

REQUEST FOR PROPOSALS

**Purchase and Development of a Certain Condominium Unit 1 located at
E. 2nd Street and E. 3rd Streets, Bethlehem, Pennsylvania 18015
Approximately 11,233 Square Feet
("Polk Street Retail Unit 1")**

BETHLEHEM PARKING AUTHORITY

May 9th, 2019

Due Date/Time: June 7th, 2019, 2:00 P.M., Local Time

INTRODUCTION

**PURCHASE OF A CERTAIN CONDOMINIUM UNIT 1 OF APPROXIMATELY
11,233 SQUARE FEET LOCATED AT
E. THIRD STREET AND POLK STREET
BETHLEHEM, PENNSYLVANIA 18018 (the “Polk Street Retail Unit 1”)**

BETHLEHEM PARKING AUTHORITY

The Bethlehem Parking Authority is soliciting proposals for the Purchase and Development of the Polk Street Retail Unit 1, in accordance with this Request for Proposals (RFP).

Proposals shall be made upon proposal forms or letterhead stationery and all references to numbers shall be stated both in writing and figures. The signature shall be an original in long hand, and the completed form shall be without interlineation, alteration or erasure.

One (1) Clearly marked original, two (2) clearly marked complete copies (including all proposer provided attachments), and an electronic copy of each proposal shall be submitted and delivered to **Kevin Livingston, Executive Director of Bethlehem Parking Authority, 85 West North Street, Bethlehem, Pennsylvania 18018**. Envelopes shall be closed, sealed and marked, **“Proposal – Polk Street Retail Unit 1”**, according to Specifications attached hereto, prior to **2:00 P.M.**, Local Time, **June 7th, 2019**.

The Bethlehem Parking Authority will grant due consideration to any features of the Specifications submitted by the proposers and does hereby reserve the right to choose the proposal which, in its judgment is best suited for the intended purposes as hereinafter set forth. The Bethlehem Parking Authority does also reserve to itself the right to waive informalities in awarding the proposal which is in the best interest of the Bethlehem Parking Authority.

BETHLEHEM PARKING AUTHORITY

By: _____
Kevin Livingston, Executive Director

Date: _____

Summary and Market Background

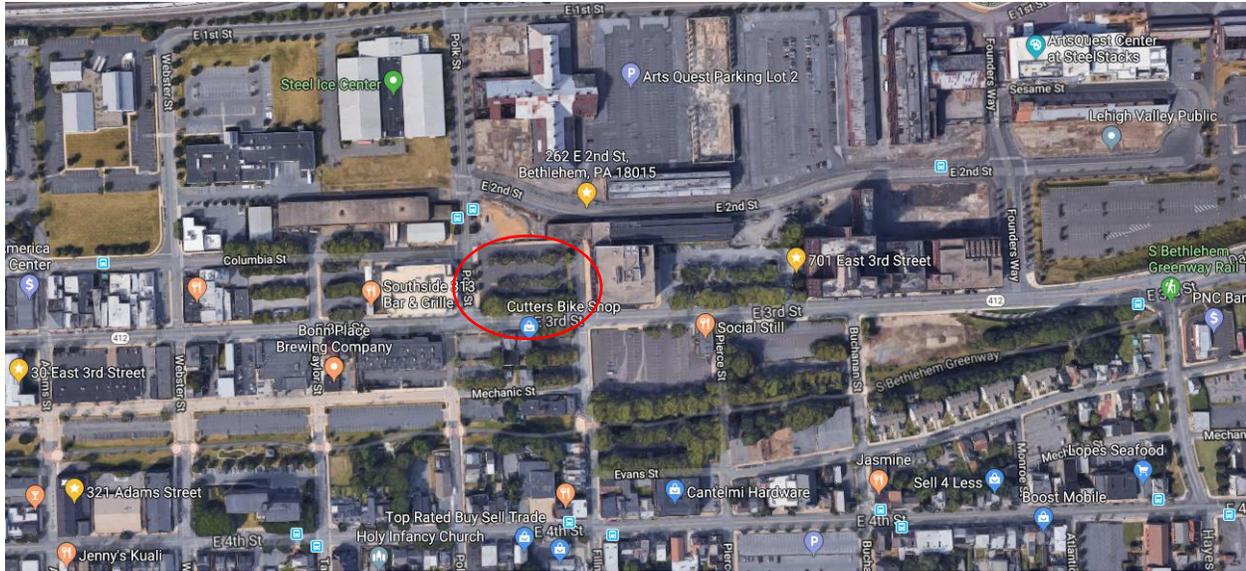
Bethlehem, comprised of just over 75,000 residents, is located in eastern Pennsylvania and easily accessible by Interstate 78, U.S. Route 22 and Pennsylvania Highway 33. Bethlehem is immediately adjacent to the city of Allentown, Pennsylvania and approximately one hour from the city of Philadelphia and two hours from New York City. Bethlehem is a city best known for its colonial and industrial past; it was home to the Bethlehem Steel Corporation and served as an important contributor to the nation's economic growth during the late 19th and early 20th centuries.

As with many older industrial cities around the country, the City saw its economic fortunes wane during the 1970s and 80s, with steel imports and overseas manufacturing serving as the principal culprits. With the decline of the steel plant and loss of jobs, the surrounding neighborhood in South Bethlehem also declined via disinvestment. The City's North and West Side neighborhoods, particularly those adjacent to Main Street and Broad Street in the City's Historic Districts fared much better and have maintained a strong residential and mixed- use character. Over the past decade, the city has worked in close collaboration with state and federal agencies, educational institutions, non-profit organizations, foundations, and private sector partners to address urban blight and create redevelopment and employment opportunities for local residents. The development of the Sands Casino, creation and expansion of the Lehigh Valley Industrial Park, and a number of streetscape improvement projects are a testament to the city's economic development efforts.

However, the city's Southside downtown has seen a recent surge in investment. The Bethlehem Economic Development corporation through the Southside Arts District, a commercial revitalization program, has invested significant funds in the promotion and beautification of the downtown (www.southsideartsdistrict.com) . The Southside Ambassadors provide a friendly face to assist in improving the area through picking up litter, removing graffiti, emptying trash receptacles and removing weeds to keep the downtown clean. Safety patrols work directly with the local police to serve as a highly visible presence throughout the district (<http://blockbyblock.com/program/southside-bethlehem>).

Along the Third Street corridor, more than \$40 million of private investment has occurred in recent years, with an additional \$40 million of private investment planned and in various stages of development. ArtsQuest has proposed a new Community Cultural Campus at the Banana Factory and the impending sale of the casino has seen the announcement of \$190 million in investment proposed by the new ownership (see <https://www.mcall.com/business/mc-biz-wind-creek-hospitality-visits-sands-casino-resort-bethlehem-20190111-story.html>) The Lehigh Valley, of which Bethlehem is the second largest city, has been ranked one of the top five regions of its size in the United States in terms of economic development, and for the third consecutive year is the highest-ranked region of its population size in the Northeast, according to *Site Selection Magazine*.

The parcel in question is critically located in the bridge between the Casino resort complex and the Southside Arts District Downtown.



The Bethlehem Parking Authority is soliciting ideas which will allow respondents to craft proposals for a multi-story, multi-use building at the above location. This building will be the front face of the parking structure and must consist of a first floor commercial space, however the additional stories can be commercial, office or residential development.

**SPECIFICATIONS
(RFP)**

PURCHASE AND DEVELOPMENT OF THE POLK STREET RETAIL UNIT 1

BETHLEHEM PARKING AUTHORITY

1.0 BACKGROUND

- 1.1 The Bethlehem Parking Authority currently has purchased from Sands Bethworks Retail, LLC approximately 1.62 acres of land located at E. 2nd Street and E. 3rd Street, Bethlehem, Pennsylvania 18015.
- 1.2 The property is currently being used as surface parking by the Bethlehem Parking authority, a proposed public parking garage will be constructed on a portion of the property and the remaining portion of the property is the subject of this RFP.
- 1.3 It is the intent of the Bethlehem Parking Authority to create a commercial condominium with the property which shall consist of 2 condominium units. Unit # 2 (Parking Structure) shall be for the proposed public parking garage and Unit #1 (Polk Street Retail Unit 1) shall be for retail/office/residential use. A draft of the proposed Condominium Plan is attached hereto.
- 1.4 The property addressed in this RFP is Tax Parcel I.D #P6 22 14-0204.
- 1.5 The property has neighboring retail, commercial, institutional and residential uses.
- 1.6 The Bethlehem Parking Authority intends to request the City of Bethlehem support the transfer to the Polk Street Retail Unit 1 a City Revitalization and Improvement Zone designation by the Bethlehem Revitalization and Improvement Authority.
- 1.7 The property is currently zoned _Industrial Redevelopment – Residential District (IR-R) under the City of Bethlehem Zoning Ordinance.
- 1.8 The structure to be constructed on the Polk street retail Unit 1 property shall have a maximum height that is consistent with other neighborhood buildings/structures and in accordance with the Zoning Ordinance of the City of Bethlehem.

2.0 PURPOSE

- 2.1 **This Request for Proposals (RFP) is structured to receive proposals for both the purchase of the Polk Street Retail Unit 1 and development and construction of the Polk Street Retail Unit 1.**
- 2.2 Any planning or zoning issues that may arise from the purchase and development proposal are the sole responsibility of the proposer.
- 2.3 Proposals shall clearly state the purchase price to be paid or agreed to at settlement and must exceed \$300,000.
- 2.4 All proposals must describe, in reasonable detail, the proposed development of the Polk Street Retail Unit 1 and shall include elevations and renderings. The development must include a mixed use of retail, commercial, office and/or residential. Significant consideration will be given to the proposals which demonstrate the greatest degree of creativity, innovation and functionality while providing compatible design with the surrounding streetscapes.
- 2.5 All proposals must include a statement discussing the expected financial investment required to complete the proposed development of the Polk Street Retail Unit 1 and the economic advantages to the City of Bethlehem.
- 2.6 All proposals must include a statement from the submitting party acknowledging and agreeing to the following conditions in the event the Bethlehem Parking Authority elects to accept the submitting party's proposal:
- (a) A statement indicating that construction on the development of the Polk Street Retail Unit 1, consistent with the submitted proposal, must commence within twelve (12) months of the acquisition and must be completed within twenty-four (24) months thereafter, or the Bethlehem Parking Authority shall have the right to require the proposer to reconvey the Polk Street Retail Unit 1 to the Bethlehem Parking Authority.
 - (b) A statement indicating that the Polk Street Retail Unit 1 is being purchased "AS IS" and that the Bethlehem Parking Authority makes no representations or warranties, and that the Polk Street Retail Unit 1 may or may not be included in the CRIZ Zone.

(c) A Statement acknowledging and agreeing that in the event the submitting party's proposal is selected by the Bethlehem Parking Authority, the submitting party will enter into a Purchase and Sale Agreement within thirty (30) days of such selection which shall contain the following minimum requirements:

- (i) if a sale is selected by the Bethlehem Parking Authority, an initial nonrefundable deposit of **\$50,000.00**;
- (ii) a final settlement date no later than ninety (90) days from the execution of the Purchase and Sale Agreement;
- (iii) a minimum purchase price of **\$300,000.00**;
- (iv) provisions regarding a "Reverter Clause" if construction is not commenced or completed pursuant to the terms of this RFP; and
- (v) such other conditions as the Bethlehem Parking Authority deems necessary.

3.0 TERM OF CONTRACT

The Bethlehem Parking Authority would expect to have settlement on the purchase of the Polk Street Retail Unit 1 on before ninety (90) days from execution of Purchase and Sale Agreement.

4.0 FACTORS FOR AWARD:

4.1 The Bethlehem Parking Authority, in partnership with the City of Bethlehem, will evaluate each written proposal, determine whether oral discussions are necessary, then based on the content of the written proposal and oral discussions, select the proposal which is most advantageous to the Bethlehem Parking Authority, and the City of Bethlehem, and which proposal should include the following:

4.1.1. Prior examples of similar mixed use projects completed successfully in other downtown core areas as submitted with the proposal.

4.1.2. The extent that this proposal works as an infill development project in Bethlehem's downtown and is compatible with the surrounding urban core from both a use and design perspective.

- 4.1.3. The extent that the project can feasibly work well from both the retail/commercial/office/residential perspective and the parking garage perspective and the extent that the uses are coordinated on the site.
- 4.1.4. The effectiveness of the design scheme to minimize the visual impacts of the parking garage component of the project to the 3rd Street façade.

4.2 Final selection and negotiation rests solely with the Bethlehem Parking Authority in consultation with the City of Bethlehem, whose decision will be final. The Bethlehem Parking Authority reserves the right to reject any and all proposals, as well as the right to waive all informalities in awarding a proposal in the best interests of the Bethlehem Parking Authority.

4.3 The Executive Director will issue an “Intent to Award” letter to the selected proposer. Final award is contingent on execution of the Purchase and Sale Agreement.

5. FORM OF PROPOSAL:

- 5.1 Proposal should be provided only on the attached form and shall be effective for a period of 90 days from date of the opening.
- 5.2 By completing and submitting a proposal, the proposer agrees to all of the terms, conditions and requirements of this RFP.
- 5.3 Any costs incurred by proposer in preparing or submitting offers are the proposer’s sole responsibility. The Bethlehem Parking Authority will not reimburse any proposer for any costs incurred prior to proposal award.

6. EXCEPTIONS OR CONTINGENCIES:

6.1 Complete conformity to all terms and conditions of this RFP is encouraged and assumed unless otherwise noted in the proposal. Although discouraged by the Bethlehem Parking Authority, any exceptions to terms, conditions, or other requirements in any part of this RFP or contingencies (such as a zoning change) must be clearly stated in the proposal. Otherwise, the Bethlehem Parking Authority will consider that all items offered are in strict compliance with this RFP, and the successful proposer will be responsible for compliance.

7. PUBLIC INFORMATION AND SUNSHINE LAWS REQUESTS:

7.1 Under Pennsylvania's "Right to Know" laws, (65 P.L. 390, sec. 66.1, 66.2, 66.3, 21 June 1957), the public is provided access, at any reasonable time, to "any...contract dealing with the receipt of disbursement of funds by an agency or its acquisition, use or disposal of services or of supplies, material, equipment, or other property...". The public is to have access to these public records to "have the right to take extracts or make copies of public records and to make photographs or photostats of the same while such records are in the possession, custody and control of the lawful custodian of such records..."

8. QUESTIONS/CLARIFICATIONS:

8.1 **Any questions and/or clarifications shall be directed to the person noted below, on or before 2:00 P.M., May 30th,2019. Questions raised after this cut-off will remain unanswered.**

8.1.1 Kevin Livingston
Executive Director
Bethlehem Parking Authority
Phone: (610) 865-7123
Fax: (610) 865-7124
E-mail: Kevin@bethpark.org

8.1.2 On site meeting will be held Friday, May 17st at 10am.

PROPOSAL FORM
POLK STREET RETAIL UNIT 1
BETHLEHEM PARKING AUTHORITY

We, the undersigned, hereby propose and agree to purchase the Polk street Retail Unit 1 from the Bethlehem Parking Authority, for the purchase price of _____ Dollars (\$_____).

By executing this proposal, we understand that:

- We have read the "Specifications", and agree to comply with all conditions prior to execution of any Purchase and Sale Agreement;
- The specifications for this proposal are considered an integral part of the Proposal and by submitting this Proposal Form, I agree to meet all conditions of the Specifications, subject only to the following: _____

_____.

Respectfully submitted,

NAME: _____
BY: _____
PRINTED: _____
TITLE: _____
E-MAIL: _____
DATED: _____
ADDRESS: _____

PHONE: _____
FAX: _____
FEDERAL: _____
TAX ID# _____

EXHIBIT "A" - PLOT PLANS

