



# RFP Event No. 5983

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The Sale of City-Owned Real  
Property Located at 601 East  
Liberty Street, Savannah,  
Georgia

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Purchasing Division

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## SECTION II

### **SURPLUS PROPERTY 601 EAST LIBERTY STREET LOCATED AT SOUTHEAST CORNER OF E LIBERTY STREET AND E BROAD STREET, CITY OF SAVANNAH, GEORGIA**

#### **EVENT NO. 5983**

- 2.0 Executive Summary: The City of Savannah is offering for sale to the public a **prime commercial and very strategic property** located at the signalized intersection of East Liberty Street and East Broad Street. At 1.91 acres, the property is one of the largest, mostly vacant parcels remaining in the downtown area. The site is improved with a five (5) story office building containing four (4) floors of office space at approximately 26,400 gross square feet and an additional unfinished basement containing 6,600 gross square feet. The building is currently vacant and in process of renovation. A new roof and handicap access ramp have been added; old carpeting has been removed and underlying asbestos floor mastic abated; exterior lintels, cornices, and brick work have been repaired and cleaned; and a new elevator has been installed. Interior renovations such as the installation of new floor coverings, painting, and other interior modifications will be the responsibility of a buyer.

The building is situated in the extreme northeast corner of the site and encumbers a very limited portion of the property. As a result, most of the site remains available for development of a significant mixed-use project that could include commercial and residential uses, as well as a parking garage. The site is located in a rapidly redeveloping area, with several new multi-family and mixed-use projects underway or planned nearby.

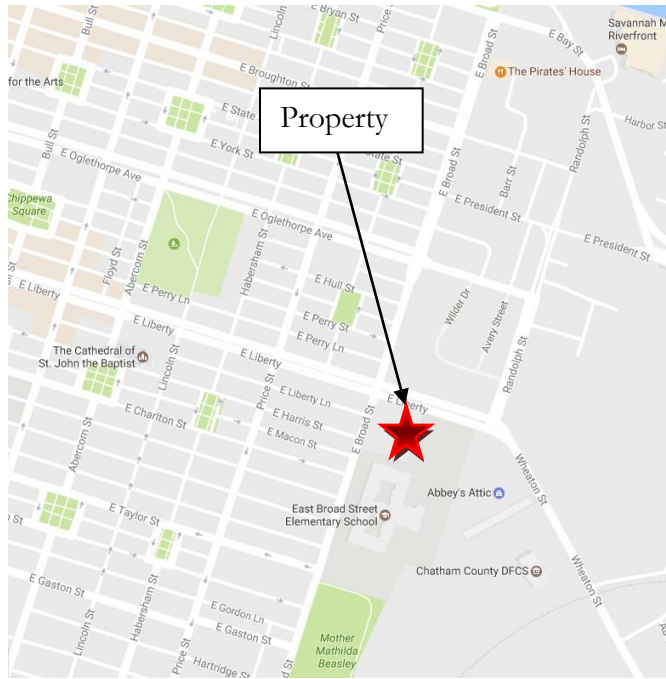
The property is positioned adjacent to, but just outside, the Historic Landmark District and is therefore not encumbered by height restrictions. The property is located at the signalized intersection of East Liberty Street and East Broad Street and provides good access in close proximity to the Truman Parkway. The site is also located along two public bus routes.

The property is currently zoned RIP-B within the “Downtown - Expansion” future land use district. A summary description of the zoning is provided in later sections of this request.

Electronic responses will not be accepted.

Maps and additional information follows:

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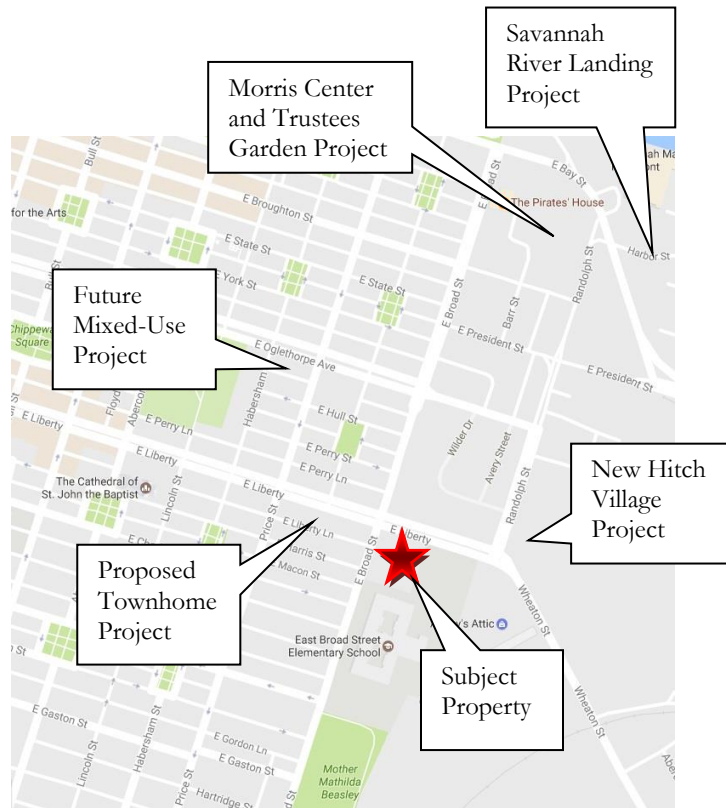


Location Map



Street Scene View





Nearby Developments

**HISTORY:**



Atlantic Coast Line Rail Road Office Building, 601-629 East Liberty Street, 1926  
 Collection #1360, Cordray-Foltz photographs, Box 12, Folder 11, Item #ST012.11-03,  
 Georgia Historical Society.

The building was constructed in 1926 by Atlantic Coast Line Rail Road as their general offices. It is a robust structure constructed of brick, concrete, and metal. In 1988, the property was sold to the Catholic Diocese of Savannah and later renovated with two new stairways, complete rewiring, installation of central ventilation systems, and some new plumbing. The Church sold part of the site to the School Board in 1989 leaving 1.91 acres. The City acquired the property in 2015 with the intent to use the facility for administrative offices.

## **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 16, 2017. Surplus real property is offered for sale to the public, either by sealed bid or auction, after due notice has been provided. The sale is then awarded to the highest responsible bidder, or all bids are rejected. 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.

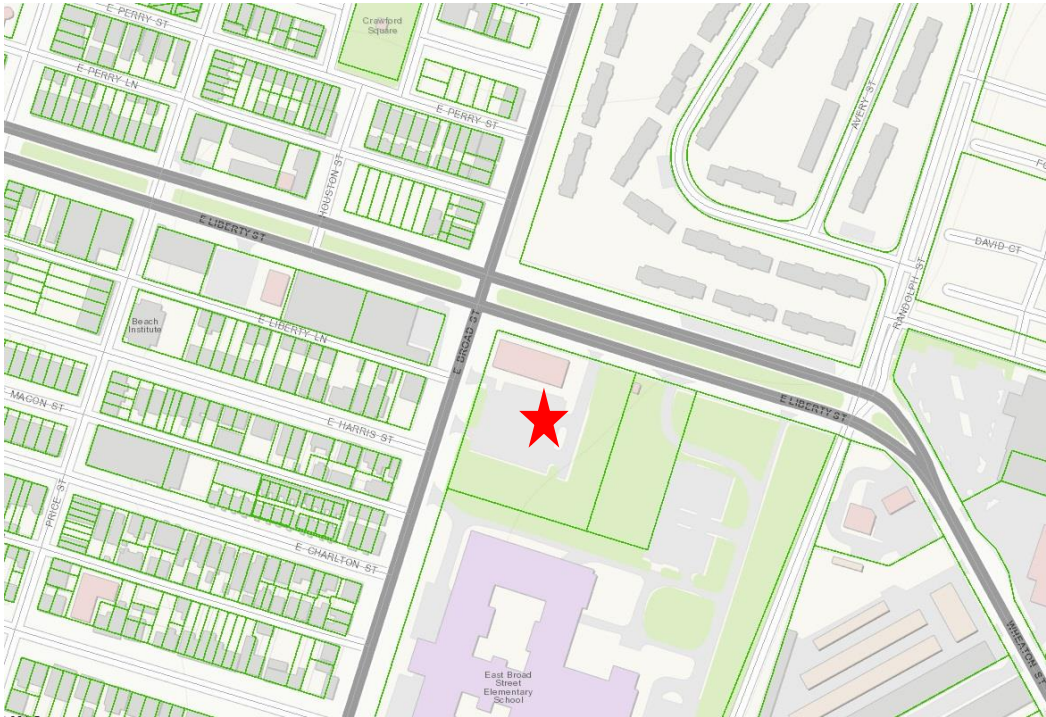
All questions submitted by interested parties in response to this request are assembled by the City's Purchasing Division and posted, along with answers/responses, for the public to review. This public process ensures transparency and equity, and avoids potential conflicts of interest.

## **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.
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## Tax Parcel Map



### 2.1 PROPERTY DESCRIPTION

#### 2.1.1 General

The property is a rectangular parcel located at the signalized southeast corner of East Liberty Street and East Broad Street. A current survey of the property is not available. The tax map reports the site enjoys 270 feet of frontage along East Liberty Street and 308 feet of depth along East Broad Street and totals approximately 1.91 acres. The site's parking lot, currently striped for +/- 50 parking spaces, is accessible from both East Liberty and East Broad Streets.

Legal Description: PORTION OF THE OLD ATLANTIC COASTLINE YARD ATLANTIC WD PLAT BOOK 50M PG255 1.911 AC, City of Savannah, Chatham County, Georgia.

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

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## 2.1.2 Flood Zone

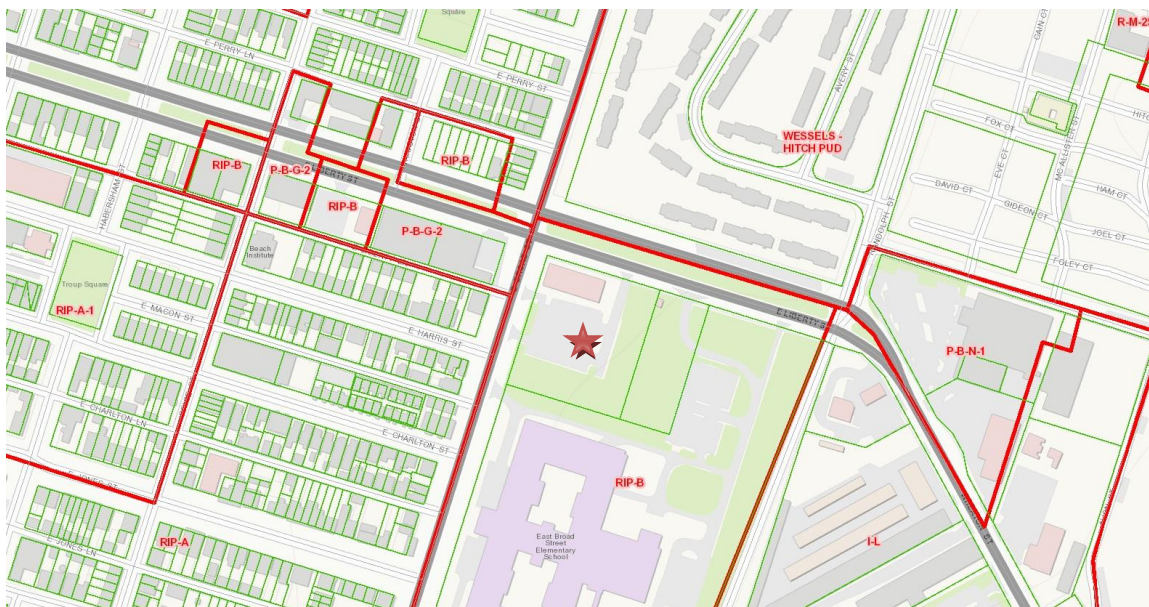
According to Flood Emergency Management Agency maps, the property is located in flood zone X, which is outside the 100 and 500 year flood hazard areas and offers the lowest risk of potential flooding. An excerpt of the flood map as provided by the Savannah Area Geographic Information System (SAGIS) follows:



Source: SAGIS

## 2.1.3 Zoning

The property is zoned RIP-B. 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**

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
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- 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.

Note: An appraisal of the property dated October 20, 2107 reports the market value of the fee simple interest in the property at \$5,910,000. A copy of this appraisal report is available to interested parties.

- 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. 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
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- 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 capacity of proposer (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.

##### Proposed Use/Project (20 points)

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

- Integration of all aforementioned Design Criteria.
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- 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 of adjacent historic properties.
- 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

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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 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 – 601 E. Liberty Street, RFP Event No. 5983 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. 5983 Sale of Real Property located at 601 E. Liberty 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

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