on the north Perkins Street, on the west by N. Taylor Street, on the south by Beetree Avenue, and on the east in part by Old Coffee Road aka Pine Road and in part by lands of others. The property identified in this Request for Proposals (RFP) is being offered for redevelopment in accordance with the **“Berrien County and City of Nashville Urban Redevelopment Plan”** (URP). Copies of the entire RFP package may be obtained free of charge by contacting:

***Nashville Urban Redevelopment Agency  
City of Nashville  
405 W. Washington Street  
Nashville, GA 31639***

***Attention: (NURA) Ms. Mandy Luke, City Manager/Finance Director***

**A pre-bid conference** will be held at the **Nashville City Hall Council Chamber at 10:00 o’clock A.M. on August 17, 2018** to review to the RFP package and address any questions or concerns prospective developers may have concerning the project bid requirements. Attendance at the pre-bid conference is mandatory in an effort to avoid any nonresponsive bid proposals. **[Note: Revised timeline]**

The NURA must **receive** sealed proposals at the address listed above no later than 2:00 PM local time on **September 24, 2018**. Unsealed or facsimile proposals will not be considered. Proposals received after the deadline will be returned un-opened to sender. All proposals and supporting documentation will become the property of the Nashville Urban Redevelopment Agency and may not be returned.

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