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# RFP Event No. 5981

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The Sale of City-  
Owned Real Property  
Located at 132 E.  
Broughton Street,  
Savannah, GA

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Purchasing Division

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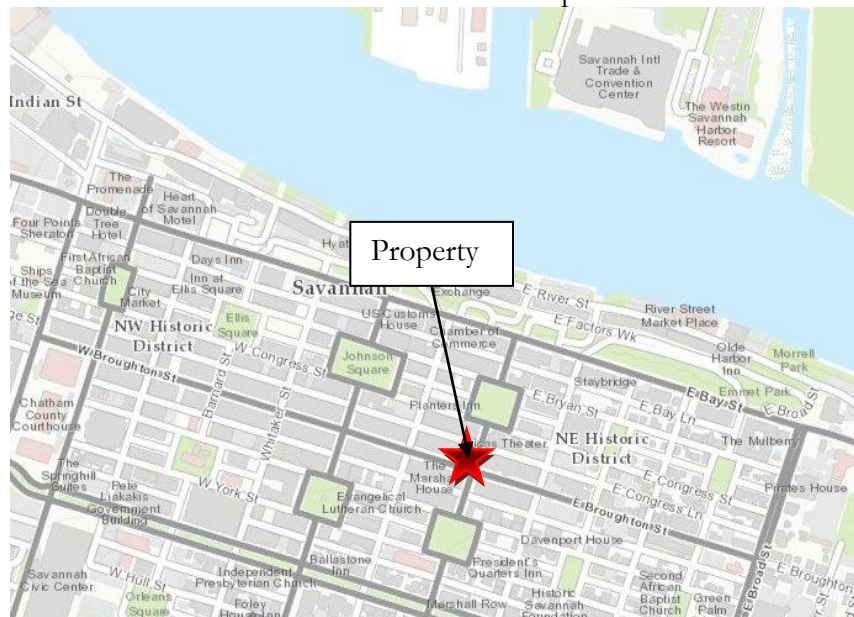
**SECTION II**

**SURPLUS PROPERTY  
132 EAST BROUGHTON STREET  
LOCATED AT NORTHWEST CORNER OF  
BROUGHTON STREET AND ABERCORN STREET,  
CITY OF SAVANNAH, GEORGIA**

**EVENT NO. 5981**

- 2.0 Executive Summary: The City of Savannah is offering for sale to the public a prime commercial property located along Broughton Street within the historic landmark district of Savannah, Georgia. The site is located in the heart of the downtown business and governmental district at the intersection of two prestigious downtown roadways: Broughton Street and Abercorn Street. The site is improved with a six (6) story building with basement containing approximately 37,600 gross square feet. The former bank building is currently used by the City of Savannah as a payment center and administrative offices. Electronic responses will not be accepted.

General Location Map



As depicted on the preceding map, the property is strategically positioned within the urban central business district of the City of Savannah. The underlying site enjoys 60.5 feet of frontage along Broughton Street and 90 feet of frontage along Abercorn Street. It also enjoys frontage along East Congress Lane, a service access lane located along the northerly property

line. The intersection of Broughton Street and Abercorn Street is signalized. The property is currently zoned B-C-1 within the “Downtown” future land use district. A summary description of the zoning is provided in later sections of this request.

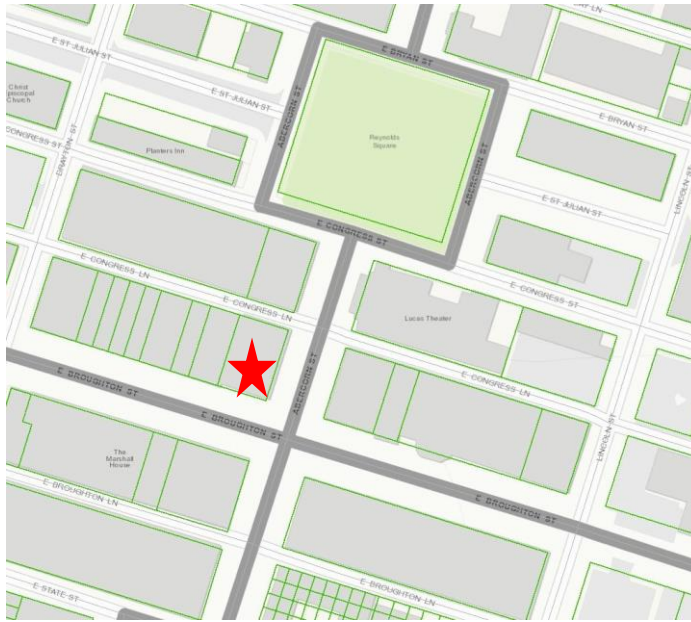
The building was constructed in the 1950s and offers a unique mid-century modern architectural style. It was designed by Levy and Kiley as a bank building for the First Federal Savings Bank. The City acquired the property in 1991 for use as administrative offices. An excerpt of a historical picture of the property as provided by the Metropolitan Planning Commission is provided below.



Georgia Code OCGA 36-37-6 governs the process by which municipalities of the State of Georgia dispose of surplus real property. The property was declared surplus and available for sale to the public by the Mayor and Aldermen during a regularly scheduled City Council meeting on August 31, 2017. Surplus real property is offered for sale to the public, either by sealed bid or auction, after due notice has been provided. If the property is offered for sale by sealed bid, the notice shall contain a detailed invitation for proposals and a description of any relevant conditions associated with the sale. Due notice is provided in accordance with State law to allow sufficient time for the property to be exposed on the market and generate responses from the public.

All questions submitted by interested parties in response to this request are assembled by the City’s Purchasing Division and posted, along with answers/responses, for the public to review. This public process ensures transparency and equity, and avoids potential conflicts of interest.

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Tax Parcel Map

**SPECIAL CONDITIONS:**

Please note the following special conditions:

1. Deed Restrictions and Land Use

1.1 The deed shall contain a covenant running with the land that the property cannot be owned by an entity exempt from real and personal property taxes, unless such entity enters into an agreement with the City to pay a voluntary equivalent payment in lieu of such property taxes over a specified period of time, or until this condition is waived by the Mayor and Aldermen of the City of Savannah. This covenant shall expire after twenty (20) years.

1.2 Preliminary Discussions

Prior to submission of proposal, proposers are encouraged to review conceptual plans of development with City and Metropolitan Planning Commission staff.

## 2.1 PROPERTY DESCRIPTION

### 2.1.1 General

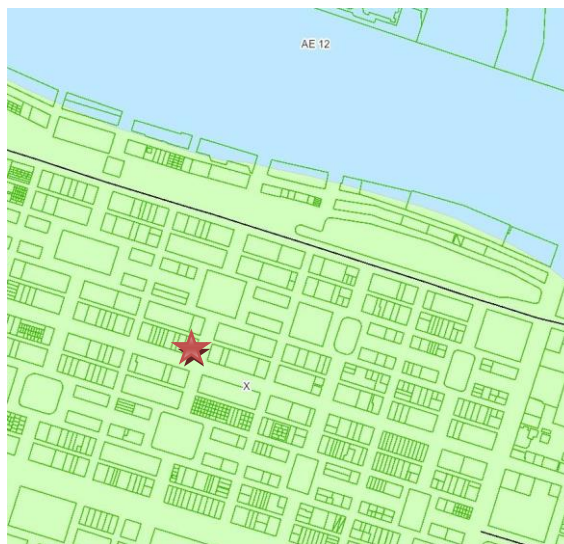
The property is a rectangular parcel located at the signalized northwest corner of Broughton Street and Abercorn Street. A current survey of the property is not available. The tax map reports the site enjoys 60.5 feet of frontage along Broughton Street and 90 feet of depth along Abercorn Street.

Legal Description: Lot 6 Third Tything Reynolds Ward, City of Savannah, Chatham County, Georgia.

The buyer can obtain a current survey and title insurance commitment during a due diligence period.

### 2.1.2 Flood Zone

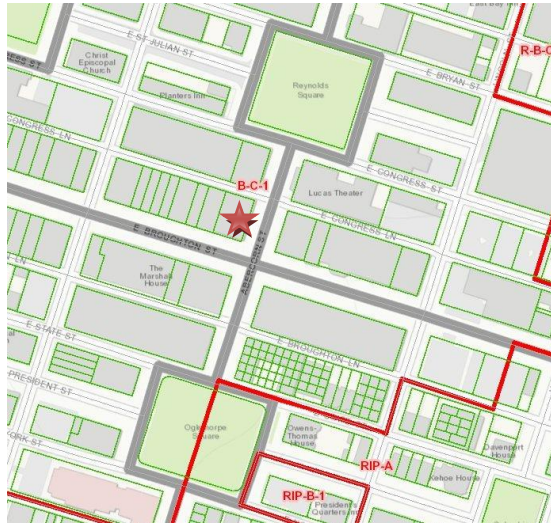
According to Flood Emergency Management Agency maps, the property is located in flood zone X, which is outside the 100 and 500 year flood hazard areas and offers the lowest risk of potential flooding. An excerpt of the flood map as provided by the Savannah Area Geographic Information System (SAGIS) follows:



Source: SAGIS

### 2.1.3 Zoning

Located in zone B-C-1, the property is a contributing building within the locally designated and National Historic Landmark Districts and is also subject to Section 8-3030 of the zoning ordinance. All exterior alterations are subject to the approval of the Historic District Board of Review. An excerpt of the zoning map follows:



A complete description of allowable uses, setbacks, lot coverage, and other zoning information can be found at the City Website via the following link:

<http://www.savannahga.gov/index.aspx?NID=1128>

#### 2.1.4 Utilities

The site is served by all public utilities, including the following providers:

Water: City of Savannah

Sewer: City of Savannah

Electric: Georgia Power

## 2.2 CONTRACT AND DEPOSIT

Upon notice of award, the successful bidder will be provided 30 calendar days to finalize negotiations and execute a Purchase and Sale Agreement and any other related agreements with the City. If the parties cannot finalize mutually agreeable documents and execute them within this timeframe, then the City retains the right to terminate negotiations with the proposer.

As part of the Purchase and Sale Agreement, the successful bidder will be asked to provide an earnest money/deposit in the amount of five percent (5%) of the accepted purchase price. The deposit shall be submitted by wire transfer or cashier's check to the designated escrow agent. The deposit will be refundable during a designated due diligence contract period. The deposit will become non-refundable after the due diligence period, but would be credited against the purchase price at closing.

## 2.3 CRITERIA AND BASIS OF AWARD

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Proposals are to include the following information and must be submitted on standard sized (8.5 inch x 11 inch) paper:

### 2.3.1 Qualifications, experience, and financial capacity of proposer

Factors to be considered to determine whether the proposer possesses the requisite qualifications and experience include:

- a) A resume of experience developing similar projects as the proposed project.
- b) Examples of similar projects actually developed, not just planned.
- c) Demonstration of ability to perform work.
- d) Leadership structure.
- e) Project manager's experience.
- f) Management approach.
- g) Financial condition of proposing entity - Include financing commitment letter or financial statements supporting ability to perform.
- h) Project ownership entity and form of ownership.

### 2.3.2 Proposed Use/Project

Factors to be considered in determining project characteristics include:

- a) Project definition.
- b) Proposed uses:
  - i. Number and Type of Housing Units.
  - ii. Amount and Type of Commercial space.
  - iii. Other proposed uses as applicable.
- c) Civic Enhancements – The proposer shall specify the potential community and other non-monetary benefits of this development for visitors and residents of the City. How will the proposed project provide quality infill development that promotes a live, work, play environment?

The proposer shall include a preliminary site plan and rendering reflecting the layout and appearance of the proposed project.

### 2.3.3 Financial Return and Economic Impact

- a. Purchase Price for Property - The proposer shall specify the price to be offered in cash in U.S. dollars. No contingent prices or price ranges will be accepted.
  - b. Future Tax Revenues - The proposer shall provide an estimate of the value of construction of the proposed project and any associated furniture, fixtures, and equipment, as well as, the projected real and personal property taxes to be generated by the project over a 20-year period.
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- c. If the acquiring entity is tax-exempt, the Proposer may propose a voluntary payment in lieu of taxes over a specified period of time, if so desired.

#### 2.3.4 Schedule for Design, Construction, and Occupancy

The proposal shall include a detailed schedule for implementing the project, including expected timeline for the following:

- Contract due diligence period
- Contract entitlement period – please include an additional projected time allowance for any necessary zoning amendments or variances, if required, prior to closing.
- Projected property acquisition date
- Projected construction commencement date
- Projected construction completion date

#### 2.3.5 Employment opportunities for small and local businesses

The proposer shall specify its commitment to utilize the [Hire Savannah](#) Program. The Hire Savannah program seeks to increase the utilization of the local workforce by establishing hiring agreements with businesses benefitting from municipal contracts with the City. In an effort to increase hiring of qualified workers living in Savannah, contractors must agree to:

- Exclusively post vacant positions, created as a result of the City contract, for five days through WorkSource Coastal (WSC), the local workforce development agency serving the coastal region.
- Interview and give full consideration to hiring qualified candidates referred by WSC.
- Seek to hire a pre-determined percentage of job vacancies with qualified Savannah workers.
- Report the employment dates of local Savannah workers.

#### 2.3.6 Basis of Award

Proposals will be evaluated based upon all information submitted in response to this RFP. The City reserves the right to request clarification of information submitted and to request additional information from one (1) or more respondents. The City may, at its option, request oral presentations.

#### **Scoring Criteria**

##### Qualifications, experience, and financial (10 points)

Qualifications, experience, and financial capacity of Proposer: Points will be awarded based on the overall qualifications of the Project Team, including past

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performance. This includes Project Team experience with the design and development of similar projects, particularly projects within the City of Savannah.

Proposed Use/Project (20 points)

The quality, comprehensiveness, and innovation of the proposed project, including:

- Integration of all aforementioned Design Criteria.
- Aesthetic quality of the building architecture as experience at the street level and beyond; be a superior infill project.
- The building design’s maximization of the retail/office and residential space potential of the property.
- Appropriateness of the design within its context, taking into consideration the character adjacent properties and the Historic Landmark District neighborhood.
- Consistency with existing zoning regulations or reasonable expectations of changing the zoning and/or development regulations.
- Ability to engage the streetscape with a variety of creative and inviting outdoor spaces.
- Safe and attractive integration of parking areas, as well as pedestrian, bicycle, and other vehicular circulation patterns.

Financial Return and Economic Impact (40 points)

Financial Return and Economic Benefits to the City of Savannah, including factors such as price, future tax revenues to be generated by the project, job creation potential, etc.

Schedule for Design, Construction, and Occupancy (20 points)

Schedule of Performance, including projected time periods for contract, acquisition, development, and occupancy.

Employment opportunities for small and local businesses (10 points)

Commitment to utilizing Small Business and Hire Savannah programs as referenced above.

**Scoring Criteria Table**

|   |           |
|---|-----------|
| Scoring Criteria 1 – Qualifications of Development Team | 10 points |
| Scoring Criteria 2 – Quality of Design Proposal         | 20 points |

|   |            |
|---|------------|
| Scoring Criteria 3 – Financial Return and Economic Impact | 40 points  |
| Scoring Criteria 4 – Schedule of Performance              | 20 points  |
| Scoring Criteria 5 - Commitment to Hiring Programs        | 10 points  |
| Total Score   | 100 points |

## 2.4 CONVEYANCE

Seller is offering the property “AS IS – WHERE IS” with no warranties. Property shall be conveyed by Limited Warranty Deed.

## 2.5 AUTHORITY AND DISCRETION

The City of Savannah reserves the right and authority to reject any and all proposals in its sole discretion, or to negotiate with the highest and most responsive bidder.

## 2.6 DELIVERY

Proposals, including all required documentation must be submitted manually in hard copy to the address listed in the bid documents to ensure receipt by the Purchasing Division on or before 1:30 P.M. on the date specified in the web page listing for this event. Proposals must be in a sealed envelope and clearly marked with the event number and property description. Electronic submittals will not be accepted.

**2.7 Copies:** One (1) unbound, printed, and signed original and six (6) identical, printed copies of the proposal and supporting documents must be submitted in response to the RFP. An electronic copy of the proposal must also be submitted on a flash drive. All responses must relate to the specifications as outlined.

**2.8 Contacts:** Proposers must submit proposals in accordance with the instructions contained in this RFP. All requested information must be submitted with the proposal. Instructions for preparation and submission of proposals are contained in this package. All questions regarding this request for proposal should be submitted in writing and emailed to the person listed on the summary event page.

**2.9 Inspections:** Interested proposers may contact the City Real Estate Services Department (912-651-6524) to schedule an inspection of the premises, if desired.

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### SECTION III

#### PURCHASE PRICE PROPOSAL

Purchase price proposals and other requested information shall be submitted in a sealed envelope clearly marked Purchase Price Proposal for Selling of Property – 132 E. Broughton Street, RFP Event No. 5981 and include the name of the proposer.

**ALL PROPOSERS MUST BE REGISTERED SUPPLIERS ON THE CITY’S WEBSITE TO BE AWARDED AN EVENT. PLEASE REGISTER AT [WWW.SAVANNAHGA.GOV](http://WWW.SAVANNAHGA.GOV). ELECTRONIC SUBMISSIONS WILL NOT BE ACCEPTED.**

|   |        |
|---|--------|
| Scoring Criteria 1 – Qualifications of Development Team   | Attach |
| Scoring Criteria 2 – Quality of Design Proposal           | Attach |
| Scoring Criteria 3 – Financial Return and Economic Impact | Attach |
| Scoring Criteria 4 – Schedule of Performance              | Attach |
| Scoring Criteria 5 - Commitment to Hiring Programs        | Attach |

I have read and understand the requirements of this proposal, Event No. 5981 Sale of Real Property located at 132 E. Broughton Street and agree to provide the required information in accordance with this proposal and all attachments, exhibits, etc.

All proposals are subject to review by the City of Savannah Purchasing Division and/or designated bid evaluation committee. The City reserves the right to reject any and all submissions and/or to negotiate with the highest responsible bidder. The City will enter into negotiations with the selected bidder to finalize a mutually agreeable Purchase and Sale Agreement, Development Agreement, and any other related documentation. Any recommendation of award and subsequent contract is subject to the review and approval of the Mayor and Aldermen of the City of Savannah and is non-binding until such review and approval has been completed.

\_\_\_\_\_  
**(Proposer’s Initials)**

**PURCHASER/DEVELOPER INFORMATION:**

**NAME (PRINT):** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**CITY/STATE:** \_\_\_\_\_ **ZIP:** \_\_\_\_\_

**TELEPHONE:** \_\_\_\_\_

**DATE:** \_\_\_\_\_

**SUBMITTED BY:** \_\_\_\_\_

**FIRM:** \_\_\_\_\_

**SIGNED:** \_\_\_\_\_

**NAME (PRINT):** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**CITY/STATE:** \_\_\_\_\_ **ZIP** \_\_\_\_\_

**TELEPHONE:** ( \_\_\_\_\_ ) \_\_\_\_\_  
Area Code

**FAX:** ( \_\_\_\_\_ ) \_\_\_\_\_  
Area Code

**INDICATE MINORITY OWNERSHIP STATUS OF BIDDER (FOR STATISTICAL PURPOSES ONLY):**

**CHECK ONE:**

\_\_\_\_\_ **NON-MINORITY OWNED**

\_\_\_\_\_ **AFRICAN AMERICAN**

\_\_\_\_\_ **HISPANIC**

\_\_\_\_\_ **WOMAN** (non-minority)

\_\_\_\_\_ **ASIAN AMERICAN**

\_\_\_\_\_ **AMERICAN INDIAN**

\_\_\_\_\_ **OTHER MINORITY**

**Describe** \_\_\_\_\_

**CONFIRM RECEIPT OF ANY ADDENDA ISSUED FOR THIS PROPOSAL**

**ADDENDUM #** \_\_\_\_\_

**DATE** \_\_\_\_\_

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## NON-DISCRIMINATION STATEMENT

The proposer certifies that:

- (1) No person shall be excluded from participation in, denied the benefit of, or otherwise discriminated against on the basis of race, color, national origin, or gender in connection with any bid submitted to the City of Savannah or the performance of any contract resulting therefrom;
- (2) That it is and shall be the policy of this Company to provide equal opportunity to all business persons seeking to contract or otherwise interested in contracting with this Company, including those companies owned and controlled by racial minorities, cultural minorities, and women;
- (3) In connection herewith, We acknowledge and warrant that this Company has been made aware of, understands and agrees to take affirmative action to provide such companies with the maximum practicable opportunities to do business with this Company;
- (4) That this promise of non-discrimination as made and set forth herein shall be continuing in nature and shall remain in full force and effect without interruption;
- (5) That the promises of non-discrimination as made and set forth herein shall be and are hereby deemed to be made as part of and incorporated by reference into any contract or portion thereof which this Company may hereafter obtain and;
- (6) That the failure of this Company to satisfactorily discharge any of the promises of non-discrimination as made and set forth herein shall constitute a material breach of contract entitling the City of Savannah to declare the contract in default and to exercise any and all applicable rights and remedies including but not limited to cancellation of the contract, termination of the contract, suspension and debarment from future contracting opportunities, and withholding and or forfeiture of compensation due and owing on a contract.

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Signature

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Title