

REQUEST FOR PROPOSALS

Rehabilitation and Re-Development of Anderson Apartments
207 Bragg Street NE and 503 Vance Street NE
Wilson, NC

Submission Deadline: Friday, March 27, 2020 at 5:00pm

Walkthrough Date: Friday, February 28, 2020 at 10:00am *or*
By appointment if unable to attend walkthrough.

Project Coordinator: Dana Corson, Preservation Planner
Planning and Community Revitalization Department
City of Wilson
PO Box 10
Wilson, NC 27894
Phone: 252-399-2225
Email: dcorson@wilsonnc.org

Opportunity:

The City of Wilson is seeking an interested party to submit rehabilitation plans for the redevelopment of the historic Anderson Apartments and Anderson Duplex. Submissions will be reviewed by city staff, and staff will assist developers with understanding and responding to the City's requirements for the building's reuse. Once all proposals have been reviewed, they will be presented to Wilson's City Council with a recommendation for endorsement. While an endorsement by Council is not final approval, it will trigger an exclusive period of negotiation between the City and their selected partner for a development services agreement for the project.

Anderson Apartments and Anderson Duplex, located at 503 Vance Street NE and 207 Bragg Street NE respectively, represents a prime opportunity for residential historic re-development of prominent properties. Located along Vance Street, Old Wilson's Historic Mile, the apartments and duplex are contributing structures within the Old Wilson National Historic District. Strong demographic trends, the success of recent residential and commercial projects in the area, and the opportunity for significant public support make the project attractive for a potential development partner.

History:

The Anderson Duplex is one of the most intact examples of the several similar gable front, two-story frame dwellings built at the turn of the century. Stephen W. and Wade H. Anderson built the structure in 1918 as rental or speculative property. Stephen Anderson was a prominent business man [later president of P.L. Woodard and Company and the Contentnea Guano Company] and Wade Anderson was a prominent Wilson physician and was president of the Moore Herring Hospital. Stephen lived in those house after construction prior to his marriage in 1919. It was family owned until 1975.

The Andersons built the Anderson Apartments shortly thereafter in 1922. The handsome row of two-story, brick and stucco townhouse apartments were designed in the Colonial Revival style and include ten townhouses, arranged in five identically finished pairs.

Any developer who revitalizes these apartments has the opportunity to restore a focal asset to the City of Wilson, while participating in the growth of the historic residential core.

Structures:

Annual Property Taxes: \$2,992
Assessed Value: \$224,796
Square Footage: 12,896 sq. ft. & 1,960 sq. ft.
Lot Size: .69 acres

The apartments are currently 10 units. Exterior alterations to either structure must be reviewed and approved by the Historic Preservation Commission. A Certificate of Appropriateness [COA] must be obtained to ensure that proposed work is compatible with the nature of the property and the character of the surrounding properties in the historic district. The Wilson Design Guidelines can be found online at wilsonnc.org.

Location and Assets:

The City of Wilson, located forty-five minutes east of downtown Raleigh at the intersection of I-95 and US Highway 264, is the 18th largest municipality in North Carolina. Wilson is also the half-way point between New York and Miami along the I-95 corridor. It is a center for manufacturing, and hosts several large administrative offices for BB&T, now the 6th largest bank by assets in the United States after a recent merger with SunTrust. In recent years, Wilson has experienced a renaissance with a number of new public and private real estate investments. In FY 2018-19, \$15 million was both privately and publically invested directly into downtown. Other large employers, including Neopac and Fresenius Kabi, have invested \$200 million into expansion projects that will create 500 new jobs. A new downtown facility for BB&T is under construction at a cost of \$35 million; and a new large-scale mixed-use development will be joining the landscape downtown beside the newly unveiled plans for the relocation of the Wilson Family YMCA. Barton College has expanded their selection of academic programs and will have their inaugural NCAA Division II Football season in 2020. A newly constructed turf-field stadium has been completed on-campus and construction has begun for on an off-site training facility.

Current large scale employers include:

- County Seat [3,000 combined City and County employees]
- Barton College [1,065 students and 72 full-time faculty]
- BB&T [2,200 employees]
- Bridgestone Tire Manufacturing Facility [2,100 employees]
- Kidde Aerospace [750 employees]
- Smithfield Packing Company [700 employees]
- Pharmaceuticals [1,750 employees from Novartis, Merck, Fresenius Kabi, and Purdue.]

The apartments and duplex are located within a quarter mile of Historic Downtown Wilson and residents will enjoy being in close proximity to downtown shopping and restaurants, open space and public parks, civic buildings and museums, and transportation including Greyhound and Amtrak.

Incentives:

Both the apartments and the duplex are located within the Old Wilson National Historic District and are listed as contributing structures; therefore, they are eligible for both state and federal Historic Tax Credits. For more information contact the North Carolina State Historic Preservation Office.

This area has been designated as an Opportunity Zone and provides a tax incentive for investors to re-invest their unrealized capital gains into dedicated Opportunity Funds. For more information visit the Economic Innovation Group at eig.org/opportunityzones.

The City of Wilson is prepared to work with a development partner to ensure that the Anderson Apartments becomes an attractive asset. Public participation may include:

- Local Historic Landmark Designation, which provides a 50% tax deferment into perpetuity, so long as the designation is maintained.
- Remediation loan to provide for the need for assessment and/or remediation funds for hazardous materials on site.

Submission of Proposals:

Interested parties shall organize their proposals in the format described below. Please submit the requested information in appropriate detail to allow adequate review and evaluation of qualifications and plans.

- 1) Letter of Introduction
 - Include a summary of the respondent’s basic qualifications, experience, and reasons for interest in this opportunity. The letter should be signed by a principal or authorized officer for the entity.
- 2) Proposal and Design Schematics
 - Program for the site and illustrative sketches including preliminary plans for the interiors of each unit; site plan; and exterior elevation drawings.
- 3) Development Assumptions:
 - Site purchase price
 - Detailed development budget
 - Expected rents
 - Parking plan
 - Project timeline
 - List of requested incentives
- 4) Financing Assumptions:
 - Expected amounts and sources of debt and equity
 - Status of commitments from lenders and investors
 - Identification of lead development company
- 5) Development Team
 - Identification of up to three [3] partner firms and roles, including co-developers, architects, and general contractor.
 - Overview of each firm on the team, including brief history of firm, past experience working with the developer, and relationship of the firm’s parent company with the office responsible for the project, if applicable.
 - Identification and resumes of lead staff [principals and project managers] that will be responsible for negotiating a development agreement with the City and completing the remainder of the preconstruction approval process.
- 6) Experience and References
 - Provide relevant development experience, particularly in developing residential projects within a historic district with public agencies. Provide information on at least three [3], and no more than five [5] projects. Each comparable development should detail the following information:
 - Location and name of project.
 - Scope and scale of development program [including residential uses and infrastructure improvements, if applicable.]
 - Photos/illustrations of completed project.
 - Total development budget.
 - Amounts and sources of debt and equity funds used to finance the project, including government sources. Please provide a point of contact for each capital provider for the project.
 - Contact information for a representative of the primary public agency partner in the project.
 - Developer’s role in and ownership for each project [e.g., fee developer, equity investor, and/or property manager.]

7) Financial Capacity

- Provide evidence of sufficient financial strength to undertake and successfully complete a project of this scale. Please also identify any projects/financing on which the team collectively or individually has defaulted.

8) Disclosures

- Please disclose any/all of the following:
 - Potential conflicts of interest that could be relevant to this project in any manner.
 - Whether the developer or any officer, director, or owner thereof has had judgements entered against him or her within the past ten [10] years for the breach of contracts for governmental or nongovernmental construction or development.
 - Whether the developer has been in substantial noncompliance with the terms and conditions of prior construction contracts with a public body.
 - Whether any officer, director, owner, project manager, procurement manager, or chief financial official thereof has been convicted within the past ten [10] years of a crime related to financial fraud or the governmental or nongovernmental construction or contracting.
 - Whether any officer, director, or owner is currently debarred pursuant to an established debarment procedure from bidding or contracting by any public body, agency of another state, or agency of the federal government.

Submission Procedure

Proposals are due Friday, March 27, 2020 at 5:00pm and must be prepared in conformance with the guidelines described above. Proposals shall be submitted electronically in PDF format to dcorson@wilsonnc.org or may be mailed to:

Dana Corson, Preservation Planner
112 Goldsboro Street E.
PO Box 10
Wilson, NC 27894

The email subject must be 'Development Proposal: Anderson Apartments, Wilson, NC.' A digital receipt will be sent within 24 hours. If a receipt is not received within 24 hours, please contact staff. If sending via mail, please use a traceable delivery method.

All responses are subject to public disclosure under the North Carolina Public Records Law, The City of Wilson recognizes that respondents must submit information that it may deem confidential and proprietary in order to comply with the requirements of this solicitation. Respondents are entitled to request that certain information remain confidential, while permitted by law, as follows: [1] the respondent identifies the confidential proprietary portions of the response, [2] the respondent identifies as confidential and proprietary only those portions of the submittal that actually are confidential and proprietary, and [3] the respondent states why protection is necessary. Respondents shall not designate their entire response as confidential and proprietary, nor shall they so designate information that is already public.

Any information that the respondent would like to remain confidential should be emailed under separate cover to dcorson@wilsonnc.org. The email subject must be 'PROTECTED: Development Proposal: Anderson Apartments, Wilson, NC.' If submitting via hard copy, please separate confidential information with a cover sheet stating 'PROTECTED.'

For information concerning the procedure for responding to the Request for Proposals or clarifications of the terms, conditions, and requirements of this RFP, please email Dana Corson, Preservation Planner, at dcorson@wilsonnc.org.

Evaluation Criteria

The evaluation of developers responding to this solicitation will be undertaken in order to select a partner and plan that is viable, will best serve public interests, and can be completed in a reasonable time frame. The following evaluation criteria will be used to make that selection:

- Qualifications and experience of the development team, with preference given for experience with development of historic structures.
- Quality and appropriateness of the proposed building design. Proposals should be congruent with the character defining historic and/or architectural features of the existing property and the surrounding historic resources.
- Demonstrated ability to secure funding to execute a project of similar scale and complexity in a reasonable time frame.
- Financial benefits to City from the proposed project.
- List of active development projects and demonstration of current capacity.

Selection Process

Staff will review all response, contact references, and coordinate interviews as necessary. After a review of submitted proposals, clarifications may be requested. Unless requested by staff, no additional information may be submitted after the Friday, March 27, 2020 deadline. The City of Wilson will enter discussions with the developers having the most viable proposals before finalizing its recommendation of a partner to the Wilson City Council. An endorsement by Council of a development partner is not final approval. Rather, it will trigger an exclusive period of negotiations between the City and their selected partner for a development services agreement for the project.

Disclaimers

All facts and opinions stated in this solicitation are based on available information and are believed to be accurate. Nevertheless, neither the City of Wilson, nor any of their officers, agents, or employees, shall be responsible for the accuracy of any information provided to any respondent as part of this solicitation or vetting process. All respondents are encouraged to independently verify the accuracy of any information provided. The use of any of this information in the preparation of a response to this request is at the sole risk of the respondent.

Those submitting responses to this solicitation assume all financial costs and risks associated with the submission. No reimbursement or remuneration will be made by the City to cover the costs of any submittal, whether or not such submittal is selected or utilized.

The City reserves the right to reject any or all submittals at its sole and absolute discretion and accepts no responsibility for any financial loss by such action.

Any agreements that may be entered into between the developer[s] and the City, including but not limited to a Development Services Agreement, are subject to approval by the City Council.

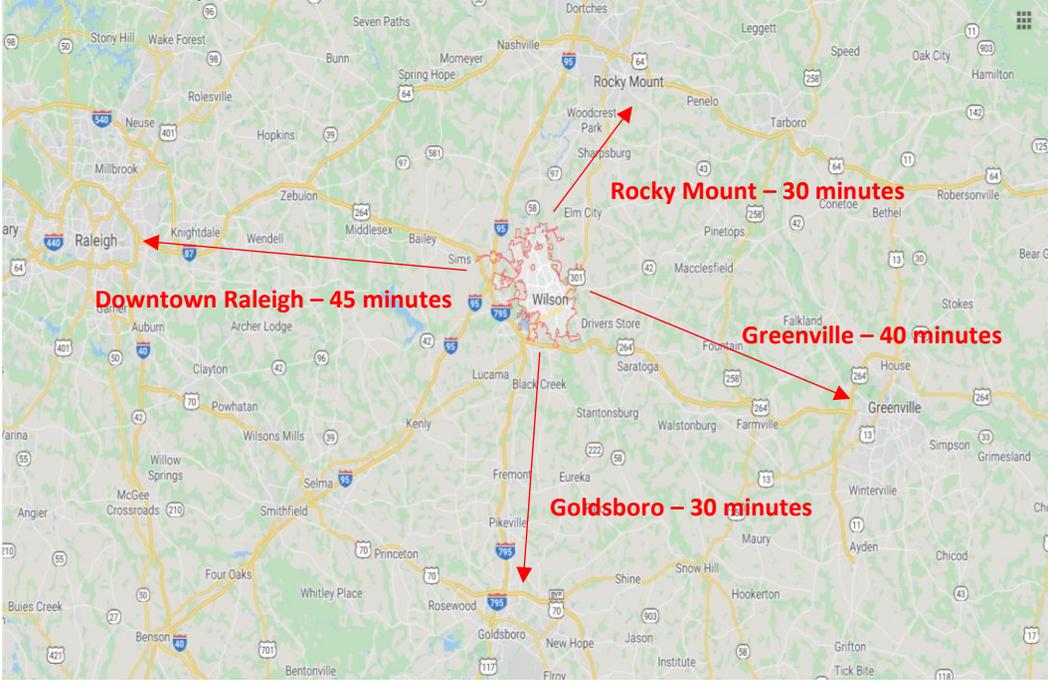
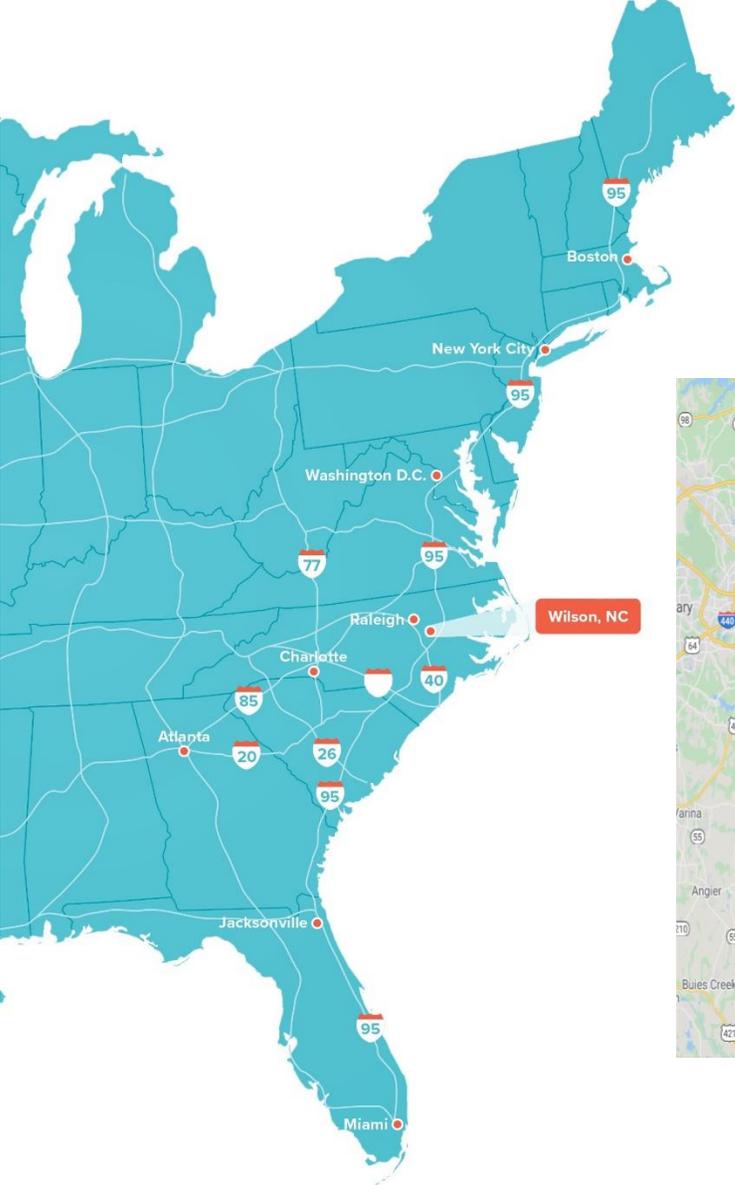
The City reserves the right to waive irregularities or informalities in any submittal in the exercise of its sole and absolute discretion.

The City of Wilson is an equal opportunity employer. It encourages minority- and women-owned firms to respond to this and all other solicitations.

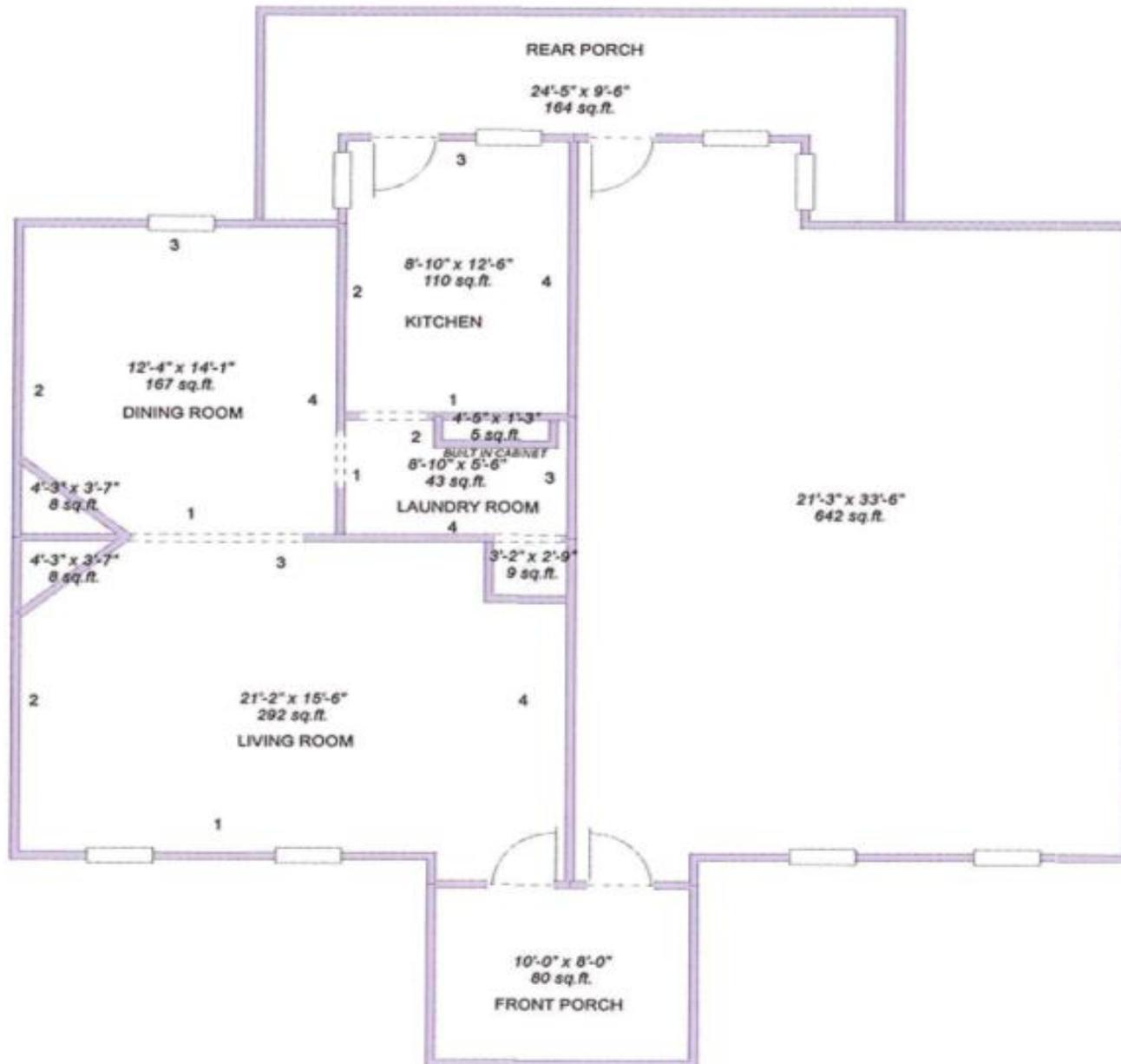
Appendix A – Location



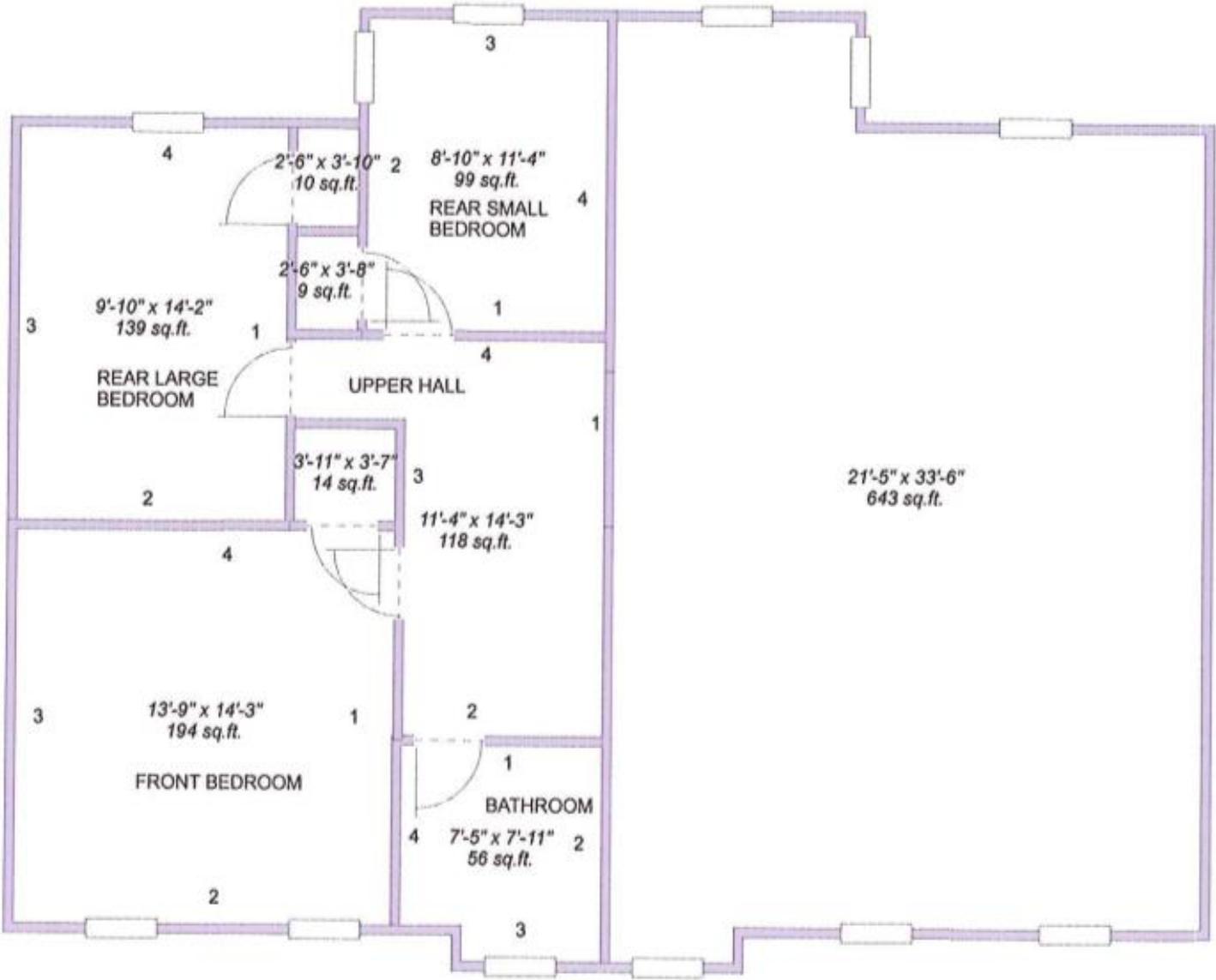
Appendix A – Location



Appendix B – Floorplans
Anderson Apartments – First Floor



Appendix B – Floor Plans
Anderson Apartments – Second Floor



Appendix C – Property Data

Anderson Apartments & Anderson Duplex
503 Vance Street NE & 207 Bragg Street NE
Old Wilson Historic District

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