



RFP Event #7237

The Sale of City-Owned Real
Property Located at 2-10 East
Bay Street, Savannah, Georgia

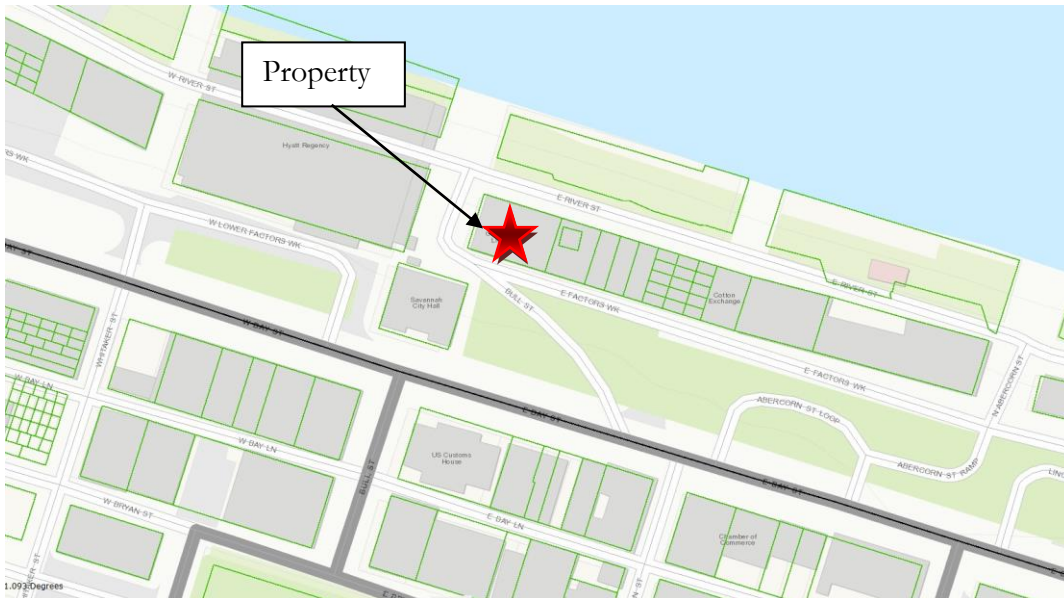
Purchasing Division
June 2019



**SURPLUS PROPERTY
2-10 EAST BAY STREET
LOCATED AT NORTHEAST CORNER OF
BULL STREET AND BAY /RIVER STREETS,
WITH VIEWS ALONG THE SAVANNAH RIVER,
CITY OF SAVANNAH, GEORGIA**

EVENT # 7237

- 2.0 Broad Description of Project:** The City of Savannah is offering for sale to the public a prime commercial property located along Bay Street with views along the beautiful Savannah River 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: Bull Street and Bay Street. The site is improved with a six story building containing approximately 44,064 gross square feet. The building is currently used by the City of Savannah as administrative offices. Electronic responses will not be accepted.



General Location Map



(source: Google Earth)

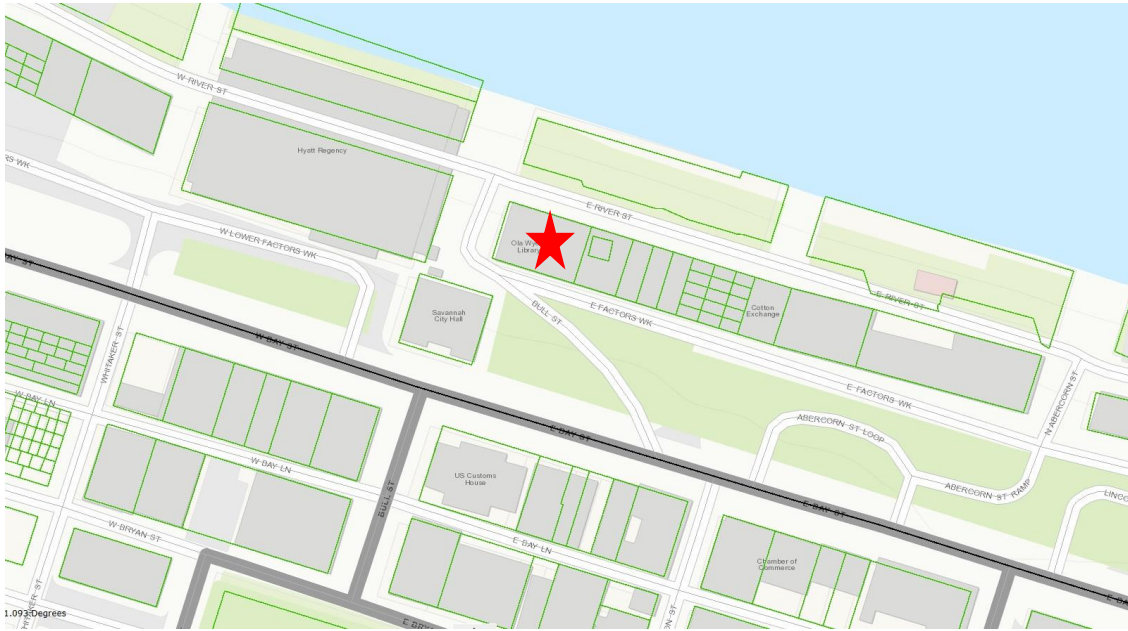
As depicted on the preceding map, the property is strategically positioned in the heart of the urban central business district of the City of Savannah. The underlying site fronts River Street and has dimensions of approximately 101 feet x 70 feet. The building has convenient access to Bay Street via pedestrian bridges, as well as prime frontage and access to River Street and Factors Walk, a service access lane located along the southerly property line. The intersection of Bay Street and Bull Street is signalized. The property is currently zoned B-B within the “Downtown” future land use district. A summary description of the zoning is provided in later sections of this request.

According to historical records, the building that currently stands was built for Eugene Kelly and is believed to have been completed in the 1870’s. It offers Italianate styling with views of both the Savannah River and Bay Street. The City of Savannah purchased the building in 1943 for the purposes of administrative offices. Currently the ground level along River Street is leased to two tenants with lease expirations at the end of 2020 and the end of September 2021. A complete history of the property can be found at the following web address:

<http://www.savannahga.gov/DocumentCenter/View/1376>

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.



2.1 Special Conditions

- a) **Deed Restrictions and Land Use:**
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 20 years.
- b) **Preliminary Discussions:**
Prior to submission of proposal, proposers are encouraged to review conceptual plans of development with City and Metropolitan Planning Commission staff.

2.2 Property Description

- a) **General**
The property is a rectangular parcel located at the signalized northeast corner of Bull Street and Bay Street. A current survey of the property is not available. The tax map reports the southern entrance of the site is set back from Bay Street approximately 150 feet and its ground level northern entrance fronts River Street.

Legal Description: LT 9 WHARF LT E OF BULL ST, City of Savannah, Chatham County, Georgia.

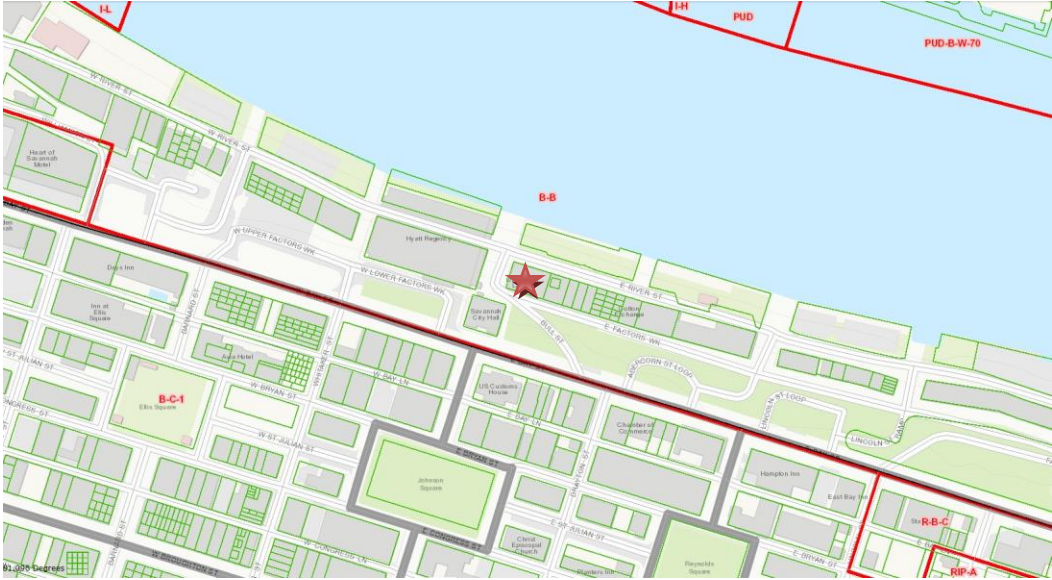
The Buyer can obtain a current survey and title insurance commitment as part of due diligence.

- b) **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

- c) **Zoning**
Located in zone B-B, 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. 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>

d) Utilities

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

Water: City of Savannah

Sewer: City of Savannah

Electric: Georgia Power

2.3 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. See attached blank standard form of Purchase and Sale Agreement.

2.4 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:

2.4.1 Qualifications of Development Team (10 points)

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.

2.4.2 Quality of Design Proposal (25 points)

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.

2.4.3 **Financial Return and Economic Impact (50 points)**

- 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. 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.

2.4.4 **Schedule of Performance (10 points)**

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
-

2.4.5 **Local Vendor Definition (5 points)**

A bidder or business shall be considered a local vendor if it meets all of the following requirements:

- a) The bidder or business must operate and maintain a regular place of business with a physical address within the corporate limits of the city, and
- b) The bidder or business must at the time of bid or quotation submission, have a current city business tax certificate issued by the City for at least one (1) year prior to the issuance of the requested competitive quote, bid, or proposal by the City (a post office box or temporary office shall not be considered a place of business), and

- c) The bidder or business performs quantifiable services in the ordinary course and scope of its business with the skills, qualifications, and expertise necessary to execute its contractual obligations to the City.

2.5 Proposal Format: Proposals shall be submitted in the following format and include the following information.

- a) Cover letter stating the intent of the Proposer for this event. Cover letter must include acknowledgement of all addenda issued for this proposal. If addenda are not acknowledged in the cover letter, proposals will not be considered further.
- b) Detailed description of proposed design as requested
- c) Fee Proposals per instructions in Section III signed by responsible party

2.6 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. The City may, at its option, request oral presentations

Scoring Criteria:

- a) Proposer's qualifications and experience, including support capabilities **(10 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.
- b) Quality, comprehensiveness and innovation of the proposed project **(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 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.
- c) Proposed Purchase Price **(50 points)**

- d) Schedule of performance, including contract term, acquisition, development, and occupancy **(10 points)**
- f) Local vendor (Within the city limits of Savannah and has a City of Savannah Business Tax Certificate) participation **(5 points)**

Scoring Criteria Table-

Scoring Criteria 1 – Qualifications of Development Team	10 points
Scoring Criteria 2 – Quality of Design Proposal	25 points
Scoring Criteria 3 – Purchase Price	50 points
Scoring Criteria 4 – Schedule of Performance	10 points
Scoring Criteria 5- Local Vendor	5 points
Total Score	100 points

Proposals shall be evaluated by a selection committee. A short list may be developed and interviews conducted with those proposers deemed to be most qualified. The City reserves the right to conduct interviews of any or all proposers at the City’s discretion. The City also reserves the right to request a best and final offer (BFO) and to re-score evaluations based on the best and final offer. Proposers may be required to provide clarification of their proposal as part of the BFO response.

2.7 Conveyance

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

2.8 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. 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 enter into negotiations with the selected proposer to finalize a mutually agreeable Purchase and Sale Agreement, Development Agreement, and any other related documentation. No multiple offers will be considered. Proposers shall submit one proposal. 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.

2.9 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 Department 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. Only one offer will be accepted per group or individual. Electronic submittals will not be accepted.

2.10 Copies: One unbound, printed and signed original, six identical, printed copies and one electronic copy (submitted on a flash drive) of the proposal and supporting documents must

be submitted in response to the RFP. All responses must relate to the specifications as outlined.

- 2.11 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.
- 2.12 Inspections:** Interested proposers may contact the City Real Estate Services Department (912-651-6524) to schedule an inspection of the premises if desired. Any questions arising from inspections must be submitted to the event contact in writing for inclusion in an addendum.
- 2.13 Qualifications:** Each proposer shall submit a summary of their qualifications and experience. Additional information such as agency brochures, resumes, etc. may be submitted as appropriate.
- 2.14 Schedule:** Each proposer shall submit a proposed time schedule for the project.
- 2.15 Fees:** Proposer shall submit fees based on the detailed listing in Section 3 of the RFP.
- 2.16 Acknowledgement of Addenda:** Vendor is responsible for determining and acknowledging any addenda issued in connection with this RFP. Addenda must be acknowledged in order for proposals to be considered.

SECTION III

FEE PROPOSAL

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. PROPOSALS MUST BE SUBMITTED ON THIS FORM.

Fee proposals shall be submitted on this form in a separate sealed envelope clearly marked Fee Proposal SALE OF CITY-OWNED PROPERTY AT 2-10 EAST BAY STREET, SAVANNAH, GEORGIA RFP Event No. 7237 and include the name of the proposer. Fee proposals will only be opened if, after the initial evaluation, proposer is deemed to be qualified. Fee proposals will then be considered in relation to the qualification points awarded to determine the overall best proposal in terms of fees and qualifications. If a proposer fails to submit fees separately from the proposal, or submits pricing anywhere else in the proposal, that proposal may be deemed non-responsive.

All addenda must be acknowledged in the cover letter according to the terms set forth in Section 2.2 of this RFP.

Proposed purchase price of the real property for 2-10 East Bay Street, Savannah, Georgia.

\$ _____

*No multiple offers will be considered. Proposers shall submit one proposal price

SUBMITTED BY: _____

PROPOSER: _____

SIGNED: _____

NAME (PRINT): _____

ADDRESS: _____

CITY/STATE: _____ ZIP _____

TELEPHONE: (_____) _____
Area Code

FAX: (_____) _____
Area Code

EMAIL: _____

I certify this proposal complies with the General and Specific Specifications and Conditions issued by the City except as clearly marked in the attached copy.

Please Print Name

Authorization Signature

Date

NON-DISCRIMINATION STATEMENT

The prime contractor / bidder 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, women, and individuals belonging to other socially and economically disadvantaged groups;
- (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

CONTRACTOR AFFIDAVIT AND AGREEMENT
Employment Eligibility Verification

By executing this affidavit, the undersigned contractor verifies its compliance with O.C.G.A. 13-10-91, stating affirmatively that the individual, firm, or corporation which is contracting with the City of Savannah has registered with and is participating in a federal work authorization program* [any of the electronic verification of work authorization programs operated by the United States Department of Homeland Security or any equivalent federal work authorization program operated by the United States Department of Homeland Security to verify information of newly hired employees, pursuant to the Immigration Reform and Control Act of 1986 (IRCA), P.L. 99-603], in accordance with the applicability provisions and deadlines established in O.C.G.A. 13-10-91.

The undersigned further agrees that, should it employ or contract with any subcontractor(s) in connection with the physical performance of services pursuant to this contract with the City of Savannah, contractor will secure from such subcontractor(s) similar verification of compliance with O.C.G.A. 13-10-91 on the Subcontractor Affidavit provided in Rule 300-10-01-.08 or a substantially similar form. Contractor further agrees to maintain records of such compliance and provide a copy of each such verification to the City of Savannah at the time the subcontractor(s) is retained to perform such service.

EEV / Basic Pilot Program* User Identification Number

BY:

Contractor Name

Date

Signature of Authorized Officer or Agent

Printed Name of Authorized Officer or Agent

Title of Authorized Officer or Agent of Contractor

*As of the effective date of O.C.G.A. 13-10-91, the applicable federal work authorization program is the "EEV / Basic Pilot Program" operated by the U. S. Citizenship and Immigration Services Bureau of the U.S. Department of Homeland Security, in conjunction with the Social Security Administration (SSA).

* * * * *

Instructions for Completing Contractor Affidavit and Agreement Form

As required under Senate Bill 529 – “Georgia Security and Immigration Compliance Act” of 2006, O.C.G.A. Section 2, Article 3 13-10-91, public employers, their contractors and subcontractors are required to verify the work eligibility of all newly hired employees through an electronic federal work authorization program. The Georgia Department of Labor has added a new Chapter 300-10-1, entitled "Public Employers, Their Contractors and Subcontractors Required to Verify New Employee Work Eligibility Through a Federal Work Authorization Program," to the Rules and Regulations of the State of Georgia. (See website: http://www.dol.state.ga.us/pdf/rules/300_10_1.pdf.) The new rules designate the “Employment Eligibility Verification (EEV) Basic Pilot Program” operated by the U.S. Citizenship and Immigration Services Bureau of the U.S. Department of Homeland Security as the electronic federal work authorization program to be utilized for these purposes. The EEV/Basic Pilot Program can be accessed at: <https://everify.uscis.gov/enroll/StartPage.aspx?JS=YES>. Bidders shall comply with this new rule and submit with your bid the attached “Contractor Affidavit and Agreement.”

Affidavit Verifying Status for City of Savannah Benefit Application

By executing this affidavit under oath, as an applicant for a City of Savannah, Georgia Business License or Occupation Tax Certificate, Alcohol License, Taxi Permit, Contract or other public benefit as reference in O.C.G.A. Section 50-36-1, I am stating the following with respect to my bid for a City of Savannah contract for _____. [Name of natural person applying on behalf of individual, business, corporation, partnership, or other private entity]

1.) _____ I am a citizen of the United States.

OR

2.) _____ I am a legal permanent resident 18 years of age or older.

OR

3.) _____ I am an otherwise qualified alien (8 § USC 1641) or nonimmigrant under the Federal Immigration and Nationality Act (8 USC 1101 *et seq.*) 18 years of age or older and lawfully present in the United States.*

In making the above representation under oath, I understand that any person who knowingly and willfully makes a false, fictitious, or fraudulent statement or representation in an affidavit shall be guilty of a violation of Code Section 16-10-20 of the Official Code of Georgia.

Signature of Applicant: Date

Printed Name:

SUBSCRIBED AND SWORN
BEFORE ME ON THIS THE
_____ DAY OF _____, 20____

* _____
Alien Registration number for non-citizens.

Notary Public
My Commission Expires:

***Instruction for Completing Systematic Alien Verification
for Entitlement (SAVE) Form***

O.C.G.A. § 50-36-1, requires Georgia's cities to comply with the federal **Systematic Alien Verification for Entitlements (SAVE) Program**. SAVE is a federal program used to verify that applicants for certain "public benefits" are legally present in the United States. Contracts with the City are considered "public benefits." Therefore, the successful bidder will be required to provide the Affidavit Verifying Status for City of Savannah Benefit Application prior to receiving any City contract. The affidavit is included as part of this bid package but is only required of the successful bidder.