

**THE
MARYLAND DEPARTMENT OF GENERAL SERVICES**

**REQUEST FOR EXPRESSIONS OF
DEVELOPMENT INTEREST**

FOR

**TRANSIT ORIENTED DEVELOPMENT
at
STATE CENTER
PARCELS E AND F
4+/- ACRES AT STATE CENTER
(Martin Luther King, Jr. Boulevard and Eutaw Street)**

ISSUE DATE: April 4, 2005

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NOTICE TO OFFERORS

Maryland Department of General Services Request for Expressions of Development Interest

I. Statement of Purpose

The Maryland Department of General Services (DGS) in association with the Maryland Department of Transportation (MDOT) and the Maryland Department of Planning (MDP), and in collaboration with the City of Baltimore, seek expressions of interest from experienced developers of mixed-use projects for the redevelopment into a mixed-use, transit oriented development (TOD) of Parcels E and F, adjacent to the State Office Building complex at “State Center,” in the heart of Baltimore’s Cultural District.

This specific development opportunity is envisioned as a first step long-term and steady effort to encourage TOD and urban revitalization in this area of the City. The initial phase, represented by this Request for Expressions of Development Interest (RFEI), targets development opportunities on Parcels E and F as identified in the following aerial photograph (see page 3). Eutaw Street, Martin Luther King, Jr. Boulevard, McCulloh Street and the Department of Labor Licensing and Regulation Building bound the site. Preston Street splits the site into two lots. Lot E is approximately 1.5 acres, and Lot F is 2.5 acres.

This RFEI seeks information from experienced developers of mixed-use projects to identify development concepts and a development team or teams that are interested in participating in a potential Request for Qualifications (RFQ) or Request for Submittals (RFP) that could lead to exclusive negotiations with a selected developer.

These parcels are used as surface parking, providing 498 parking spaces for use by State employees. The State seeks proposals that portray the most appropriate TOD for this site. The State also does not want a net loss of employee parking spaces in State Center.

The State through the DGS, the MDOT and the MDP wish to achieve the following objectives:

- Develop financially viable projects using private-sector funding sources;
- Create new revenue sources;
- Increase Metro and Light Rail ridership;
- Expand State and local property, sales and income tax base; and
- Implement TOD principles.

The area is transportation rich. Both the Cultural Center Metro Subway and Light Rail Stations are within or adjacent to State Center. Martin Luther King, Jr. Boulevard provides direct access to the west side and downtown. There is a direct connection to I-83, and extensive commercial development along Charles Street is only a few blocks away. Penn Station to the northeast provides important inter-city connections including all of the Penn Line trains to Washington, D.C.

The State Center and neighboring areas have been the subject of several development studies, including most recently the [*State Center Transit Oriented Development Strategy*](#), to determine the disposition of State assets, the highest and best transit use for the State-owned properties, and the market potential for TOD in the corridor between Penn Station and Pennsylvania Avenue (www.mdotrealestate.com).

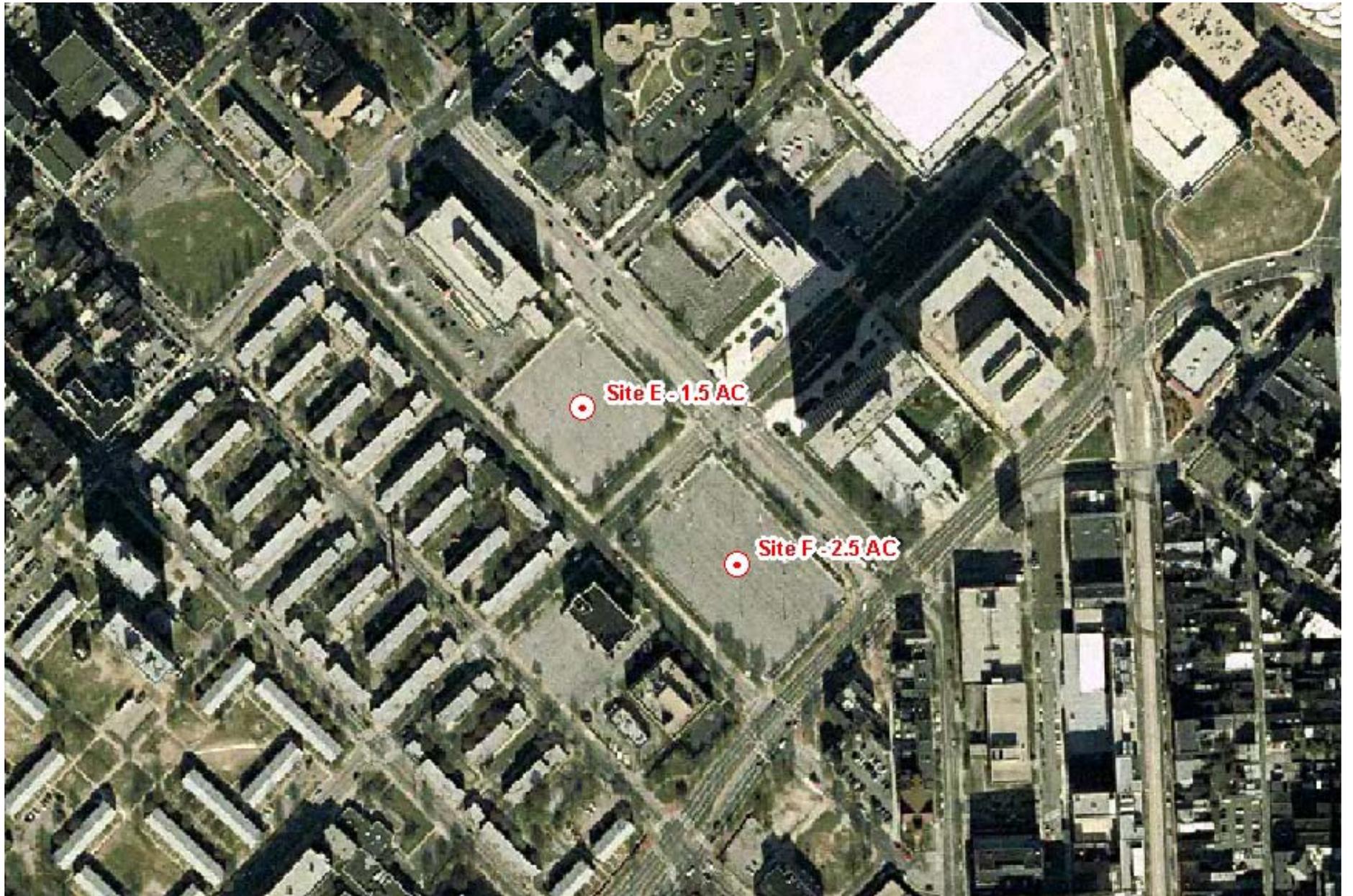
The market potential for this site is driven by its function as a major employment node around State Center offices and Maryland General Hospital that is adjacent to many of the City's major cultural and educational institutions, such as the Maryland Institute College of Art and the University of Baltimore. The area enjoys proximity to the downtown, and is also linked to the neighborhoods of Bolton Hill, Mt. Vernon, Seton Hill, Upton and McCulloh Homes.

Preliminary development concepts for this property have included a grocery store, associated service retail and an office-residential mix. These concepts will be refined based on further study and developer input from this RFEI.

The DGS with the MDOT and the MDP are open to the consideration of a variety of project sizes, structures and business arrangements, including but not limited to: development contracts; long-term ground and facility leases; sale of fee interests and/or a combination of arrangements. Developers that do not respond will remain eligible for any future competitive RFQ or RFP offerings for Parcels E or F or other properties at the State Center. However, the intent of the RFEI is to garner development concepts that may determine the nature, scope and specifics of future solicitations for Parcels E or F or other properties at the State Center or in the Eutaw District.

II. Site Investigation

The DGS, the MDOT and the MDP assume no responsibility for any interpretations made by submitters on the basis of information provided in this offer or through other sources. Submitters acknowledge that they have acquainted themselves with the available information and have investigated conditions affecting the proposed project; including but not restricted to, those bearing upon transportation, disposal, handling and storage of materials; availability of labor, water, electric power, roads and uncertainties of weather, or similar physical conditions at the site; the conditions of the ground and the character of equipment and facilities needed in advance of and during prosecution of the work. Except as specifically identified, the DGS, the MDOT and the MDP make no representations about the environmental conditions or the presence or absence of contaminated materials at the sites included in this solicitation.



III. Definitions

Definitions as used herein:

- A. **Minority Business Enterprise (MBE):** A legal entity other than a joint venture organized to engage in commercial transactions, that is at least 51 percent owned and controlled by one or more individuals who are socially and economically disadvantaged; and managed by, and the daily business operations of which are controlled by, one or more of the socially and economically disadvantaged individuals who own it.
- B. **DGS:** Maryland Department of General Services.
- C. **MDOT:** Maryland Department of Transportation.
- D. **MDP:** Maryland Department of Planning.
- E. **Transit Oriented Development (TOD):** Transit Oriented Development projects are characterized by: development that is physically and functionally integrated with the transit facility; that reduce auto dependency; increase pedestrian/bicycle trips; foster safe station areas; enhance surrounding area connections to transit stations; provide mixed-use development, including housing and convenience goods and services; offer attractive public spaces; promote and enhance ridership; generate revenues for the State and encourage revitalization and sound growth in the communities served by the Maryland Transit Administration. See also the Federal Transit Administration's definition at www.fta.dot.gov/library/policy/IFT/iftb.html.

IV. Submittal Instructions

This RFEI is **not** conducted under the provisions of Maryland Procurement Law (COMAR Title 21). Please note that submittals are sought only from experienced developers of mixed-use projects. Professional service providers or others should not respond to this RFEI.

Submitters are asked to carefully review the RFEI. Inquiries should be directed to Mr. Jim Peiffer at jpeiffer@mdot.state.md.us or toll free at 1-866-242-9405 or to MDOT, Office of Real Estate, MS 470, 7201 Corporate Center Drive, P.O. Box 548, Hanover Maryland 21076. **Developers interested in this RFEI should contact this office and request placement on the RFEI mailing list or attend the pre-response conference in order to ensure receipt of amendments or other relevant information.** Respondents to the RFEI should limit their submissions to no more than 20 pages, excluding illustrative materials explaining developer ability and experience to develop the proposed concept, and any site plans and graphic depictions of the proposal. All proprietary information should be identified as such by the submitter. One original and 12 copies of the proposal should be submitted. The DGS, the MDOT and the MDP reserve the right to cancel or amend this RFEI, and will announce revisions to it by amendment.

Submittals should be sealed, marked and addressed as directed in the Proposal Form. Submittals may be mailed or delivered in person to the MDOT, Office of Real Estate, MS 470, 7201 Corporate Center Drive, P.O. Box 548, Hanover Maryland 21076 no later than 3 p.m. (local time) on May 6, 2005.

A pre-response conference will be conducted at 1:30 p.m. on April 7, 2005 in the first floor auditorium of the DGS located at 300 W. Preston Street, Baltimore, Maryland 21201. Attendance at the pre-response conference is not mandatory, but is strongly recommended. Interested submitters may conduct independent site visits.

V. Contents

Submittals should include the following key information:

- A. Developer expertise pertaining to TOD exhibited through prior work and consistent with long-range redevelopment strategies;
- B. Capacity of the potential project staff as exhibited through professional resumes;
- C. Information on the firm's history and capabilities, including the location of the Principal's headquarters and the office where work for State Center would be performed;
- D. Description (including any graphics submitters wish to provide) of a recommended conceptual development program, including:
 - 1. Parcels to be developed;
 - 2. Land uses, product types, developed area and development densities;
 - 3. Approach to providing parking;
 - 4. Conceptual financial structure and return to the State, including whether the site would be purchased or ground leased;
 - 5. Potential financing sources; and
 - 6. An estimated development timetable.
- E. Any recommendations to enhance the viability of subsequent RFQs or RFPs for development of Parcels E or F;
- F. Identification of how the proposed development concept for parcels E and F will integrate the recommendations of the [*State Center Transit Oriented Development Strategy Report, Working Draft, March 2005*](#); and
- G. Prospective approach to potential MBE Plan submission requirements as set forth in Appendix 1 (Section VII., page 6) of this RFEI.

Submitters are advised that the DGS with the MDOT and the MDP shall not be liable at any time for any costs associated with or related to the project(s), which are incurred by any submitter during any phase of this RFEI or subsequent amendment or cancellation.

The schedule of activities for this solicitation is:

Solicitation Issue/Advertisement Date	March 15, 2005
Pre-Response Conference	April 7, 2005
Proposal Inquiry Deadline	April 15, 2005
Proposal Receipt Closing Date	May 6, 2005
Discussions	June 2005
Announcement of Next Steps	July 2005

VI. Review and Use of Submittals

Submittals will be reviewed by the DGS with the MDOT and the MDP. The DGS with the MDOT and the MDP reserves the right to contact submitters with requests for clarification or additional information, or to arrange other follow up activities it deems appropriate. Submittals will be reviewed in terms of their consistency and compatibility with the [State Center Transit Oriented Development Strategy Draft Report](#).

Once it has completed its review of submittals, the DGS with the MDOT and the MDP will be available to debrief those developers who have submitted conceptual development programs in response to this RFEI. The DGS with the MDOT and the MDP will not share information from submittals made by other teams. The DGS with the MDOT and the MDP may use parts of any or all submittals in conjunction with the (potential) development of an RFP.

VII. Disclosure and Use of Data

Issuance of this RFEI places no obligation on the State to proceed with any offering of the property. Response to the RFEI does not entitle a respondent to any right with respect to the property.

Submitters under this RFEI should clearly identify any proprietary or confidential commercial data that they do not want disclosed, duplicated or used outside of the DGS with the MDOT and the MDP for any purpose other than to evaluate the proposal. If a contract is awarded on the basis of the proposal, the DGS with the MDOT and the MDP shall have the right to duplicate, disclose and use proposal information.

VIII. Appendix 1: MBE Participation

Purpose - Offeror shall structure the work required to achieve the MBE goal as stated. Offeror agrees to exercise all good faith efforts to carry out requirements set forth in this Appendix 1, and if a contract (lease, lease/sale) is successfully executed, the MBE performance shall be in accordance with this Appendix 1.

Definitions – As used in this Appendix, the following words have the meanings indicated:

- A. Certification means a determination made by the DGS that a legal entity is a MBE.
- B. The MBE Liaison is the employee designated to administer the DGS's MBE program.
- C. Minority Business Enterprise or MBE means a legal entity organized to engage in commercial transactions, that is:
 - 1. At least 51 percent owned and controlled by one or more individuals who are socially and economically disadvantaged; and
 - 2. Managed by, and the daily business operations of which are controlled by, one or more of the socially and economically disadvantaged individuals who own it.

A MBE also includes a not-for-profit entity organized to promote the interests of physically or mentally disabled individuals. Due to the unique nature of development proposals, MBE participation as an equity partner in a limited liability corporation or joint venture will be considered towards achievement of stated MBE goals. An MBE must be certified in order to have its participation counted under the Department's MBE program.

IX. MBE Goals and Sub goals

An MBE participation goal of 20 percent of the pro-forma values estimated for the proposed development project has been established for this solicitation. The overall goal can be achieved through equity ownership, professional services required during design, construction and leasing, as well as materials and supplies. The MBE's are classified as African American-owned business, women-owned business and other MBE's qualified as socially or economically disadvantaged. A good faith effort should be made to distribute the participation between African American, women and other qualified MBE's.

By submitting a proposal in response to this solicitation, the offeror agrees that every effort will be made to achieve the MBE goals and sub goals as stated and will so state by executing the attached MBE utilization affidavit. If selected for award and contract negotiations, additional MBE documents will be required to complete contract formation. These documents include an Outreach Efforts Compliance Statement, MBE Participation Schedule and Subcontract Project Participation Statement.

Due to the unique nature of joint development, the MBE participation schedules will provide for the submission of specific participant information at appropriate points consistent with the projected dates for initiation and/or start up of key activities; i.e., design, construction, leasing, property management.