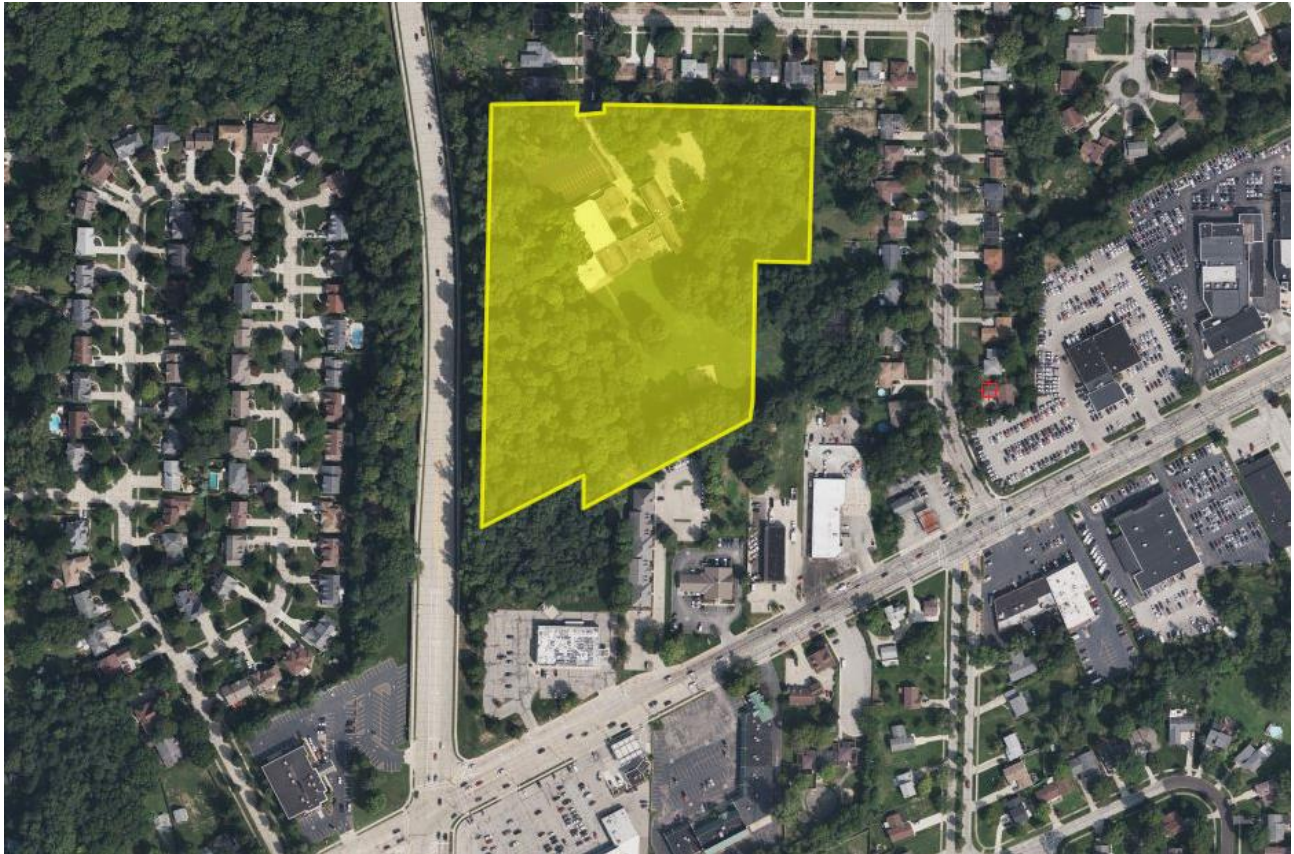


Request for Qualifications (RFQ)

The City of North Olmsted offers 11.20 Acres of Vacant land at the former Forest Elementary School for residential development.



Contents:

1. Introduction
2. Site and Market Context
3. Project Scope
4. Preferred Development Schedule
5. Form of submission
6. Evaluation Criteria and Selection Process.

Appendix A: Phase I Environmental Site Assessment

Appendix B: Wetlands Delineation

1. Introduction

The City of North Olmsted is soliciting Statements of Qualifications (SOQ) to facilitate the redevelopment of the former Forest Elementary school site in to new single-family for sale housing. In June of 2022 the City of North Olmsted entered into a purchase and sale agreement with the North Olmsted City School District for the former Forest and Spruce Elementary School sites. Additionally, as part of that transaction, the City obtained an exclusive right of first refusal on the subsequent purchase of Pine, Maple and Chestnut elementary schools when the combined Pre-K to 5th Grade Elementary opens for the 2026-2027 School year. The purchase of the school property positioned the City to control the disposition and redevelopment of nearly 50 acres of developable land in a land-locked municipality that is 90% built out.

The transaction closed in late 2022 and the City began the pre-demolition environmental due diligence including a Phase I Environmental Site Assessment, Hazmat Inspection, Asbestos Survey and Wetlands Delineation. All of which are included in the appendices to this RFQ document for all respondents. In Q3 of 2023 the City conducted all pre-demolition environmental remediation and commenced the demolition Forest elementary. The successful respondent will have a clean, shovel-ready development site. In anticipation of the opportunity to facilitate the redevelopment the City conducted a housing niche and highest and best use analysis for the subject site. The findings of which informed the content, goals and evaluation criteria expressed in this Request for Qualifications document.

The City is seeking a development firm that will bring to market a creative mix of housing product with the ability to fill gaps that exist in the market, principally the lack of housing for empty nesters as well as young professionals at a price point between \$350,000 to \$550,000. The City is eager bring new housing units to market and establish new ceiling for the housing market and seeks a development partner to work with the City in co-creating a compelling, new neighborhood.

Firms wishing to be considered selection process must submit six (6) hard copies and one (1) USB thumb drive. A separate sealed envelope containing the proposed purchase price must be submitted with the proposal to Max Upton, Director of Economic and Community Development to North Olmsted City Hall no later than February 16, 2024 at 4:00 PM EST.

No proposal will be accepted after the required date and time unless a notification by the project team extends the deadline by a written addendum. Should you have any questions regarding this solicitation, please contact me at

uptonm@north-olmsted.com or 440-716-4118.

The selection committee looks forward to reviewing your responses.

Respectfully,

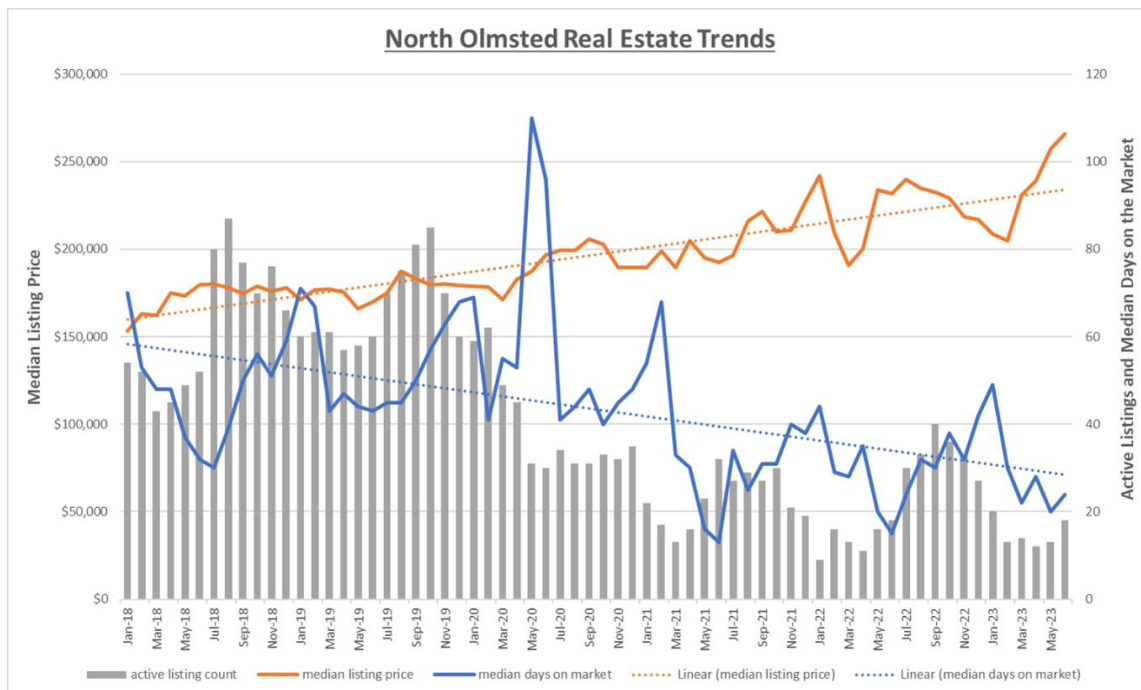


Max Upton, Director
Economic and Community Development

2. Site and Market Context

The Jones Administration and the City of North Olmsted are committed to taking steps toward transformative, investments throughout the City that advance the priorities set forth in the City's comprehensive plan. Today, the City invites qualified development teams and other potential project partners to submit statements of qualification for one such opportunity: Redevelopment of the former Forest Elementary school located at the corner of Stearns and Lorain Road. The Development Opportunity will make available up 11.2 acres (exact property size and description to be finalized), located on the west side of the City located on the Crocker Stearns connector, providing easy access to I-480 and I-90 as well as all of the amenities the City has to offer. The existing school building has been demolished, and the site will be made available as vacant land. The site will be "clean and green" as all debris will be transported off-site and grass will be planted on the site while it awaits redevelopment.

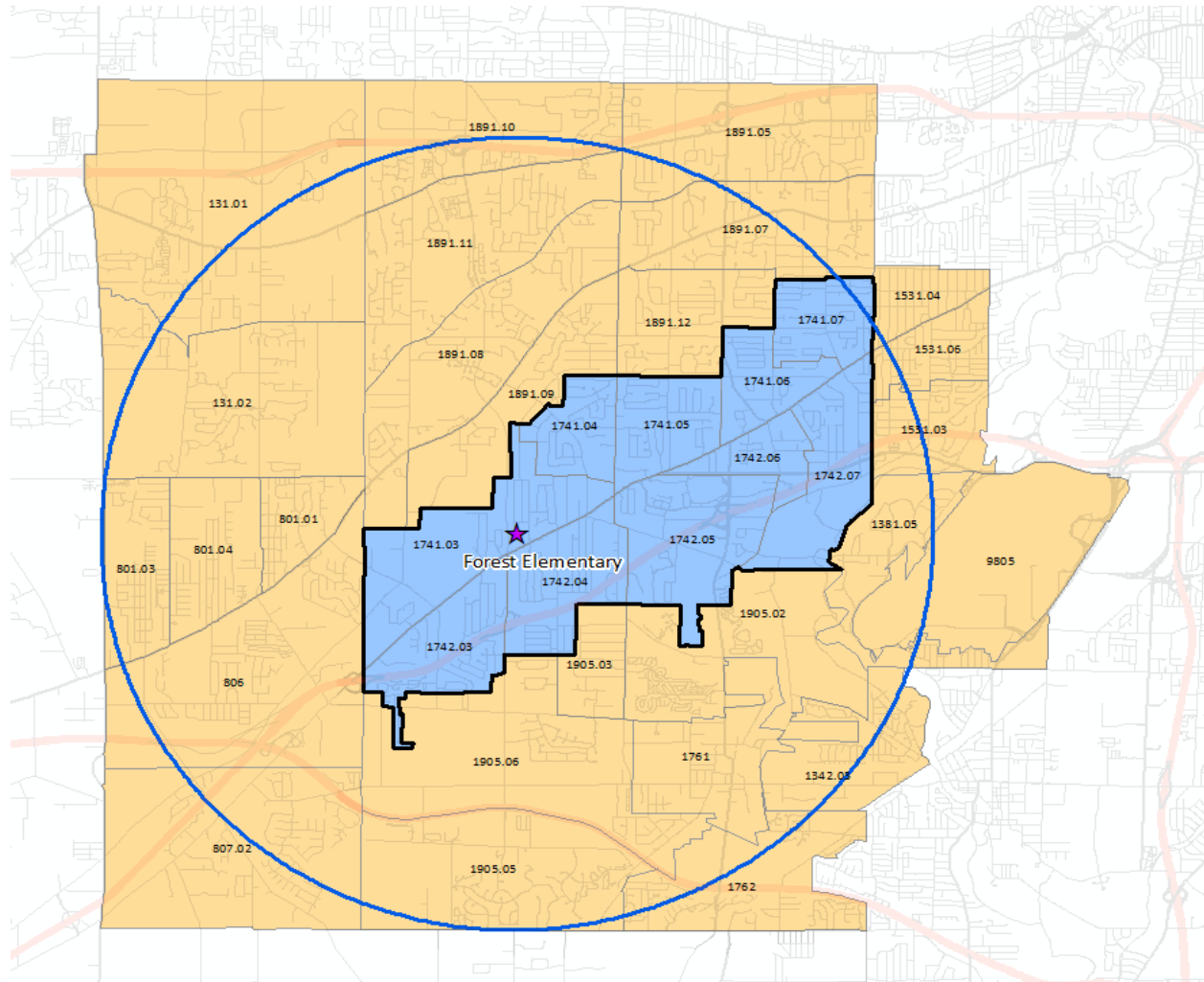
The redevelopment of the former Forest Elementary site comes at a critical juncture for the City. What was once the fastest growing suburb in the Cleveland MSA, growing by 500% (From 6,604 in 1950 to 34,861 in 1960) has lost population over the last two consecutive decennial census counts (combined population loss of 5.74% from 2000-2020). Due to the lack of housing choice and proximity of nearby newer housing options those who would otherwise stay in the City have been forced to look to another market to obtain the housing they desire.



In 2015, as part of the Comprehensive Plan, the City adopted a goal of "Improving Housing Choices" recognizing that the housing stock in the City is aging and that a majority of the homes in North Olmsted were built over 50 years ago. One of the action items identified directed the City to determine housing demand and to promote the housing needed to fill the gaps in the market. As depicted in the chart

below, the median list price has steadily increased while the number of listings and the average number of days on the market has been decreasing. A clear signal for that the demand for housing remains strong despite current macroeconomic factors.

The Primary Market Area (PMA) examined contained the entire city of North Olmsted as well as 10% of the surrounding data, analyzed at the census tract level, within a 4-mile radius of the Forest Elementary site (see below).



The data indicated that there is a sizeable demand $D=2,835$ for housing priced between \$300,000 and \$540,000 with much of that demand coming from young professionals aged 25 to 44 years old with a household income between \$100,000 to \$129,000 and empty nesters between 45 to 64 years old with a household income between \$130,000 and \$200,000. At an anticipated 4.5 Dwelling units (DU) per acre the City anticipates the ideal project size to be around 50 units of housing, this represents a very attractive 1.8% capture rate for the project at the given target market.

The objective of the project is to create a community that will serve both segments of the market while blending into the existing street geometry, and rooftop profile of the surrounding neighborhood. We

believe that this is best achieved through a creative mix of housing, to include single family patio homes, duplexes as well as for sale detached single family housing and townhomes.

3. Project Scope

The selected responded will be responsible for ensuring the successful completion of the project in accordance with the agreed upon development timeline. Responded should assume that the project will include a single land takedown. The City expects to co-create a site development plan that is responsive to the market conditions discussed previously. The successful respondent will be responsible for the execution of the following tasks, which include, but are not limited to, the following:

- Oversee the preparation of development program and concept plan(s);
- Obtaining entitlements including any and all variances;
- Guaranty the successful project completion;
- Create development and operating financial pro-forma;
- Develop conceptual building formats, layouts and elevations;
- Preparing conceptual and final details site development plans;
- Prepare capital budget;
- Obtain all necessary permits and approvals from the City;
- Construct all units in accordance with all applicable Ohio Building Codes;
- Prepare marketing/sales materials;
- Coordinate marketing/application/pre-leasing-sales processes;
- Prepare financing applications and negotiate terms;
- Coordinate procurement methods and construction contracts;
- Employ a single point of contact construction site superintendent for residents and City staff

4. Anticipated Development Schedule

- RFQ issued: January 10, 2024
- Responses due: February 16, 2024
- Shortlisted Respondents notified for Interviews: February 23, 2024
- Interviews Conducted: week of February 26, 2024
- Developer selected week of March 4, 2024
- Entitlements approved: Late Q2 2024
- Ground breaking and Construction Commencement: Late Q3 2024
- First units delivered: late Q3 2025 or Early Q4 2025
- Construction completion: Q3 2026

5. Submittal Format

a) SUBMITTAL FORMAT AND CONTENT:

All applicants responding to this RFQ shall provide the following information, in the form, content and sequence as outlined below.

1. Format: The RFQ Submittal should be submitted on 8 1/2" x 11" size paper, using a simple method of fastening. Packages should be printed in 12pt Times New Roman or similar, and should not include any elaborate or promotional material. Hand written applications will not be accepted. Lengthy narrative is discouraged; presentations should be brief and concise.
2. Content
 - a. Cover Sheet
 - b. Table of Contents: Immediately following the cover page there should be a complete table of contents for material included in the package.
 - c. Organizational Description: Provide a succinct description of the organization's history, mission, staffing and organizational structure. Include organizational documents such as a copy of the Articles of Incorporation or Certificate of Formation, and a copy if the Business Registration Certificate. Please provide a brief bio on each member, including proposed roles and division of responsibilities. Applicants must also disclose any conditions (e.g., bankruptcy, pending litigation) that may affect the developer's ability to perform contractually.
 - d. Respondents should include a preliminary proposed site plan, including illustrative building massing and elevation drawings of proposed housing product for the forest sites. The site should be planned for a density not greater than 4.25 dwelling units per acre with a 20 foot "no cut" buffer along the Northern and Eastern bounds of the property that abut Hampton, Tudor and Berkshire Drive. For purposes of the preliminary design submittal required under this RFQ applicants should assume that approximately 200 LF of noise barrier wall will be removed to accommodate a secondary egress to the site.
 - i. The city wishes to have single family attached, single family detached, as well as two family units incorporated into a cohesive site layout. Specific consideration should be given to smaller lots where appropriate for "granny flat" style units as well.
 - e. Qualifications and Experience, References and Past Clients. This section should establish the ability of the developer (and its subcontractors, if any) to satisfactorily perform under the requirements of the RFQ. Information provided should include:
 - i. Description of the developer's project pipeline and annual deal flow.
 - ii. List of past clients and recently completed work. Include a

project description, number of units, total development costs for project examples, location address, beginning/ending dates of contracts, and names titles and telephone numbers of individuals that the City can contact as references for your company.

- iii. Provide Photographs of most recent construction projects of similar size and scope.

3. Demonstrated experience and expertise in the following:

- a. The redevelopment of former school properties situated in existing neighborhoods;
- b. Utilizing several housing typologies in a single cohesive development. For example, attached townhomes, duplexes, granny flats, ranch and colonial style homes included in a single community;
- c. Delivering projects on time and the ability to pre-sell product;
- d. The development, construction, and operation of real estate projects;
- e. Ability to co-create development projects in partnership with the City and the residents of the surrounding neighborhoods; and
- f. Working with governmental and regulatory authorities necessary for revitalization efforts.

4. Upon receipt of responses to this RFQ, the Selection Committee will review and determine which firms and/ or teams will be interviewed for further consideration. Additionally, the Selection Committee reserves the right to waive this step and proceed with selection based on the above-noted qualifications. Alternately, the Core Team reserves the right to reject any and all responses.

- a. All respondents will be notified of these decisions at the appropriate time. Evaluation of teams will be based on the following criteria:
 - i. Firm experience, technical expertise, and knowledge of individual team members;
 - ii. Methodology and project understanding;
 - iii. Capacity of firms to complete the project within the preferred development schedule of the City; and
 - iv. Unique approach to creating communities within existing neighborhoods.
- b. The Selection Committee will review the RFQ submissions the week of February 19, 2024. The consultant team(s) selected to move onto the next round will receive an interview between the days of Wednesday, February 28–Friday, March 1, 2024.

6. SUBMITTAL INSTRUCTIONS

Applicants Please submit a six (6) print copies and one (1) USB Drive containing the PDF File of the proposal must be received by February 16, 2024 at 4:00 PM EST to North Olmsted City Hall. Respondents should address the response to the attention of Max Upton, Director of Economic and Community Development, 5200 Dover Center Road, North Olmsted, OH 44070. A separate sealed envelope containing the proposed purchase price should be included in the submittal.