

**COLLINGSWOOD ATLANTIC AVENUE (WATER
TOWER)
TRANSIT VILLAGE REDEVELOPMENT PROJECT
COLLINGSWOOD, NEW JERSEY**

**REQUEST FOR QUALIFICATIONS
and
CONCEPT PROPOSALS
for
Redeveloper**

I. INTRODUCTION

Pursuant to this Request for Qualifications (“RFQ”), the Borough of Collingswood (“Borough”) is seeking a Redeveloper for approximately 1.8 acres of real estate (Block 95, Lots 18.01, 19, 20, 21, 22, 22.01, 23 & 24.01) bordered by N. Atlantic Avenue to the south and by lots abutting Haddon Avenue to the north, as depicted on the Tax Map appended hereto as Appendix A and the Site Location Map attached hereto as Appendix B (the “Project Site”).

The Borough hereby invites development firms to submit a Statement of Qualifications, as well as preliminary concept plans for development of the site. The Borough encourages submission of varied concepts for further discussion and negotiation to potentially be designated as the Redeveloper for this transit-oriented development project. The public advertisement constitutes the Borough's formal solicitation to determine the interest of qualified development firms in the aforesaid project.

II. COLLINGSWOOD BOROUGH

Collingswood is a charming community of 14,200 residents renowned for its vibrant community, historic charm, and cultural richness. It borders the City of Camden and the Borough of Woodlynne to the west and Haddon Township to the east. On the north, the Cooper River separates Collingswood from Pennsauken and Cherry Hill Townships and on the south it is bordered by Oaklyn and Audubon Boroughs. Nestled just a few miles from Philadelphia, Collingswood boasts tree-lined streets, well-preserved Victorian architecture, and a lively downtown area. The town is celebrated for its commitment to sustainability and a strong sense of community engagement. Residents and visitors alike are drawn to the town's diverse array of dining options, ranging from local eateries to upscale restaurants, making Collingswood a culinary destination.

Collingswood is approximately 97% developed and has approximately 280 businesses and more than 6,500 residential housing units. Collingswood offers direct linkages to the

Philadelphia Metropolitan region's economy via an excellent network of state highways and the PATCO (Port Authority Transit Corporation) high speed commuter transit system.

The Heart of Collingswood is the downtown area that consists of about 10 blocks of a pedestrian friendly main street. The main street is County Route 561 (commonly known as Haddon Ave) which is a heavily traveled two-lane bidirectional street. Haddon Avenue, features a mix of boutique shops, art galleries, and specialty stores, contributing to a thriving local economy. Several times a year this street is closed to vehicular traffic and used for civic events. On Friday nights and weekends the street is packed with regional patrons visiting the several moderately priced gourmet BYOB restaurants, antique and specialty shops and general purpose retail stores which line both sides of the avenue. Most of the residents' daily needs can be met along this strip.

The most recent large addition to the downtown is The LumberYard condominium and apartment project, a mixed-use redevelopment initiative on Haddon Avenue that includes 119 residential units and 19 commercial units.

The Project Site is two blocks from the Collingswood PATCO transit station, one block from the LumberYard, and one-half block away from the center of the Borough's downtown.

III. THE COLLINGSWOOD ATLANTIC AVENUE (WATER TOWER) AND SMART GROWTH

All property within the Project Site has been designated "an area in need of rehabilitation" and "an area in need of redevelopment" pursuant to the Local Redevelopment and Housing Law, N.J.S.A. 40A:12A-1, *et seq.* The selected Redeveloper will be required to develop the redevelopment area in accordance with an approved redevelopment plan. The Project Site is approximately 1.8 acres, all of which are owned by the Borough, and consists of several structures, surface parking, and two water towers. The site is located in the middle of the heart of Collingswood, two blocks from the Collingswood PATCO station. The current structures in the Redevelopment Area house the Collingswood Public Works Department, Collingswood Bike Share, Collingswood Community Center, and former court building.

The Borough has commenced construction of a new building that will house the Public Works Department and remove the former court building. The Collingswood Bike Share will be relocated as part of this development.

Collingswood has been designated a "Transit Village" by the New Jersey Department of Transportation. Transit Villages in New Jersey have demonstrated a commitment to revitalizing and redeveloping the area around their transit facilities into compact, mixed-use neighborhoods with a strong residential component. The anticipated development of the project will be consistent with all aspects of current State of New Jersey policy. At a time when the State of New Jersey is undertaking measures to curb sprawl and

development in suburban and rural areas, the redevelopment of this unique area of Collingswood is expected to be supported by all agencies of state government.

The planned redevelopment of this section of Collingswood is consistent with the principles of smart growth. The redevelopment of this site should conserve both man-made and natural resources, seek to enhance the environment and improve the quality of life for state residents.

IV. LOCATION OF THE REDEVELOPMENT AREA

A map outlining the borders of the redevelopment project is included in the Appendix of this RFQ. Generally, the area encompasses eight (8) parcels, six (6) of which border N. Atlantic Avenue between Collings Avenue and Irvin Avenue, approximately one block south of Haddon Avenue, and two blocks west of the PATCO Speedline Station and parking lots.

V. DEMOGRAPHICS AND THE REGIONAL ECONOMY

The redevelopment site is located within the heart of the Philadelphia Metropolitan Area and will allow the Redeveloper to take advantage of the purchasing power and population of the nation's sixth largest region. The regional market includes over five million residents and has a stable and highly diversified economy. The region is anchored by one of America's largest concentrations of health care, education, research, finance, printing, food processing, entertainment and defense entities.

VI. WHAT WE ARE SEEKING IN A REDEVELOPER

The Borough is seeking to designate a Redeveloper with extensive experience in urban and suburban redevelopment of mixed-use commercial, retail, residential housing, and structured parking. Joint ventures that comprise the experience sought by the Borough will be considered. The Borough will ultimately issue a separate Request for Proposals from a small group of redevelopers selected through the RFQ process seeking creative proposals that have the potential for employment and tax ratable generation while maintaining an aesthetically attractive environment.

The Redeveloper must have financial resources that can be clearly demonstrated in the response to the later RFP that will be issued by the Borough. Detailed financial statements and project *pro formas* will be required and evaluated during the separate RFP selection process.

VII. REQUIRED INFORMATION IN YOUR RESPONSE

The response to this RFQ must include at a minimum the following information (if joint venture, information on all companies must be included):

- A. A detailed description of your company and any member of your development team and its real estate development history. Include resumes of principals of your company and any other firm with significant project responsibility.
- B. The Developer Information Form (signed by the authorized officer).
- C. A listing of relevant development projects with detailed information as to the nature, size, scope, cost, date of the project and amount of debt issued and equity raised. Please include photographs of each project.
- D. Five references including current telephone numbers (including financial institutions).
- E. A generic concept plan featuring a cohesive vision for the entire site which leaves in place the Collingswood Community Center and, obviously, the Collingswood Water Towers.

The Borough will require onsite parking be provided for all new residential contemplated in the concept plan, as well as replacing the existing surface lot spaces and a net gain in public parking spaces. Structured parking will be a necessary component of any concept.

The Borough is firmly committed to providing full and equal business opportunities to all persons regardless of race, color, religion, gender, national origin, age or non-job related disability. In that regard, the Borough will affirmatively assure that minority and female-owned business enterprises are afforded equal opportunities to submit bids and/or proposals for consideration for all purchases and contracts issued in connection with this project. Prospective proposers should understand that the participation of certified MBEs and WBEs is a matter of great interest in the evaluation of all proposals. To that end, there may be MBE and WBE goals established for this project. Proposers are not expected to name their MBE and WBE team members at the time they submit the Statement of Qualifications. However, MBE and WBE team members must be named, and commitment levels must be noted, at the time the developer submits a response to the Request for Proposal.

Although the Borough encourages creativity in this RFQ process, please limit the format of your response to standard letter size documents, which should be bound and tabbed for easy review by the evaluation team. The documentation and other visual materials should be approximately 24" by 36" and on rigid board for presentation to our review committee. Please provide 10 copies with your response to this RFQ. Additional copies may be requested by the Borough.

Your firm will be responsible for all costs of preparation of the response to the RFQ. The Borough will not return any materials submitted.

VIII. PROJECT SITE INSPECTIONS AND MEETINGS

The Borough encourages interested developers to meet with Borough staff and local officials to discuss this development opportunity. All interested developers are encouraged to attend an **informational briefing** session at the **Collingswood Community Center Ballroom (2nd floor), 30 W. Collings Avenue, Collingswood, New Jersey on February 22 at 11:00 a.m.** At this meeting developers will be encouraged to ask questions about the scope of this project and the qualifications sought of potential developers.

IX. THE SELECTION PROCESS/CRITERIA

Submission of qualifications is the first step in the redeveloper selection process. Upon review and evaluation of the RFQ submissions, the Borough will identify redevelopment firm(s) they deem qualified to perform the project. By separate process, the Borough will issue a Request for Proposals from qualified firms which will be invited to submit detailed proposals to perform the project. Developers not invited to submit a proposal will be notified of the Borough's decision. The Borough is not required to and shall not conduct any debriefings subsequent to the decisions of the Borough.

A Selection Committee consisting of at least three representatives of the Borough will evaluate the RFQ submissions based on the following criteria and such other factors as they deem relevant:

- ◆ Experience and success in developing similar projects
- ◆ Length of time the firm has been in business.
- ◆ Experience of the project manager, key personnel, and project team
- ◆ Financial stability and capabilities
- ◆ Experience in developing and negotiating financial packages
- ◆ Experience with the public sector in the development of projects
- ◆ Conformance of project concept with the goals of the project partners

X. DEVELOPER SELECTION

At the close of the qualification evaluation, certain developers will be deemed qualified and will be invited to submit full development proposals in response to a separately issued Request for Proposals issued by the Borough. The Request for Proposal will delineate, among other things, the evaluation and selection criteria for the designation of a Redeveloper.

The Borough intends to select a Developer and designate it Redeveloper status by the Borough and a Redevelopment Agreement will be negotiated between the parties. Thereafter, the developer and the Borough will develop the appropriate agreements with the Redeveloper.

XI. DUE DATE AND PRINCIPAL POINT OF CONTACT

Responses to this RFQ are due in the office of the Borough of Collingswood on or before March 15 at 3 p.m. and should be addressed to the attention of:

Cassandra Duffey, Administrator
Borough of Collingswood
Borough Hall
678 Haddon Avenue
Collingswood, New Jersey 08108
(856) 854-0720 x125 • cduffey@collingswood.com

Please transmit ten (10) complete sets of your response packet to the above address. Questions on this RFQ, inquiries and site tours can be arranged by contacting Cassandra Duffey at the address above.

The Borough reserves the right to make any and all decisions regarding the selection of a redeveloper or redevelopers and to waive any formality and to take any action that the Borough determines, in its sole discretion, to be in the best interest of the Borough. The Borough reserves the right to reject any and all statements of qualifications or proposals in the sole discretion of any of the project partners. The provisions of the RFQ and RFP are made for the benefit of the Borough, and no right shall be deemed to accrue to any person submitting a statement of qualifications or proposal by reason of the submission of any statement of qualification or proposal, or by the waiver or non-enforcement of any provisions or requirements of the RFQ or RFP or by reason of any term or terms thereof.

BOROUGH DEVELOPER INFORMATION FORM

DEVELOPER

- A. Legal Name of Developer: _____
- B. Corporation, Partnership of Sole Proprietorship: _____
- C. Date of Establishment: _____ State : _____
- D. Address of Developer: _____

- E. Telephone #: _____
- F. Fax # _____
- G. E-mail Address: _____
- H. Website Address: _____
- I. Name of Contact: _____ Title : _____
- J. Other Members of Developer's Team:
- K. Names, addresses, title or position (if any), and nature and extent of the interest of the officers and principal members, shareholders and investors of the Developer, must be set forth as follows:
1. If the Developer is a corporation, the officers, directors or trustees, and each stockholder owning more than 10 percent of any class of stock.
 2. If the Developer is a non-profit or charitable institution or corporation, the members who constitute the board of trustees or board of directors or similar governing body of the organization.
 3. If the Developer is a partnership, each partner, whether general or limited partner, and either the percent of interest or a description of the character and extent of interest or ownership of the partnership.
 4. If the Developer is a business association or a joint venture, each participant and either the percent of interest or a description of the character and extent of such interest.

5. If the Developer is some other entity, the officers and each person having an interest of more than 10 percent.
6. State any relationship or interest, either direct or indirect with any member of the governing body of the Borough of Collingswood, the County of Camden or any of its agencies or authorities, the State of New Jersey or any of its agencies or authorities.

CERTIFICATION

The undersigned is a duly appointed officer of the Developer and has reviewed, understands and accepts the terms and conditions of this Request for Qualifications and Expression of Interest as set forth herein. The undersigned further affirms that he/she is authorized to submit this response to the Borough of Collingswood and the DRPA/PATCO. The Developer understands that this response is a public document and is subject to public disclosure under the New Jersey Open Public Records Act and other common and applicable laws.

The undersigned further acknowledges that the Developer has had an opportunity to visit the site of the Redevelopment Project, has familiarized itself with the legal requirements applicable to the Redevelopment Project, has made an independent investigation it deemed necessary and has satisfied itself as to all conditions affecting cost or performance of the Redevelopment Project.

I, THE UNDERSIGNED, BEING DULY SWORN UPON MY OATH SAY: The information contained in the response and in all attachments submitted herewith is to the best of my knowledge and belief true, accurate and complete. I have the authority to submit this response to the Borough on behalf of the Developer. I understand that if such information is willfully false, I am subject to criminal prosecution under N.J.S.A. 2C: 28-2 and that the Borough and DRPA/PATCO, at their sole discretion, may reject or make any decision within their power on the selection of Developers under this redeveloper selection procedure.

NAME OF DEVELOPER _____

SIGNATURE _____

NAME (PRINT OR TYPE) _____

TITLE _____

DATE _____

APPENDIX A

APPENDIX B

