

**COLLINGSWOOD PATCO STATION  
TRANSIT VILLAGE REDEVELOPMENT PROJECT  
COLLINGSWOOD, NEW JERSEY**

***REQUEST FOR QUALIFICATIONS  
and  
EXPRESSIONS OF INTEREST***  
For  
**Master Redeveloper**

**I. INTRODUCTION**

The Borough of Collingswood (“Borough”), the Delaware River Port Authority (“DRPA”), and the Port Authority Transit Corporation (“PATCO”) are collaborating on the development of a transit village/transit oriented redevelopment project centered at the Collingswood PATCO Station.

The project is an extension of the Borough’s successful downtown revitalization program and is consistent with a recent initiative of DRPA/PATCO to consider the feasibility of transit oriented development of its Speedline Stations to increase ridership while simultaneously contributing to the economy and quality of life within its host communities.

Haddon Avenue, Collingswood’s main commercial thoroughfare, is a County highway and the County of Camden, New Jersey (the "County") maintains an overall commitment to economic development in the region. Therefore, the County has expressed it will play a role in the project.

The Borough and DRPA/PATCO hereby invite development firms to submit a Statement of Qualifications to potentially be designated as the Master Developer for the Collingswood Station transit oriented development project in Collingswood, New Jersey. The public advertisement constitutes the Borough, DRPA and PATCO's formal solicitation to determine the interest of qualified development firms in the aforesated project.

**II. COLLINGSWOOD BOROUGH**

Collingswood is a community of 14,300 residents and is approximately 97% developed. 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.

Collingswood has approximately 280 businesses and over 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. 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 addition to the downtown is The Lumber Yard condominium project, a mixed-use redevelopment initiative on Haddon Avenue that includes 119 residential units and 19 commercial units. The first phase of the project, containing 41 residential and 12 commercial units is completed and all units have been sold with all residential and most retail units occupied. The second phase of the development is under construction and will be ready for occupancy in early 2009. Visit [www.lumberyardcondos.com](http://www.lumberyardcondos.com) for more information.

The Collingswood PATCO transit station is one block away from the center of the Borough's downtown.

Linking the PATCO station to the downtown is one of the goals sought by the transit village. Increasing the amount of visitors within the downtown area will create an even more lively and successful business district. An additional goal is to provide needed amenities for the large number of commuters that visit the town to use the PATCO Station each day. Amenities complementing the train station would be consistent with the service industry - for example: dry cleaners, prepared meals, pharmacies and newsstands. Additionally, destination travelers can be met at the train station by the concierge, who would direct them to what they are looking for in town.

DRPA/PATCO's interest, from a transit perspective, is to enhance the rider experience and increase ridership at the Collingswood station. The intent is to retain existing riders and add new riders resulting from the Smart Growth development around the station. In order to retain existing riders, parking spaces for PATCO customers equal to or exceeding the number currently available will need to be replaced with structured parking. The cost of PATCO customer parking and the continued access to the parking will need to be commensurate with current conditions. In addition, the station will remain open during redevelopment and construction will need to be phased to accommodate vehicle parking throughout the project duration.

### **III. THE COLLINGSWOOD STATION TRANSIT VILLAGE AND SMART GROWTH**

All property within the Collingswood Station Transit Village has been designated “an area in need of redevelopment” pursuant to the Local Redevelopment and Housing Law, N.J.S.A. 40A:12A-1, et seq. The Collingswood Station Transit Village is approximately 9.1 acres, 7.6 acres of which are owned by the Delaware River Port Authority (DRPA) and consist of an elevated PATCO transit station with a large surface parking lot. Development will focus around the station and its ridership. The station is located one block south of the intersection of Haddon Ave. (County Route 561) and Bilson Avenue in the middle of the heart of Collingswood. Currently the only uses of the DRPA owned property are the PATCO Station and the parking lot. The remaining land in the redevelopment area consists of several commercial, retail and office uses. The selected Master Redeveloper will be required to develop the redevelopment area in accordance with the approved redevelopment plan and this RFQ.

Collingswood has been designated a “Transit Village” by the New Jersey Department of Transportation. The anticipated development of the Borough project will be consistent with all aspects of current State of New Jersey policy. At a time when the State of New Jersey will be 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 that the State is pursuing aggressively. The redevelopment of this site conserves both man-made and natural resources, seeks to enhance the environment and improve the quality of life for state residents, and utilizes existing infrastructure avoiding new capital outlays for new utility extension.

The policies of smart growth are formalized in the New Jersey State Development and Redevelopment Plan. The Collingswood PATCO Station project is consistent with this plan and meets all of its planning objectives concerning economic development, transportation, recreation, urban and suburban development, conservation of resources, provision of public facilities and intergovernmental coordination.

### **IV. LOCATION OF THE REDEVELOPMENT AREA**

A map outlining the borders of the redevelopment project is included on the Appendix page of this RFQ titled “Collingswood TOD Conceptual Illustrative Site Plan.” This appendix map is for reference only and should be used for a general outline. Items on this appendix are only a suggested design and developers are encouraged to expand on this outline creatively. Generally, the area encompasses the PATCO Speedline Station and parking lots. It also includes properties fronting Haddon Avenue from Stiles Avenue westward, stopping before the Foster-Warne Funeral Parlor property.

A master plan was developed for DRPA/PATCO in 2005 and 2006 by Wallace Roberts & Todd, LLC to examine the viability of maximizing the agency's real estate at its six suburban PATCO stations and the Ferry Avenue station in Camden. The study was conceived by the Authority's New Jersey commissioners and funded by their regional development fund. Interested developers can ask to see the study at Collingswood Borough Hall (678 Haddon Ave). Other details on Collingswood's transit village project to date can be found at [www.collingswood.com](http://www.collingswood.com) under the TOD icon.

## **V. DEMOGRAPHICS AND THE REGIONAL ECONOMY**

The redevelopment site is located within the heart of the Philadelphia Metropolitan Area and will allow the Master 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 MASTER REDEVELOPER**

The Borough and DRPA/PATCO are seeking to eventually designate a Master Redeveloper with extensive experience in urban and suburban redevelopment of mixed-use commercial, retail and residential housing. Joint ventures that comprise the experience sought by the Borough and DRPA/PATCO will be considered. The Borough and DRPA/PATCO will ultimately issue a separate Request for Proposals seeking creative proposals that have the potential for employment and tax ratable generation while maintaining an aesthetically attractive environment.

The Master Redeveloper must have extensive financial resources that can be clearly demonstrated in the response to the RFP issued by the Borough and DRPA/PATCO. 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. The Borough and DRPA/PATCO are 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 and DRPA/PATCO 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 and DRPA/PATCO encourage 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 and DRPA/PATCO.

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

## **VIII. PROJECT SITE INSPECTIONS AND MEETINGS**

The Borough encourages interested developers to meet with Borough, DRPA and PATCO 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 30 W. Collings Avenue, Collingswood, New Jersey** on **April 10 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 and DRPA/PATCO will identify redevelopment firm(s) they deem qualified to perform the project. By separate process, the Borough and DRPA/PATCO 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 and DRPA/PATCO's decision. The Borough and DRPA/PATCO are not required to and shall not conduct any debriefings subsequent to the decisions of the Borough and DRPA/PATCO.

A Selection Committee consisting of three representatives of the Borough and three representatives of DRPA/PATCO 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, developers will be deemed qualified and may be invited to submit full development proposals in response to a separately issued Request for Proposals issued by the Borough and DRPA/PATCO. The Request for Proposal will delineate, among other things, the evaluation and selection criteria for the designation of a Master Developer.

The Borough and DRPA/PATCO intend to select a Developer and designate it Master Developer status by the Borough and DRPA/PATCO and a Project Development Agreement will be executed by the Borough and the DRPA/PATCO. Thereafter, the developer and the Borough and DRPA/PATCO will develop the appropriate agreements with the Master Developer.

## **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 May 15, 2008 and should be addressed to the attention of:

Bradford C. Stokes, Administrator  
Borough of Collingswood  
Borough Hall  
678 Haddon Avenue  
Collingswood, New Jersey 08108  
(856) 854-2901 • bstokes@collingswood.com

Please transmit ten (10) complete sets of your response packet to the above address. Presentation board should be brought to the scheduled presentations.

Questions on this RFQ, inquiries and site tours can be arranged by contacting Bradford C. Stokes at the address above.

The Borough and DRPA/PATCO reserve 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 and DRPA/PATCO determines, in its sole discretion, to be in the best interest of the Borough and DRPA/PATCO. The Borough and DRPA/PATCO reserve the right to reject any and all statement 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 the DRPA/PATCO, 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 AND DRPA/PATCO 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 \_\_\_\_\_

# Collingswood TOD Conceptual Illustrative Site Plan

