

Request for Qualifications

Town of Haddam, CT Development Opportunity

Former Rossi Lumber Company
300 Saybrook Road, Higganum, CT



Image depicting front and rear sites

Issued by:
Town of Haddam, Connecticut

Date: January 25th, 2023

LEGAL NOTICE
TOWN OF HADDAM, CONNECTICUT
Development Opportunity
Developer Request for Qualifications
Former Rossi Lumber Company
300 Saybrook Road (CT RT 154), Higganum, CT

The Town of Haddam hereby invites proposals from real estate developers to enter into a development partnership with the Town leading to the development and eventual ownership of the front approximately two and one half (2.5) acre parcel known as 300 Saybrook Road in the Higganum section of Haddam, CT.

The site is owned by the Town of Haddam.

The site contains three (3) buildings, one brick building of 2,000 sq.ft. with a full basement in excellent condition (to be preserved) and 2 wood/metal sheds with very little value. The buildings contain two (2) tenants. They are on month to month basis and tenancy will be terminated upon execution of an agreement. The site is considered a brownfield property and the State Department of Economic and Community Development has committed \$1.5 million for its remediation to a commercial/industrial standard.

Sealed responses containing developer qualifications and project description for the development of the front portion of 300 Saybrook Road can be submitted to William Warner, Town Planner, Town of Haddam 30 Field Park Drive, Haddam, CT 06438 until 3:00 p.m. on March 1st, 2023.

The documents comprising the Request for Qualifications may be obtained on the Town's website, www.haddam-ct.org. Each proposer is responsible for checking the Town's website to determine if the Town has issued any addenda and/or additional supplemental documents, needed to complete its proposal in accordance with the RFQ as modified by the addenda.

The Town of Haddam reserves the right to reject any and all responses to this RFQ, to advertise for new RFQ responses, or to accept any RFQ response deemed to be in the best interest of the Town.

Date:

Town of Haddam, Connecticut

DEVELOPER REQUEST FOR QUALIFICATIONS

300 Saybrook Road
Former Rossi Lumber Company

INTRODUCTION

Overview

The Town of Haddam hereby invites proposals to enter into a development partnership with the Town leading to the development and ownership of the front approximately two and one half (2.5) acre town owned parcel known as 300 Saybrook Road.

The site is owned by the Town of Haddam and was acquired for development purposes. A 2018 market study by Camoin Associates for an adjacent property can be found at:

<https://www.haddam.org/land-use-department/files/market-observations>;

This project is across the street from an exciting mill remediation and renovation which is underway. Parker Benjamin, a CT Main Street member and award recipient, is the developer. <https://scovil-hoe.com/>

The site contains three (3) buildings, one brick building of 2,000 sq.ft. with a full basement in excellent condition (to be preserved) and 2 wood/metal sheds with very little value. The buildings contain two (2) tenants. They are on month to month basis and tenancy will be terminated upon execution of an agreement. Any abatement/redevelopment work on the buildings will require review by the State Historic Preservation Office (SHPO). The site is considered a brownfield property. Environmental Site Assessments have been completed for the property and a draft Remedial Action Plan has been prepared. The Connecticut Department of Economic and Community Development (DECD) has committed the \$1.5 million for remediation of the property to facilitate commercial reuse. While the DECD funding will remediate to a commercial/industrial standard the Town is open to a residential component if an economically fiesable remediation strategy can be designed.

As the recipient of the DECD funding, the Town will bid and complete the remediation. The town will retain the services of a Licensed Environmental Professional to oversee the remediation. As a development partner with the town and the state the private developer will need to sign the DECD financial assistance proposal and will need to provide documentation to support the grant closing including but not limited to collateral (mortgage or guaranty) and property restrictions (negative pledge & use restriction).

The property is enrolled in the Brownfield Remediation & Revitalization Program (BRRP) administered by DECD which provides various liability protections, exemption from the Connecticut Transfer Act, and does not require remediation of contamination that has migrated off-site. These protections afforded by the BRRP can be transferred with the property to future owners by applying to the program as a BRRP transferee and be accepted into the program before taking ownership of the property.

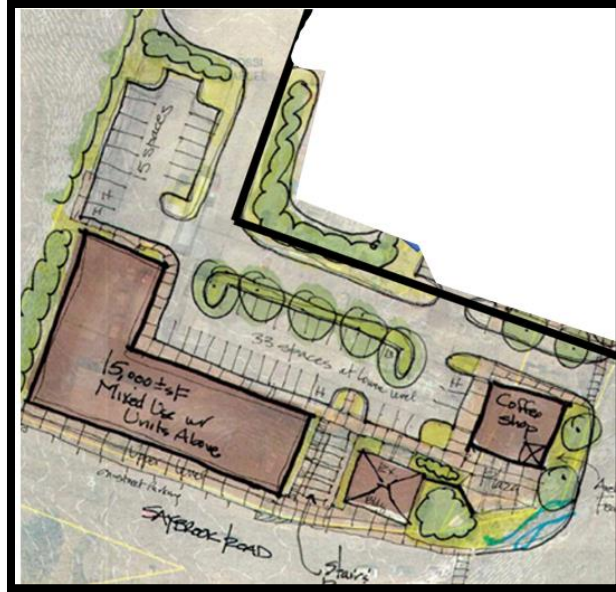
The selected developer will first need to prepare development concepts and secure the necessary approvals, including a vote of the Town Meeting. That vote will allow the Town and Developer to enter into a purchase and sale / developer agreement. After coordinating with the Town in the planning of the remediation and the overall project, the Town will advance the DECD funded brownfield remediation. Once the town completes the remediation the developer will take ownership after demonstrating their tenant mix and their financial ability to go forward with the development in a timely manner.

The final use will be a privately owned and operated mix of retail and office uses with a focus on professional offices, small scale retail, restaurants, maker spaces, arts and entertainment venues and microbreweries and similar compatible uses allowed in the Village District Zone.

Project Goal / Development Objectives

Goal - To use the experience, scope and talent of a qualified development firm to achieve a viable reuse of the two and one half (2.5) acre parcel at the most prominent and visible location and entrances into Higganum Center. The Town of Haddam is looking for innovative solutions to achieve the following objectives:

1. The elimination of blight and contamination from the property;
2. The introduction of a development that will be uniquely Higganum and contribute to the a pedestrian scale and sense of place in Higganum Center;
3. An adaptive historic re-use of the building in a manner that is consistent with the property history.
4. The creation of a project that will be mixed-use, creating employment opportunities, entertainment and shopping in a walkable environment.
5. The site plan and architectural details should preserve the existing building and materials and introduce new quality materials as a part of the new construction. The development shall reinforce and add to the RT 154 streetscape and comply with or exceed the existing Planning and Zoning Commission design guidelines for the Higganum Village District Regulations.



A previous Concept Plan from public workshops

6. While not a part of the RFQ the respondents should take some consideration into the future acquisition and use of the rear portion of the property and how it can be enhanced/upgraded for greater visual appeal and connection to the Higganum Cove property. Just prior to acquisition the rear portion had an annual rental income of \$74,000.

Infrastructure

The site is served by three (3) on site wells and two (2) small septic systems. It is anticipated that these facilities will be upgraded and adequate to support a range of development activities. The site is adjacent to another town owned property where a community septic system is also in design. Tying into this system is also an option for uses with higher water usage. Power is provided to the site by Eversource.

SELECTED DEVELOPER'S RESPONSIBILITIES

Following the selection of the developer these responsibilities will be more specifically defined and detailed in a development agreement to be negotiated between the Town and the selected developer.

The selected developer will:

1. Negotiate with the Town and present a developer agreement and/or MOU within 90 days of selection. The developer agreement will include a purchase and sale agreement which will define a process that will subsequently lead to the transfer of the property to the developer (subject to terms, conditions and approvals).

2. Prepare a development plan for the project, subject to Town approval;
3. Initiate a marketing effort to seek project tenants.
4. Submit all necessary documents to assure project financing is fully in place and secure necessary local and state land use approvals.

RFQ SUBMISSION REQUIREMENTS AND SCHEDULE

Submission Requirements

The Town intends to select a developer based on a review and evaluation of the information submitted in response to this RFQ, interviews and references. As such, the Town is not seeking a detailed development program and financial plan at this time. Rather, the Town seeks a conceptual development plan and information concerning the respondent firms' accomplishments, capabilities, and experience. Financial information indicating the developer's ability to complete the project should also be included.

Each Statement of Qualifications should be organized in the following order:

1. Title page. The title page should show the respondent's name, RFQ title, and date of submittal.

2. Letter of introduction. Within one page, the respondent should include the name, address, and statement of whether the respondent is an individual, partnership, corporation, joint venture, special-purpose entity, or other entity. The letter should also provide the name of the person(s) authorized to make representations for the respondent and his or her phone number and email. The person authorized to represent the proposal should sign the letter.

3. Project approach. Briefly describe, in general, the respondent's approach to the design, finance, construction and management of the project. A conceptual development plan; construction phasing plan if relevant should be submitted. Include a discussion of how the developer will interact with the Town throughout the development process.

4. Relevant project experience. Provide previous project descriptions that include scope, building use(s), cost, and geographic location of each project. The Town is most interested in projects completed in the past five years. Identify finance and development partners for each project. Also, describe the role the respondent performed in the development partnership.

5. History of respondent and key team members. Identify the legal entity that will serve as the principal in the proposed redevelopment, and provide a brief history of that entity and the parent company, if applicable. Provide resumes of the key individuals who will be responsible for managing the project. Describe the level of commitment for each member of the development team. Also, describe any litigation in which the respondent or a major

team member was/is a defendant (past 5 years or pending) or any bankruptcy filing by them or any entity they controlled.

6. Financing capability. Provide credible current bank letters and other information regarding the respondent's capacity to secure private capital and/or bank financing sufficient to complete the proposed project in a timely basis.

7. Project marketing and management expertise. Provide a summary of the respondent's experience with marketing and on-going management of projects of similar character and complexity.

8. References. Provide financial and development references (name, title, entity, telephone number, and contractual relationship to respondent) that can be contacted with respect to current and past project development experience. These should include banking or private financing references. Before final selection additional financial information may be required.

9. Concept plan. Prepare a concept plan and phasing plan and a discussion of the planned use of the property.

10. Investment. The proposal should state the purchase price and the level of total investment the developer plans to make in rehabilitating the building and for new construction.

11. Contingencies. State the contingencies of the proposal including any financing, due diligence and entitlement contingencies.

12. Project Schedule. Provide a schedule from the time of entering into initial agreement with the Town to projected completion date.

Schedule

The following is the schedule for this developer RFQ process:

- Release of RFQ, including supplemental documents – Jan. 25th, 2023
- Site and building inspection – Tentatively scheduled for Feb 15th, 2023
- Statements of Qualifications due by 3:00 PM March 1st, 2023;
- Potential interviews with respondents;
- Developer Recommendation by Haddam Board of Selectmen

Six (6) complete paper copies of the Statement of Qualifications and one electronic copy, as outlined above, must be submitted to:

William Warner
Town Planner
Town of Haddam
30 Field Park Drive
Haddam, CT 06438

The submittal package must be received at the above office by 3:00 PM March 1st, 2023.

Evaluation Process for Qualifications*

The following criteria will be used to evaluate responses to this RFQ:

1. Demonstrated ability to access and obtain private equity and debt for development projects in the last five years.
2. Experience working with projects of a similar nature and complexity.
3. Demonstrated quality of design and construction in previous projects.
4. Extent of development experience of specific individuals assigned by the developer to the proposed project team.
5. Demonstrated experience and financial strength to complete a project of this size and on budget and on schedule.
6. Respondent's proposed project approach, a concept plan and how your development will achieve stated project objectives.
7. Demonstrated success with the initial marketing and on-going management of units in projects of a similar nature and complexity.
8. Proposed timing.
9. References for the respondent and project team.

* Respondents (and related entities) are expected to be current with any tax owed to the Town of Haddam.

The evaluation of submittals in response to this RFQ does not constitute any form of commitment from the Town. It is anticipated that each submittal will be evaluated based on the information submitted plus any other independent information developed by the Town. The Town reserves the right to request clarification or additional information from a respondent if necessary.

LIMITATIONS AND GENERAL CONDITIONS

The Town of Haddam reserves the right to reject any and all responses to this RFQ, to advertise for new RFQ responses, or to accept any RFQ response deemed to be in the best interest of the Town. A response to this RFQ should not be construed as a contract nor indicate a commitment of any kind. The RFQ does not commit the Town to pay for the costs incurred in the submission of a response to this RFQ or for any costs incurred.