



REQUEST FOR PROPOSALS

1527-1541 West Blvd

City of Charlotte

Economic Development

600 East Fourth Street

Charlotte NC 28202

Issuing Date: 07/13/2023

TABLE OF CONTENTS

1	Introduction	3
2	Background	3
3	RFP Schedule	6
4	Proposal Submission Requirements	7
5	Questions/Site Tours	11
6	Area Description	12
7	Evaluation Criteria	13
8	Selection Process	14
9	Award of Contract	15

ATTACHMENTS

- A. Maps
- B. Understanding of Procedures, Terms and Conditions
- C. MWSBE Utilization form
- D. West Blvd Playbook
- E. CNU Legacy Project Report for West Blvd

1 INTRODUCTION

The City of Charlotte (“The city”) is pleased to invite qualified developers to submit a proposal for the redevelopment of our properties located at 1527-1541 West Blvd, Charlotte, NC. This Request for Proposal (RFP) outlines the project details, requirements, and evaluation criteria. The purpose of this RFP is to select a developer who can create an innovative, sustainable, and economically viable project that meets the needs of the community and aligns with the overall vision for the area.

The city will utilize a competitive sealed proposal process to facilitate a comparative evaluation of differing price, quality, and contractual factors to determine the most advantageous offering. The sealed proposal process allows the City of Charlotte to conduct discussions with responsive proposers and allow an open opportunity for the best and final offer to be selected from responsive proposers.

Corridors of Opportunity Mission Statement

This RFP is part of the city’s Corridors of Opportunity Program, located in the West Boulevard corridor. Corridors of Opportunity are beautiful, safe, and prosperous communities where families can grow strong and build legacies for the future.

2 BACKGROUND

2.1 Introduction and Overview

The redevelopment project encompasses the property located at 1527-1541 West Blvd in Charlotte, NC (the "Site or Development Site"). The site has a total area of 0.84 acres and currently has two buildings on the property, the first totaling 8,000 square feet which include a series of small retail shops all of which are currently vacant, and the second totaling 1,040 square feet as a single unit. The goal of the redevelopment project is to transform these properties into a vibrant hub of commerce for the West Blvd community.

The successful proposer will prepare a redevelopment plan to enhance and promote the Development Site that will:

- Create a vibrant and sustainable development that enhances the local community
- Maximize the site's potential and value
- Incorporate environmentally friendly design and construction practices
- Promote economic growth and job creation
- Enhance the visual appeal and overall quality of the neighborhood
- Provide amenities and services that meet the needs of the community

- Contribute to the on-going revitalization of an important area of Charlotte and increase the tax base

While the city presently owns the Development Site, the developer will ultimately take ownership of the Development Site and operate the completed development.

With the tremendous amount of history associated with this neighborhood, it is imperative that development occur in a process that aligns with the community goals outlined by the West Blvd Neighborhood Coalition in the West Blvd playbook and the City of Charlotte Corridors of Opportunity program.

2.2 The Parcels and Vicinity

The Development Site, parcel ID's 11903340, 11903341 and 11903342 are located on the south side of West Blvd and bound west to east from Remount Road to Fordham Road; and is the former home of F & L. Bail Bonding, Tasty World, Convenience Store, Bolt Tax Office, and a former bar. The structural reports at the time of purchase identified the buildings on these parcels available for development noted rehabilitation needs for the property that may not be worth preserving.

While the city is looking for redevelopment of this site, the buildings on the site do not need to be maintained and can be torn down. If the shells of the two buildings shall remain, the interiors of those buildings can be completely remodeled.

2.3 Confidentiality and the Right to Reject Proposals

All proposals and accompanying documents will be treated as confidential information and will only be used for the purpose of evaluating the proposals.

The City of Charlotte reserves the right to reject any or all proposals received as a result of this RFP if the requirement of this RFP are not met, or to cancel this RFP in part or in its entirety.

We look forward to receiving your proposal and working with a qualified developer to realize the full potential of the property at 1527-1541 West Blvd.

2.4 Other Studies and Information About the Property

The selected developer should be familiar with the West Blvd playbook and the Corridors of Opportunity. The proposer is encouraged to establish a working relationship with the West Blvd Neighborhood Coalition and the Corridors of Opportunity program, become familiar with the documents referenced, and conduct a site visit. This will help proposers further understand the drive for future development of the neighborhood.

The Corridors of Opportunity West Blvd playbook serves as a framework for the project. The document, completed in 2019, outlines the community’s goals and objectives for the site and the neighborhood. The playbook recommends any future development provide neighborhood goods and services, particularly services that are currently missing from the corridor. Furthermore, it noted not only the feasibility of retail revitalization for the neighborhood, but it listed it as a probable outcome.

The city has completed a Phase I Environmental Site Assessment (ESA). It is available for your review upon request. If a Phase II ESA is required, completing a Phase II ESA will be the responsibility of the selected developer. The city recommends the selected developer review the completed report and makes a determination if a new report should be conducted and if remediation is necessary.

Development scenarios were developed through a 2023 CNU Legacy Project Charrette. More details about the initiative are available [here](#). A presentation of the development scenarios is provided to interested developers as Attachment E.

2.5 Market Impact and Potential

According to the Charlotte Quality of Life Explorer, 1527-1541 West Blvd is located in [NPA 326](#), and is surrounded by the following NPA’s 114, 120, 159, 294, 306, 317, 321, 362. The population within the NPA is 779. Over 75% of the population is 18 years and older and the median age is 31 with 16% of the population being 65 or older. Approximately 24% of the residents within the NPA have a bachelor’s degree, while an overwhelming majority have only a high school diploma. The median household income is less than \$32,278; however, 36% have an income that qualifies them for food and nutrition services.

This neighborhood has a long history and is excited at the possibility for continued growth and development, as well as transformation. With the current development climate happening in Charlotte, traditional, established neighborhoods need to be preserved. We’d like this development to contribute something that will complement the existing context and growing needs of the community, perhaps with the development of a multi-tenant commerce hub as suggested in the West Blvd playbook.

According to the Quality of Life Explorer, 0% of housing units in this NPA are within proximity to a full-service grocery store, compared to 30% for Mecklenburg County. We consider this site a prime area to provide the community with a needed amenity.

With the changing neighborhood, the selected developer needs to recognize the market analysis of its demographics. This site can connect the neighboring areas; and provide small-scale centralized commercial retail, offices, and potential employment opportunities for the community and is within ½ mile of a planned Silver Line light rail station.

3 RFP SCHEDULE

The deadline for receiving proposals in response to this RFP is August 31, 2023. The timeline for the RFP is as follows:

July 13, 2023	RFP issued
July 31, 2023	Deadline for submitting questions
July 13 – July 31, 2023	Site Tours (date and time to be determined)
August 10, 2023	Answers Posted to Website
August 31, 2023	Proposals due
September 1 – September 20, 2023	Evaluation
September 20 – September 29, 2023	Proposal Ranking Process
September 30, 2023	Recommendation to Executive Committee
October 1 – October 15, 2023	Executive Team to Confirm Recommended Proposal
October 16, 2023	Notify Selected Proposer
October 17 - December 15, 2023	City Council + Public Approval Process

Please note that this timeline is subject to change at the discretion of the City of Charlotte.

4 PROPOSAL SUBMISSION REQUIREMENTS

Proposals shall be submitted as follows:

- One (1) original and one (1) copy of the proposal
- One (1) USB Drive of the Proposal in pdf format

Proposals and any supporting documentation must be submitted in a sealed envelope marked "West Blvd RFP" to:

City of Charlotte,
Economic Development
Attn: Liliias Folkes John
600 E. 4th Street, Suite 201
Charlotte, NC 28202

The RFP and its supporting documents can be found [online here](#)

Scope of Work

The selected developer will be responsible for the following:

- Conducting a thorough analysis of the site and its surroundings
- Preparing a comprehensive redevelopment plan that meets the project objectives
- Obtaining all necessary permits and approvals
- Overseeing the design and construction processes
- Managing the project budget and timeline
- Marketing and leasing/selling the developed space
- Providing ongoing property management services, if applicable

Complete Proposal Components

Complete proposal shall include the following:

Design Criteria

Provide a comprehensive document outlining your understanding of the project requirements, your proposed design approach, and the value you can bring to the property.

Site Analysis

Conduct a thorough site analysis, including an assessment of the property's location, topography, environmental factors, and any other relevant considerations that may impact the design.

Conceptual Design

Present your initial design concept for the property, including sketches, mood boards, or visual references that capture the overall vision and aesthetic direction.

Compliance and Permitting: Address any local regulations, zoning requirements, or permits necessary for the project, demonstrating your understanding of the legal and regulatory landscape.

Sustainability and Energy Efficiency

Highlight any sustainable design strategies, such as green building materials, energy-efficient systems, renewable energy integration, or water conservation measures, to promote environmental responsibility.

MWSBE Utilization

Utilization of MWSBE contractors, subcontractors, and/or suppliers is highly encouraged. Please see the attached MWSBE Utilization form and return with your proposal.

Client References and Portfolio

Include examples of past projects relevant to the property type, along with client references or testimonials that showcase your expertise and successful track record.

Transmittal Letter

A transmittal letter that includes:

- Developer's name and mailing address
- Developer's current legal status (corporation, partnership etc.)
- Federal Tax ID number or Social Security Number
- Contact person's name, title, phone number(s), and e-mail address
- Signature of authorized principal of the developer
- Project description

Statement of Qualifications

A Statement of Qualifications that includes:

- The composition and structure of the developer and development team that sets forth all key members and describes their roles and responsibilities.
- Information on past projects, including but not limited to location, type, development costs, development funding sources, and current status.
- Development budget illustrating detailed sources and uses of funds, including hard and soft construction costs and type(s) of planned financing.
- Marketing and leasing plan as applicable, including the projected rent roll and lease up timeframe and projected lease rates and terms. Disclosure and summaries of all lawsuits (including any mediation, arbitration, or civil litigation of any nature) those members or any principals of the development team have been or are a party to within the last five (5) years.

Project Schedule

A Project Schedule that includes:

- Proposed project timeline and milestones
 - Anticipated time to finalize financing
 - Securing of permits and approvals
 - Commencement of construction, length of likely construction period
 - Identification of contingencies that might alter the timing
 - Include how work would be phased to accommodate adequate on-site parking for the public and construction crews at each phase of development if necessary
- Community engagement and outreach plan

Project Financing

A project financing plan that includes:

- Financing plan and sources of capital
- Land structure and transaction offers
- Documentation demonstrating the ability to obtain the necessary equity and debt financing
- A comprehensive budget plan that outlines the projected costs for the project, including both one-time expenses (such as design and development costs) and ongoing expenses (such as maintenance and support fees). Clearly indicate the cost estimates for each phase or milestone of the project

Prohibited Uses

The City will use their discretion through zoning and negotiation on what uses will be allowed.

Joint Venture Proposals

Joint venture proposals shall be permitted provided that the proposal, in addition to all other requirements set forth in this RFP are met and includes the following items:

- A signed statement as to each of the firms stating their joint and several liability.
- An executed joint venture agreement describing the responsibilities of the joint venture parties, including details of the organizational structure.

All proposals shall remain firm for ninety (90) calendar days after the proposal opening.

5 QUESTIONS / SITE TOURS

Proposers are encouraged to contact the City of Charlotte Economic Development Office with all proposal questions. All questions are due by July 31, 2023. Answers will be posted on the RFP website no later than August 10, 2023. During the submission process, communication by interested parties to or with City Council members, any department, bureau, or employee, for the purpose of lobbying or soliciting support for selection, is prohibited. Inquiries involving procedural or technical matters shall be in writing, e-mail acceptable, to the following:

City of Charlotte
Economic Development
Attn: Liliias Folkes John
600 E. 4th Street, Suite 201
Charlotte, NC 28202
Liliias.john@charlottenc.gov
[Cell: \(704\) 574-4090](tel:(704)574-4090)

To facilitate a better understanding of the property and its surroundings, we will conduct a site tour for interested developers. Access to the property for due diligence investigations will be available to interested respondents, coordinated by Liliias Folkes John, during the time period provided in Part 3 above.

Attendance at the site tour is not mandatory but is strongly encouraged. To confirm your participation, please contact Liliias Folkes John no later than July 31, 2023.

6 AREA DESCRIPTION

Utilities

The Development Site is served by natural gas, electric, public water/sewer and broadband infrastructure. Duke Energy Corporation services the electric. The natural gas service is provided by Piedmont Natural Gas, while the public water and sewer are served by the city. It will be the selected developer's responsibility to undertake any and all work related to utility service at the Development Site.

Regulations

The parcels are zoned General Commercial, which allows for retail and commercial uses. Please refer to the city's Unified Development Ordinance for more specifics regarding uses.

7 EVALUATION CRITERIA

In reviewing proposals, the following criteria will be used, in no particular order:

- Developer's qualifications and experience
- Track record and financial and organizational capacity of the development team to complete the type of redevelopment project proposed
- Alignment with project objectives and vision
- Innovation and creativity in the redevelopment plan
- The proposal's ability to achieve a high-quality development that enhances the architectural character and economic viability of the community, including but not limited to tax revenue, on-site jobs, etc.
- Financial viability and feasibility
- The proposal's likelihood to achieve a substantial financial benefit to the City of Charlotte and Mecklenburg County, both through the sale of the Development Site and through tax revenue or other means. The sale price for the Development Site, though a factor, will not be the overarching determination reason. Bid price shall not be the sole criteria.
- Sustainability and environmental impact
- Community benefits and social impact
- MWSBE participation
- Project timeline and deliverables
- Adherence to the goals of the West Blvd playbook

Notwithstanding the foregoing, the city reserves the right to select all or a portion of any proposal or a combination of the proposals. In addition, the city reserves the right to award a proposal in phases, with the ability to reevaluate the selected proposal upon substantial completion of any phase. The terms and conditions of the ultimate structure of the project are subject to negotiation and will be set forth in a comprehensive developer's agreement that will survive closing.

8 PROPOSALS SELECTION PROCESS

All proposals will be reviewed by a committee consisting of representatives from the City of Charlotte. The committee will be entrusted to conscientiously evaluate the submitted proposals within identified guidelines. The committee will be required to evaluate the proposals without prejudices and bias and maintain confidentiality with regards to content of the proposals.

The evaluation and selection process will consist of the following steps:

Proposal Evaluation

A review committee comprised of representatives from The City of Charlotte will evaluate each proposal received by the deadline based on the evaluation criteria outlined here in Section 7. No further information shall be accepted after the deadline. The committee may request additional information or clarification from the developers, if necessary.

Shortlisting

The review committee will shortlist the most promising proposals based on their evaluation results and send to the executive team of the City of Charlotte for review.

Presentations (if applicable)

Shortlisted developers may be invited to make presentations to the executive team. Further details regarding the presentation format and requirements will be provided to the shortlisted developers.

Final Selection

Based on the evaluation of the proposals and, if applicable, the presentations, the review committee will make a final selection of the developer that best meets the project objectives. The selected developer will be notified in writing and enter into contract negotiation with the City of Charlotte.

9 AWARD OF CONTRACT

This RFP does not commit the City of Charlotte to award a contract for the scope of work described herein.

All information submitted in response to this RFP shall become the property of the City of Charlotte, and as such, may be used by the city in any manner.

The city has the sole discretion and reserves the right to cancel this RFP at any time prior to entering into a formal agreement. The city reserves the right to reasonably request additional information or clarification of information provided in proposals without changing the terms of this RFP. The city reserves the right to waive any technicalities or irregularities in any proposal. Neither the city nor any of its officers, agents, consultants or employees shall be responsible for the accuracy of any information provided as part of this RFP.

If a contract is to be awarded, the city will give the apparent successful proposer a Notice of Intent to Award.

Upon selection, the chosen developer will enter contract negotiation with the City of Charlotte to finalize the terms and conditions of the redevelopment project. The negotiation period is expected to commence promptly after the final selection and will include discussions on project scope, budget, timeline, and other relevant matters before presenting the final terms to the Charlotte City Council for public approval.

We appreciate your interest in this redevelopment opportunity and look forward to receiving your proposal. Together, we can create a transformative project that enhances the community and contributes to the growth of Charlotte.

Sincerely,

Lilias Folkes John
Public Private Partnership Advisor
City of Charlotte, Economic Development Department