

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

REQUEST FOR PROPOSALS

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 create transit oriented development at 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 the pre-qualified development firms to submit a Proposal to be designated as the Master Redeveloper for the Collingswood Station Transit Oriented Development Project in Collingswood, New Jersey.

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 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 a 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 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 market 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.

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 in the Appendix of this RFP. Generally, the area encompasses 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 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 seek 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 proposals.

VII. REQUIRED INFORMATION IN YOUR RESPONSE

The response to this RFP 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 and transit oriented development history. Include resumes of principals of your company and any other firm with significant project responsibility.
- B. The attached Redeveloper 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 project *pro forma* providing detail on payment for property rights.
- F. Proposed site plan and use, including sketch and/or schematic design of the proposed facility/facilities and their intended use(s), construction plans and estimated costs of construction.
- G. A phasing plan for construction of the development that clearly demonstrates how parking for PATCO customers will be maintained throughout the project.
- H. Timetable, including closing, construction and completion.
- I. Proposed financing.
- J. Financial statements of your company for the previous five (5) years and any and all documents to demonstrate financial capability to complete the proposed project.
- K. 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

Please note that the development of the site will require Planning Board approval of the Site Plan. The Borough has instituted an expedited review process and anticipates a closing as soon as possible. The successful proposal will result in the execution of a Redeveloper's Agreement requiring the completion of development of the site as set forth in your proposal or as additionally agreed to between the redeveloper and the Borough and DRPA/PATCO, pursuant to N.J.S.A. 40A: 12A-1 et seq.

Although the Borough encourages creativity in this RFP 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 RFP. You are responsible for any additional copies requested by the Borough.

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

In preparing the Proposal, be advised that all craftsmen, mechanics and laborers employed to work on this project shall, at a minimum, receive the New Jersey State prevailing wages and fringe benefits for corresponding classes of craftsmen, mechanics and laborers for the Camden County area, as determined and published by the Davis-Bacon Division of the United States Department of Labor. All subcontracts entered into by the Master Redeveloper, and its General Contractors, shall contain a similar provision covering any sub-contractor's employees who perform work on this project. Master Redeveloper further agrees to sign a project labor agreement with the United Building and Construction Trades Council of Camden & Vicinity (AKA Southern New Jersey Building Trades Council).

VIII. PROJECT SITE INSPECTIONS AND MEETINGS

The Borough *requires* interested redevelopers to meet with Borough, DRPA and PATCO staff and local officials to discuss this development opportunity. All interested redevelopers *must* attend an **informational briefing** session at the **Collingswood Community Center 30 W. Collings Avenue, Collingswood, New Jersey on January 6, 2009 at 11:00 a.m.** At this meeting redevelopers will be encouraged to ask questions about the scope of this project and other issues relevant to the preparation of proposals.

IX. THE SELECTION PROCESS/CRITERIA

A Selection Committee consisting of three representatives of the Borough and three representatives of DRPA/PATCO will evaluate the Proposals submitted based on the following criteria and such other factors as they deem relevant:

- ◆ Experience and success in developing similar real estate and transit oriented development 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. REDEVELOPER SELECTION

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

XI. DUE DATE AND PRINCIPAL POINT OF CONTACT

Responses to this RFP are due in the office of the Borough of Collingswood on or before **March 16, 2009** 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.

Questions on this RFP, inquiries and site tours can be arranged by contacting Bradford C. Stokes at the address above. Questions, and answers, will be provided to all potential redevelopers.

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 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 RFP or by reason of any term or terms thereof.

BOROUGH AND DRPA/PATCO REDEVELOPER INFORMATION FORM

REDEVELOPER

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

- E. Telephone #: _____
- F. Fax # _____
- G. E-mail Address: _____
- H. Website Address: _____
- I. Name of Contact: _____ Title : _____
- J. Other Members of Redeveloper'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 Redeveloper, must be set forth as follows:
1. If the Redeveloper is a corporation, the officers, directors or trustees, and each stockholder owning more than 10 percent of any class of stock.
 2. If the Redeveloper 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 Redeveloper 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 Redeveloper 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 Redeveloper 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.
7. State any relationship or interest, either direct or indirect with any member of the Delaware River Port Authority (“DRPA”) or PATCO.

CERTIFICATION

The undersigned is a duly appointed officer of the Redeveloper and has reviewed, understands and accepts the terms and conditions of this Request for Proposals 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 Redeveloper 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 Redeveloper 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 Redeveloper. 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 Redevelopers under this redeveloper selection procedure.

NAME OF REDEVELOPER _____

SIGNATURE _____

NAME (PRINT OR TYPE) _____

TITLE _____

DATE _____