

**REQUEST FOR PROPOSALS FOR REDEVELOPMENT OF RIVERFRONT
REDEVELOPMENT AREA (SUB-AREA 1 (WATERFRONT-NORTH) SITE) IN THE
TOWN OF PHILLIPSBURG, WARREN COUNTY, NEW JERSEY**

ISSUED BY: TOWN OF PHILLIPSBURG, WARREN COUNTY, NEW JERSEY

120 FILMORE STREET, PHILLIPSBURG, NEW JERSEY 08865

Issue Date: June 16, 2020

Pre-Proposal Meeting: July 30, 2020

Proposal Due Date: August 31, 2020

TABLE OF CONTENTS

1. Seeking Proposals for Redevelopment Opportunity	1
2. Redevelopment Site.....	1
3. Goals of Redevelopment.....	1
4. RFP Submission Requirements.....	2
5. RFP Selection Process.....	3
6. Legal Disclaimers.....	4

1. Seeking Proposals for Redevelopment Opportunity: The Town of Phillipsburg, Warren County, New Jersey (the "Town") is requesting that qualified developers or development teams ("Respondents") respond to this Request for Proposals ("RFP") for the redevelopment of the Riverfront redevelopment area. The proposed redevelopment area is part of a larger area designated, by the Town Council ("Town Council") of the Town, as an area in need of redevelopment pursuant to the New Jersey Local Redevelopment and Housing Law, N.J.S.A. 40A:12A-1 et seq. (the "Redevelopment Law"). The Town is seeking proposals for the redevelopment of the Sub-Area 1 (Waterfront-North) Site consistent with the Riverfront Redevelopment Plan. This parcel is approximately two (2) acres. Respondents should demonstrate a broad background of real estate, development and financing experience, including successful experience with private/public development ventures along commercial and downtown corridors. The Town reserves the right, if it is deemed to be in the public interest, to enter directly into negotiations with one or more Respondents in order to advance the planning process.

2. Redevelopment Site: The Sub-Area 1 (Waterfront-North) Site is located in the Town of Phillipsburg, Warren County, New Jersey. The Sub-Area 1 (Waterfront-North) Site is subject to the Riverfront Redevelopment Plan as implemented pursuant to the Local Redevelopment and Housing Law, N.J.S.A. 40A:12A-1 et seq. ("LRHL"). The LRHL grants municipalities broad powers to place underutilized and unproductive properties under a redevelopment plan and to negotiate with private developers in order to effectuate the goals and objectives of such a plan. A redevelopment plan establishes particular land use and building controls, serving as the zoning for the applicable property. The Town intends to sell the Sub-Area 1 (Waterfront-North) Site to a private developer, who will redevelop the site in accordance with the Riverfront Redevelopment Plan. The Riverfront Redevelopment Plan envisions this site to be a gateway to the Town and the downtown area, redeveloped in a way that reinforces the rural ambience of the immediately surrounding area (with an emphasis on pedestrian circulation and green space), but that begins the transition to more modestly dense commercial and related uses. A copy of the Riverfront Redevelopment Plan is on file with the Office of the Municipal Clerk.

3. Goals of Redevelopment Master Plan: The goals of the Riverfront Redevelopment Plan are to:

1. To encourage redevelopment in a manner that is compatible with the character of adjacent neighborhoods and land uses; and to minimize negative impacts on new and existing residential neighborhoods.
2. To provide for an increase in the economic base by redeveloping underutilized and non-productive properties.
3. To create new residential neighborhoods and support facilities, which will provide an economic stimulus for existing businesses and create new opportunities for growth.
4. To enhance riverfront areas and river views, improve accessibility to the water, and promote recreational use and water -related activities to attract and increase the use of riverfront lands.

5. To utilize the existing railroad properties and riverfront to create a system of footpaths and bikeways that will link the entire waterfront to local attractions and neighborhoods along the river, including routes extending inland to Walters Park and north and south to the regional trail system.
6. To enhance accessibility to, and use of, Delaware River Park.
7. To promote tourism opportunities based on the transportation history of the town and region, through the use of such facilities as the original rail station, Black Bridge signal tower, excursion railway, miniature railroad, and the Morris Canal arch, and creating new facilities to showcase the Town's rail and canal heritage.
8. To provide adequate infrastructure to support redevelopment, including roadway accessibility and safe, convenient and accessible parking to adequately serve the existing and future commercial and residential needs of the redevelopment area.
9. To attract educational and cultural amenities and provide for linkages to a variety of tourist, recreational and cultural facilities in Phillipsburg and the region.

4. RFP Submission Requirements:

General Requirements: Respondents should submit 3 hard copies and an electronic copy, either on a USB or a CD of their proposal. Proposals should be submitted on 8.5 x 11 sized paper and should not exceed 50 pages (excluding appendices). Planning diagrams may be submitted on 11 x 17 sized papers. Proposals should be sent in a sealed envelope which bears the name of the Respondent clearly marked "Phillipsburg – Sub-Area 1 (Waterfront-North) Site Request for Proposals," and included forms identified on Exhibit A through G. Proposals should be sent to: Victoria L. Kleiner, RMC Phillipsburg Town Clerk, Phillipsburg Municipal Building 120 Filmore Street, Phillipsburg, New Jersey 08865. Issuance of RFP June 16, 2020; RFP Submission Conference July 30, 2020 RFP Due to Town August 31, 2020.

The Town will host a RFP Submission Conference at 11:00 a.m. on July 30, 2020, via ZOOM. All questions must be submitted in writing via e-mail to: Stanley J. Schrek, PE, Town Engineer, sschrek@vcea.org

Submissions Requirements:

A. Development Team

Respondents should identify their development team (the "Development Team"). For key Development Team members, identify the following:

- Development Teams should provide an overview of each key team member, describing general experience with details on years of operation, number of projects, range of urban and architectural project sizes and budgets, awards, prizes, citations, etc.
- Name, address, telephone number, fax number and e-mail address of each principal, and such team member's résumé, including roles or titles within the Development Team.
- Name, address, telephone number, fax number and e-mail address of the Development Team Members authorized to act on behalf of the Respondent.

B. Qualifications & Experience

Respondents must clearly demonstrate qualifications in completing the type of development contemplated in the Respondents' proposal and prior experience and success with such projects. Respondents should present a minimum of three and up to five relevant projects for each team member that exemplifies the Respondent's accomplishments. Local and/or regional experience should also be highlighted, particularly where local and New Jersey-based partners have been included.

Respondents should include the following for each project identified:

- Project summary, including project name, address, size, total development cost, project team members (including project principals) and date of completion.
- Brief physical description (may include photograph, site plan, or rendering in Appendices).
- A municipal reference per project, including name, address, telephone number and e-mail addresses for municipal individuals directly involved with projects presented in the qualifications section.

C. Development Approach

Respondents are required to submit the following:

- **Concept Plan:** Respondents must provide a concept plan, diagram and a narrative that describes the Respondent's overall vision for the site.
- **Project Development Approach:** Respondents must provide a development plan that identifies, among other things, the target market for the development plan components.
- **Project Phasing Plan:** Respondents must outline their implementation strategy, including a description of the phasing plan for the overall project.

D. Financial Feasibility

Respondents should provide a preliminary project financial framework plan for the redevelopment proposal. The financial framework plan should consist of order-of-magnitude projections and a description of sources and uses, a hard and soft cost budget and an operating pro forma through project stabilization for each project component (retail, residential, office, parking, etc.). Sufficient preliminary information should be provided for the Town to determine the proposed project's financial underpinnings and ability to be self-sustaining. Respondents should indicate whether they anticipate that the feasibility of their proposal will be dependent upon redevelopment area bond, payments in lieu of taxes and/or other public subsidies and/or incentives.

5. RFP Selection Process Evaluation Process

The Town will evaluate RFP responses based on their completeness, feasibility, responsiveness to the RFP requirements and redevelopment goals described herein, the strength of the development approach, innovation of the proposal, the Respondent's comparable past experience and capacity to successfully complete the proposed project. The Town will evaluate proposals based on the following key criteria:

- Development Team qualifications, comparable experience and capacity
- Vision and quality of development approach
- Public benefits from the proposal
- Financial feasibility and capacity
- Implementation strategy

The Town reserves the right to:

- Select a short list of Respondents
- Enter into exclusive negotiations with selected Respondent(s) with the intent of entering into a redevelopment agreement
- Request more detailed offers leading to final Respondent selection/negotiation
- Request additional information from any Respondent
- Take no action

Legal Disclaimers

A. The award of any contracts from the Town under this RFP is subject to approval by the Town Council.

B. Respondents are responsible for ensuring that responses to this RFP are compliant with all applicable Federal, State, and local laws, regulations and ordinances.

C. Respondents acknowledge that the preparation and submission of responses is at their own risk and expense, and in no event may they seek reimbursement or contribution from the Town.

D. In an effort to foster the timely redevelopment of the Sub-Area 1 (Waterfront-North) Site, each Respondent acknowledges that by submitting a response to this RFP, such Respondent waives its right to file or maintain, through itself or any other party with which it is affiliated, any action or proceeding challenging the Town's determinations made pursuant to this RFP