



RFP Event #5481

The Sale and
Redevelopment of
City-Owned Real
Property Located at
2115 Bull Street,
Savannah, GA

Purchasing Department
August 2017



SECTION II

**SURPLUS PROPERTY
2115 BULL STREET,
LOCATED AT NORTHWEST CORNER OF
BULL STREET AND W 38TH STREET,
CITY OF SAVANNAH, GEORGIA
EVENT # 5481**

- 2.0 The City of Savannah is offering for sale to the public a prime commercial property located along Bull Street in the increasingly popular Thomas Square and Metropolitan neighborhoods. The property is positioned within the Starland/Midtown areas of Savannah which is undergoing renewed revitalization as an emerging arts and mixed-use residential/commercial district. The area is becoming an attractive, more affordable alternative to the downtown district where rising real estate costs and increased competition from well-capitalized retailers and home buyers are causing some businesses and residents to relocate to nearby areas. The immediate subject area is generally bounded by Forsyth Park to the north and DeRenne Avenue to the south, along the primary traffic corridors of Bull, Drayton, and Abercorn Streets.

The subject property consists of three platted lots with approximately 149 combined feet of frontage along Bull Street and an average depth of approximately 111 feet along W. 38th Street. Overall, the site contains an estimated area of 0.38 acre, more or less, subject to survey. The property is currently improved with a one-story office building containing approximately 3,185 square feet and adjoining asphalt paved surface parking lot. The facility is currently occupied by the Savannah- Chatham County Metropolitan Police Department (SCMPD) Traffic Division, which is relocating to another location.



Location Map



Aerial (view south)



Street Scene along Bull Street
Source: Google Earth



Street Scene: View North Along Bull Street, Subject on Right
Source: Google Earth

As depicted on the preceding maps, the property is strategically positioned just south of the signalized intersection of 37th Street along the primary corridor of Bull Street. The current use is an underutilization of the property, and the site is prime for redevelopment with a more intense use. The City is seeking creative proposals to redevelop the property to yield a positive impact to the surrounding area, while also generating property sales proceeds and increased property tax income to the City.

PROCESS

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 March 2, 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. Sales are awarded to the highest most responsible bidder, although the City reserves the right to reject all bids. The City is seeking to sell the property by soliciting bids and not by auction. This request for proposal invites bids and proposals and provides the conditions associated with the proposed sale.

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

Electronic submissions will not be accepted.

SPECIAL CONDITIONS

Please note the following special conditions:

1. Deed Restrictions
 - a. The deed shall contain a restriction prohibiting hotel and motel development of the property.
 - b. The deed shall contain a restriction prohibiting short-term lease/rental of residential units for a term of less than six (6) months.

Exception: leases may include early termination clauses in favor of tenants when involving loss of employment, military transfers or deployments, or other considerations provided by law.
 - c. 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.

2. Conceptual development plans shall demonstrate the proposed project has sufficient on-site parking to meet City ordinance and development codes.
3. Incentive points will be provided to proposals that commit to provide Savannah First employment opportunities associated with a project.

2.1 PROPERTY DESCRIPTION

2.1.1 General

The subject property consists of three lots with approximately 149 combined feet of frontage along Bull Street and an average depth of approximately 111 feet along W. 38th Street. Overall, the site contains a total estimated area of 0.38 acre, more or less, subject to survey.

Legal Description

A legal description of the property is as follows:

All those certain lots, tracts or parcels of land situate, lying and being in the City of Savannah, Chatham County, Georgia, known on the map of the City as Lots Numbers Ninety Three (93) and Ninety Four (94), Estill Ward; said lots lying contiguous on the Northwest corner of Bull and 38th Street, and together having an Eastern frontage of Fifty Nine Feet Three Inches (59'3"), more or less, on Bull Street and a rectangular depth of One Hundred and Twelve (112) Feet, more or less, Westwardly to DeSoto Avenue, and being bounded as a whole said Ward, on the East by Bull Street, on the South by 38th Street, and on the West by DeSoto Avenue. This is a portion of the property conveyed to Chatham County, Georgia by Deed dated July 8, 1994 recorded in Deed Book 168-B, Page 620 in the Office of the Clerk of the Superior Court of Chatham County, Georgia.

All those certain lots, tracts or parcels of land situate, lying and being in City of Savannah, Chatham County, Georgia, known upon the map of said City as Lot Number Ninety Two (92) and the South part of Lot Number Ninety One (91) in Estill Ward; said lot and a half lot being contiguous and as one tract having a frontage of Forty Five (45) feet on Buyl Street with a rectangular depth Westwardly of One Hundred Eleven (111) feet and Six (6) inches to DeSoto Avenue, and being bounded on the North the North half of said lot Ninety One (91); on the East by Bull Street; on the South by Lot Number Ninety Three (93) said Ward, and on the West by DeSoto Avenue. This is a portion of the property conveyed to Chatham County, Georgia by Deed dated July 8, 1994 recorded in Deed Book 168-B, Page 620 in the Office of the Clerk of the Superior Court of Chatham County, Georgia.

All those certain lots, tracts or parcels of land situate, lying and being in the City of Savannah, Chatham County, Georgia known as Lot Number Ninety (90) and the Northern one half of Lot Number Ninety One (91), Estill Ward, on the Official Map of said City. Said lots are contiguous and have a combined frontage of Forty Five (45) feet on Bull Street and a rectangular depth to DeSoto Street and are bounded on the North by Lot Number Eighty Nine (89), said Ward; on the East by Bull Street; on the South by the Southern one half of Lot Number Ninety One (91), said Ward; and on the West by DeSoto Street. This is a portion of the property conveyed to Chatham County, Georgia by Deed dated July 8, 1994 recorded in Deed Book 168-B, Page 620 in the of the Clerk of Superior Court of Chatham County, Georgia.

The awarded Proposer can obtain a current survey as part of due diligence to verify these dimensions and areas.

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.

2.1.3 Zoning

The property is zoned TC-1 within the Thomas Square overlay district. 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 Metropolitan Planning Commission website via the following link:

<http://www.thempc.org/docs/ord/zoning/city/ArticleK.pdf>

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 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

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. Number of on-site parking spaces proposed, suitable to meet the on-site parking requirements of the proposed project.
 - iv. 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.
- c. Job and Population Creation Potential – The proposer shall specify the number and types of new jobs and renters or homeowners that the proposed project will facilitate, along with income ranges. Please include projections for new businesses.
- d. If the acquiring entity is tax-exempt, the Proposer must propose a voluntary payment in lieu of taxes over a specified period of time,.

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 (if required)
- 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 following programs once they become operational in January 2018:

Small Business Opportunity

The Savannah Business Opportunity (SBO) program seeks to increase utilization of local small businesses. Proposers are encouraged to utilize certified Savannah businesses in all aspects of the proposed project.

Hire Savannah

The Hire Savannah program seeks to increase the utilization of the local workforce. In an effort to increase hiring of qualified workers living in Savannah, proposers should consider:

- Exclusively post vacant positions for five days through WorkSource Coastal (WSC), the local workforce development agency serving the coastal region.
- Interviewing and considering hiring qualified candidates referred by WSC.

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 or more respondents. Proposers will be required to give oral presentations describing their submitted proposal. During this time, the proposer should be prepared to answer any questions from the selection committee. The City will contact proposers to schedule the time and place for the presentations.

2.3.7 Scoring Criteria

Scoring Criteria 1 (15 points)

Qualifications, experience, and financial capacity of Proposer: Points will be awarded based on the overall qualifications of the Project Team, including past performance. This includes Project Team experience with the design and development of similar projects, particularly projects within the City of Savannah.

Scoring Criteria 2 (25 points)

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

- Integration of all aforementioned Design Criteria.
- Aesthetic quality of the building architecture as experienced at the street level and beyond; project should 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 Thomas Square neighborhood.
- 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.

Scoring Criteria 3 (30 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. shall be submitted in the proposal. The City of Savannah may retain, in its sole discretion, a third party consultant to assist in evaluating the financial return and economic benefits proposed.

Scoring Criteria 4 (20 points)

Schedule of Performance, including projected time periods for contract, acquisition, development, and occupancy shall be included in the proposal.

Scoring Criteria 5 (10 points)

Commitment to utilizing Small Business and Hire Savannah programs when they become operational in January 2018.

Scoring Criteria Table

Scoring Criteria 1 – Qualifications of Development Team	15 points
Scoring Criteria 2 – Quality of Design Proposal	25 points

Scoring Criteria 3 – Financial Return and Economic Impact	30 points
Scoring Criteria 4 – Schedule of Performance	20 points
Scoring Criteria 5 - Commitment to Hiring Programs	<u>10 points</u>
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 responsible bidder.

2.6 **DELIVERY**

Proposals, including all required documentation must be submitted manually in hard copy to the address listed in the bid document to ensure receipt by the Purchasing Department on or before 1:30 P.M. (EST) 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 two (2) identical, printed copies of the proposal and supporting documents must be submitted in response to the RFP. 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 Property Services Department (912-651-6524) to schedule an inspection of the premises if desired.

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 – 2115 Bull Street, RFP Event # 5481 and include the name of the proposer.

ADDENDA ACKNOWLEDGEMENT	
My signature below confirms my receipt of all addenda issued for this proposal.	
<hr/>	<hr/>
Signature	Date
*This acknowledgement is separate from my signature on the fee proposal form. My signature on the fee proposal form will not be deemed as an acknowledgement of addenda.	

ALL PROPOSERS MUST BE REGISTERED SUPPLIERS ON THE CITY’S WEBSITE TO BE AWARDED AN EVENT. PLEASE REGISTER AT WWW.SAVANNAHGA.GOV. ELECTRONIC SUBMISSIONS WILL NOT BE ACCEPTED.

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

I have read and understand the requirements of this proposal, Event # 5481 Sale of Real Property located at 2115 Bull 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 Department 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 signature)

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 _____

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.

Signature

Title