



THE CITY OF AUGUSTA

RFSB #224041 REQUEST FOR PROPOSALS FOR REDEVELOPMENT OF 33 UNION STREET PROPERTY

Notice and Instructions:

City of Augusta, Maine – Development Services Office

Issue Date: April 12, 2024
Deadline for Questions: April 26, 2024, 4:30PM
Due Date: May 17, 2024, 2:00PM

1. Questions may be directed to:

Keith Luke, Economic Development Director
Office: (207) 626-2336
Email: keith.luke@augustamaine.gov

2. Proposals must be received no later than 2:00 p.m., May 17, 2024.

3. Proposals must be mailed to or delivered to:

City of Augusta
Development Services Office (First Floor)
16 Cony Street
Augusta, Maine 04330

4. Late, faxed, or unsigned proposals will not be accepted.

5. This document may be viewed on the City of Augusta's website: www.augustamaine.gov.

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INTRODUCTION

1.1 Purpose of the RFP

The purpose of this Request for Proposals (RFP) is to solicit proposals from qualified developers who are interested in acquiring and redeveloping the municipally owned property located at 33 Union Street in Augusta, Maine herein referred to as “the Site.” The objective of this RFP is to select a developer who will work in partnership with the City of Augusta to transform the Site into an affordable housing development that meets the needs of the community while aligning with the City’s strategic goals for housing, sustainability, and economic development.

The Augusta City Council is committed to addressing the pressing need for affordable housing within the community and sees the redevelopment of the Site as an opportunity to advance this goal. The successful proposal will demonstrate a thorough understanding of the City’s vision for affordable housing and present a viable plan that offers innovative solutions to meet or exceed the affordable housing requirements set forth in this RFP.

Developers are encouraged to present proposals that:

Maximize the potential for affordable housing units within the development, engage with the community through the development process, provide added amenities and services that benefit the future residents and the surrounding community, demonstrate financial feasibility and the ability to secure necessary funding. Both workforce and senior housing are priorities for the city, and proposals that include a mix of workforce, senior and market rate housing will be considered.

This RFP represents a unique opportunity for developers to contribute to the City’s affordable housing stock and make a lasting positive impact on the community. The City of Augusta looks forward to reviewing innovative proposals that align with our vision for the Site and our broader goals for community development and sustainability.

1.2 Background

The 33 Union Street site is a 4.15 acre parcel that has been municipally-owned since 1918. In 1950 the current building was constructed and used by the Department of the Navy as a Naval Reserve facility. In 1998 the building and associated improvements were transferred to the City of Augusta, and converted to use as the headquarters for the Augusta Police Department. The Augusta Housing Authority paid to convert the space they occupy in the building at the same time.

The Augusta Police Department is scheduled to vacate the building in April 2024 and the Augusta Housing Authority’s lease in the building is scheduled to expire on June 30, 2024.

1.3 Goals and Objectives of the Project

The creation of affordable housing is a top priority for the Augusta City Council. The current 35,287sf building on the site would be eligible for historic tax credits, although preservation of the existing building or footprint will not be a factor in the scoring process.

1.4 Definitions and Acronyms

1. **Affordable Housing:** Housing that is deemed affordable to those with a median household income as rated by national or local government by a recognized housing affordability index.
2. **Area Median Income (AMI):** The midpoint of a region's income distribution - half of the families in a region earn more than the median and half earn less. It is often used to determine eligibility for affordable housing programs.
3. **Developer:** An individual or entity that engages in the creation of housing or commercial properties, from land acquisition through construction and eventual sale or leasing to end users.
4. **Low-Income Housing Tax Credit (LIHTC):** A federal subsidy used to finance the development of affordable rental housing. Developers can receive tax credits for their costs in developing affordable housing.
5. **Request for Proposals (RFP):** A document issued by an organization to solicit proposals from potential providers for the purchase, lease, or sale of goods or services.
6. **Mixed-Use Development:** A real estate project with a combination of residential, commercial, cultural, institutional, or entertainment uses, integrated into a cohesive unit.
7. **Sustainability:** Meeting the needs of the present without compromising the ability of future generations to meet their own needs, often with specific reference to environmental and social considerations.
8. **Community Benefits Agreement (CBA):** A contract signed by community groups and a real estate developer that requires the developer to provide specific amenities and/or mitigations to the local community or neighborhood.
9. **Inclusionary Zoning (IZ):** Zoning ordinances that require a given share of new construction to be affordable by people with low to moderate incomes.
10. **Public-Private Partnership (PPP):** A cooperative arrangement between one or more public and private sectors, typically of a long-term nature, aimed at completing a project that serves the public.

Acronyms

1. **RFP:** Request for Proposals
2. **AMI:** Area Median Income
3. **LIHTC:** Low-Income Housing Tax Credit
4. **HUD:** U.S. Department of Housing and Urban Development
5. **CBA:** Community Benefits Agreement
6. **IZ:** Inclusionary Zoning

7. **PPP:** Public-Private Partnership
8. **RFQ:** Request for Qualifications
9. **LTV:** Loan-to-Value ratio
10. **NOFA:** Notice of Funding Availability
11. **EIR:** Environmental Impact Report
12. **LEED:** Leadership in Energy and Environmental Design

PROJECT OVERVIEW

2.1 Description of the Property

The subject property is located at 33 Union Street in the City of Augusta, Maine. Title to the property is referenced to the City of Augusta as referenced in the Kennebec County Registry of Deeds in Book 567, Page 329, dated May 15, 1918. The property is further identified in the City of Augusta Assessor's Maps as Map 32, Lot 59.

The site has a gross area of 4.15± acres. The overall shape of the site is irregular, however, there is adequate width and depth for development. There are 250.00± linear feet of frontage on Union Street. The site contains a slight negative grade extending to the east toward the river. There is a steep embankment to the rear of the property leading to the waterfront. The site is improved with a single curb cut that leads to a paved road with parking areas in front, rear and to the side of the subject improvements. There are clearly identified handicap accessible parking spaces.

It is entirely located in the city's BP Zoning District (Institute/Business/Professional).

The subject building improvements consist of a 2-story wood frame structure constructed on a concrete slab. Based on a review of the municipal records, the gross building area is approximate to 34,180± SF. The subject is fit up as office space to serve the police department and Augusta Housing Authority. There are several items of deferred maintenance, and the building is rated in poor to fair condition. Reuse of the building would likely require a full gut-rehab of the facility.

2.2 Current Zoning and Land Use

The property is entirely located in the city's BP Zoning District (Institute/Business/Professional).

Within the BP Zoning District:

- One and Two family dwellings are a permitted use.
- Multiple-family dwellings are a conditional use (Planning Board review).
- Community Living Arrangements (8 or less rooms) are a permitted use.
- Group Homes (more than 8 rooms) are a conditional use (Planning Board review).
- Rooming Houses are a conditional use (Planning Board review).

The dimensional requirements for the BP District are:

- Impervious surface ratio: 0.95
- Floor area ratio: 0.74
- Maximum height: 42 feet
- Density: 2,500 SF/dwelling unit

Other relevant zoning districts:

- “Affordable Housing Development Density Bonus District” increases the number of dwelling units on the property 2.5 times. Housing must be dedicated as affordable according to ordinance standards. A parking reduction is also available with this designation.
- “Limited Commercial” LR shoreland overlay district is along the eastern side of the property. Setback (between 100’ and 250’) from the Kennebec River high water line. Concurrent review at the Planning Board with Conditional Use/Development Review.
 - Maximum height: 35 feet in this area only
 - Lot coverage: 20% in this area only
 - Density: 30,000 SF/dwelling unit in this area only
- “Municipal Resource Zone” MRZ in the Capitol Planning Commission District. Requires separate review by the State.

A non-binding, preliminary estimate suggests that site-density could allow 72 dwellings, or up to 180 with the “affordable” bonus.

2.3 Affordable Housing Requirements

Affordability will be an important scoring factor in the awarding of a development contract.

Income Eligibility: To qualify for housing under the Low Income Housing Tax Credit (LIHTC) program, a household's income must be at or below a certain percentage of the Area Median Income (AMI). A scoring preference will be given to proposals that serve tenants at and between the 50% and 60% AMI income level for Kennebec County (2023).

County	Household Size								Monthly Rent				
	1	2	3	4	5	6	7	8	0BR	1BR	2BR	3BR	4BR
Kennebec (50% AMI)	\$ 28,450	\$ 32,500	\$ 36,550	\$ 40,600	\$ 43,850	\$ 47,100	\$ 50,350	\$ 53,600	\$ 711	\$ 761	\$ 913	\$ 1,055	\$ 1,177
Kennebec (60% AMI)	\$ 34,140	\$ 39,000	\$ 43,860	\$ 48,720	\$ 52,620	\$ 56,520	\$ 60,420	\$ 64,320	\$ 853	\$ 914	\$ 1,096	\$ 1,266	\$ 1,413

Rent Restrictions: Properties developed with LIHTC must adhere to rent caps that are determined based on the AMI and the unit size. The rent charged must not exceed 30% of the income limit for the applicable AMI threshold. This ensures that the housing remains affordable to low-income families.

Affordability Period: Developments benefitting from the LIHTC must remain affordable for a minimum period, typically 30 years. This period is divided into a 15-year compliance period and a subsequent 15-year extended use period.

Submission Guidelines

3.1 Proposal Submission Deadline

Deadline for questions is April 26, 2024 at 4:30pm.

- All questions must be asked in writing (email or letter).
- All questions and responses will be posted on the city's website.
- All questions should be directed to Keith Luke (keith.luke@augustamaine.gov).

Deadline for submissions will be May 17, 2024 at 2PM EDT.

- Late submissions will not be accepted.

3.2 Proposals must be submitted by mail or in person. No emailed submissions will be accepted. Submissions must be made in either Word or PDF format on a thumbdrive/USB device.

Proposal Requirements

4.1 Experience and Track Record

Evidence of successfully completed affordable housing projects, highlighting experience with similar types and scales of development. Experience working with public funding sources, including Low-Income Housing Tax Credits (LIHTC), grants, and other subsidy programs. A portfolio demonstrating previous work that includes sustainable building practices and community engagement.

4.2 Financial Capacity and Stability

Proof of financial stability and access to capital necessary to complete the project. Experience in structuring complex financial arrangements and securing funding from diverse sources. The ability to provide performance and payment bonds or other guarantees as required.

4.3 Team Expertise:

Detailed information about the project team, including architects, engineers, contractors, and property managers, with relevant qualifications and experience. Demonstrated ability to collaborate with local governments, community organizations, and other stakeholders.

4.3 Design and Planning Competence

Ability to create designs that meet or exceed local zoning and planning requirements. Evidence of designing projects that integrate into the surrounding community, considering factors like accessibility, aesthetics, and environmental impact. Plans for incorporating resident services and amenities that address the needs of the target population.

4.4 Commitment to Affordability

A history of developing or managing affordable housing that remains affordable for extended periods, beyond minimum regulatory requirements. Strategies for ensuring long-term affordability and maintenance of the property.

4.5 Sustainability and Resilience

Experience with green building standards and certifications, such as LEED, ENERGY STAR, or equivalent. Plans for making the development resilient to climate change and natural disasters.

4.6 Community Engagement and Support

Experience in engaging with communities and stakeholders during the development process to ensure the project meets local needs and gains community support. Examples of previous projects that have positively impacted their communities, including any partnerships with local organizations or services provided to residents.

4.7 Regulatory Compliance

A clean record of compliance with fair housing laws, labor standards, and other relevant regulations. Demonstrated understanding of and compliance with federal, state, and local housing policies and regulations.

4.8 Innovation

Examples of innovative practices in design, construction, financing, or operations that have led to improved outcomes in previous projects. Willingness to explore new solutions to address affordable housing challenges in the context of the current RFP.

5.1 Review and Selection Process

The evaluation of proposals received in response to this RFP will be conducted by a Review Committee comprising city staff members with expertise in affordable housing development, finance, urban planning, and community development. The Committee will assess each proposal based on predefined evaluation criteria and may request additional information or interviews with proponents to clarify aspects of their proposal. The selection process will consist of an initial screening for responsiveness and completeness, followed by a detailed evaluation and scoring of eligible proposals. The Committee reserves the right to consider factors beyond the formal scoring, such as the developer's experience with similar projects and community feedback, to make a final recommendation. The Committee will make their recommendation to the Augusta City Council who may deliberate on a selection in executive session, as allowed under Maine Revised Statutes, Title 1, Chapter 13, Subchapter 1, Article 4, Section 405. An award decision will be made only after a public hearing of the Augusta City Council, as required by statute.

5.2 Criteria for Evaluation

Proposals will be evaluated based on the following criteria, with each area assigned a specific weight out of a total of 100 points:

Developer Qualifications and Experience (25 points):

- Demonstrated experience in successfully completing affordable housing project of similar scope and complexity.
- Financial stability and access to necessary capital.
- Quality and relevance of the project team's expertise.

Price Offered to the City for the Property (25 points):

- Competitiveness of the bid price in comparison to the property's market value and the City's valuation.
- The financial benefit to the City, taking into account the balance between immediate revenue and long-term community benefits.

Project Concept and Design (15 points):

- Alignment with community needs and the RFP's objectives for affordable housing.
- Innovation in design and sustainability practices.
- Integration into the existing community fabric and accessibility features.

Financial Feasibility and Funding Strategy (15 points):

- Realism and robustness of the financial model.
- Diversity and stability of proposed funding sources.
- Cost-effectiveness and maximization of affordable housing units.

Affordable Housing Plan (10 points):

- Strategies for long-term affordability and maintenance.
- Number and mix of affordable units relative to community needs.
- Compliance with relevant affordable housing regulations and policies.

Community Engagement and Support (10 points):

- Effectiveness of the proposed community engagement strategy.
- Evidence of understanding and support from the community and local stakeholders.
- Plans for partnerships with local organizations to provide resident services.

5.3 Notification of Selection

All respondents will be notified in writing of the Committee's decision. The successful developer will receive a formal selection letter, including next steps for negotiation and contract finalization.

5.4 Right to Reject Proposals

The City reserves the right, at its sole discretion, to reject any or all proposals received in response to this RFP, to request modification of any proposal, or to cancel the RFP if it is in the best interest of the City to do so. Reasons for rejection may include, but are not limited to, the proposal's failure to meet the requirements set forth in this RFP, the proposal being non-responsive or incomplete, or the proposal not providing the best value to the City. The decision to reject any proposal shall not result in any liability against the City.

Terms and Conditions**6.1 Purchase and Sales Agreement**

The selected developer will enter into a Purchase and Sales (P&S) Agreement with the City for the acquisition of the property. This agreement will detail the terms of the sale, including but not limited to, the purchase price, payment schedule, closing conditions, and any contingencies such as zoning approvals or environmental assessments. The P&S

Agreement will also outline any obligations of the parties regarding site cleanup, demolition, and preparation for development.

6.2 Development Agreement Requirements

Following the execution of the P&S Agreement, the developer will be required to enter into a Development Agreement with the City. This agreement will specify the project's development timeline, including milestones for permitting, construction start and completion dates, and occupancy targets. It will also detail the developer's commitments to affordable housing unit allocation, design and construction standards, and any community benefit commitments. The agreement may include performance bonds or other securities to ensure the project's completion in accordance with the agreed terms.

6.3 Compliance with Laws and Regulations

The developer will be required to comply with all applicable local, state, and federal laws and regulations throughout the development process. This includes adherence to zoning and land use regulations, building codes, environmental protection laws, and fair housing legislation. The developer must also ensure that all contractors and subcontractors employed on the project comply with labor laws and occupational safety and health standards.

6.4 Confidentiality and Public Disclosure

Information provided by the developer in their proposal and during the negotiation of agreements may be considered confidential to the extent permitted by law. However, the developer should expect that details of the development project, including aspects of the financial arrangement and the public benefits provided, may become subject to public disclosure. The developer and the City will agree upon the scope of confidentiality and procedures for handling proprietary information, ensuring transparency and accountability to the public while protecting legitimate proprietary interests.

Know all Men by these Presents, That

I, WILFRED P. PERRY of Augusta, County of Kennebec and State of Maine,

in consideration of Seven thousand Seven Hundred and Forty two
paid by THE CITY OF AUGUSTA, a municipal corporation,

the receipt whereof I do hereby acknowledge, do hereby Give, Grant, Bargain, Sell and Convey unto the said City of Augusta, its successors
~~Heirs~~ and Assigns ~~forever~~. All my right, title and interest in and to the following

described premises: A certain lot or parcel of land with the buildings thereon situated in said AUGUSTA, and bounded and described as follows: on the north by land of the State of Maine; on the East by the Kennebec River; on the south, by a street or passageway, called Oakwood Street, and the Britt Homestead place, and on the West by the Easterly line of a contemplated street called Park Street, Excepting and reserving therefrom the right of way of the Maine Central Railroad Company across the Easterly portion of said premises, also any interest the grantee may have to any part thereof by previous title.

Meaning and intending to convey the same premises conveyed to me by the Capital Park Association by its mortgage deed dated June 1st, 1911 and recorded in the Kennebec Registry of Deeds, Book 511, page 360, on which foreclosure proceedings have been had according to provisions of Statutes. The grantee agrees to pay all taxes assessed upon the premises for the year 1918.

(Note: Plan covering said property is on file at Register of Deeds Office).

To have and to hold the afore granted and bargained Premises, with all the privileges and appurtenances thereof to the said City of Augusta, its successors

~~Heirs~~ and Assigns, to it.. and their use and behoof forever. And I do covenant with the said Grantee, its successors ~~Heirs~~ and Assigns, that I ..

lawfully seized in fee of the premises; that they are free of all incumbrances; **except as aforesaid**, that I have good right to sell

and convey the same to the said Grantee to hold as aforesaid. And that I and my heirs shall and will Warrant and Defend the same to the said Grantee, its successors

~~Heirs~~ and Assigns forever, against the lawful claims and demands of all persons.

In Witness Whereof... the said Wilfred P. Perry and Lora M. Perry wife of the said Wilfred P. Perry, joining in this deed as Grantor, and relinquishing and conveying all rights by descent and all her other rights in the above described premises, have hereunto set our hands and seals this 15th day of May in the year of our Lord one thousand nine hundred and eighteen

Signed, Sealed and Delivered
in presence of

F. L. Dutton
John E. Mountfort

Wilfred P. Perry Seal

Lora M. Perry Seal

State of Maine, Kennebec, ss

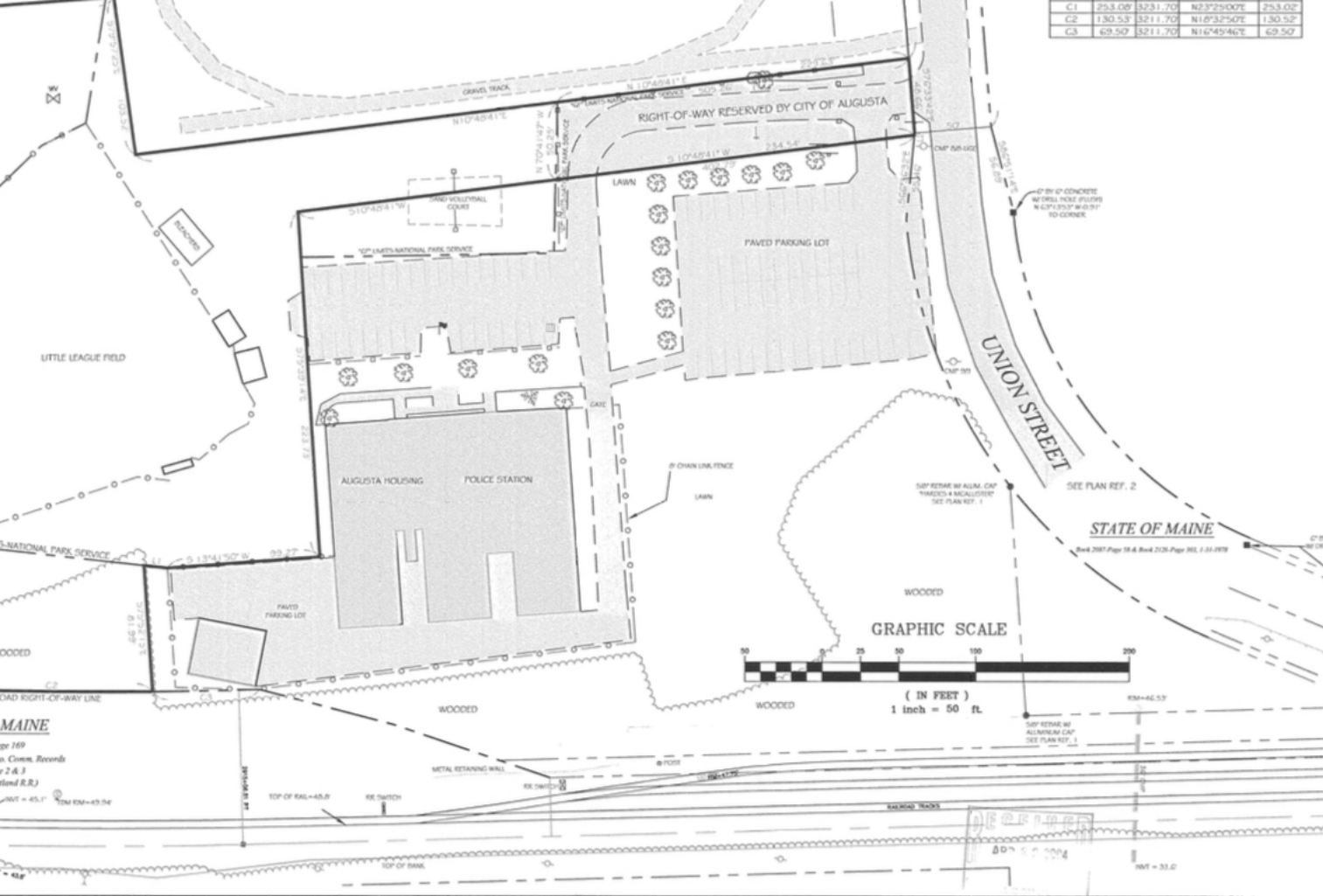
May 15th, 1918.

Personally appeared the above named Wilfred P. Perry

and acknowledged the above instrument to be his free act and deed.
Before me, Frank L. Dutton, Justice of the Peace.

Kennebec, ss. Received May 16, 1918 at 8H.A.M.

6-7-18
Deputy
Revenue Stamp
\$15.00/15
L. R. P.



C1	253.00'	323.170'	N23°25'00"E	253.02'
C2	130.53'	321.170'	N10°33'50"E	130.52'
C3	49.50'	321.170'	N16°45'46"E	49.50'

YMCA SALE
CITY OF AUGUSTA

CLIENT PROJECT:
 LOCATION: UNION STREET
 TOWN: AUGUSTA COUNTY, KENNEBEC

432 Camp Road
 PO Box 6487
 Augusta, Me. 04339
 1-800-244-9475

598 Union Street
 PO Box 1931
 Camden, Me. 04843
 1-888-282-1465

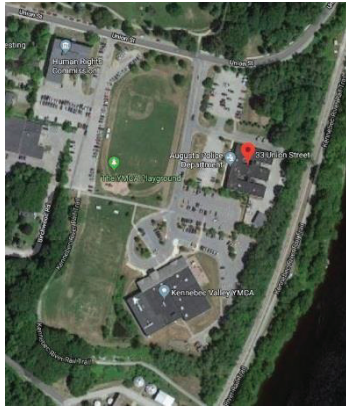


THIS PLAN PRELIMINARY
 PROJ. NO. 2003-056

BS

38-6500 B

Exterior Subject Photographs



Exterior view - front/western elevation



Exterior view - front/western elevation



Exterior view - side/northern elevation



Exterior view - rear/eastern elevation



Exterior view - side/southern elevation



Exterior view - subject parking area



Exterior view - roof



Exterior view - roof



Exterior view - roof

33 Union Street Photos



Interior view - typical corridor



Interior view - small office



Interior view - garage bay



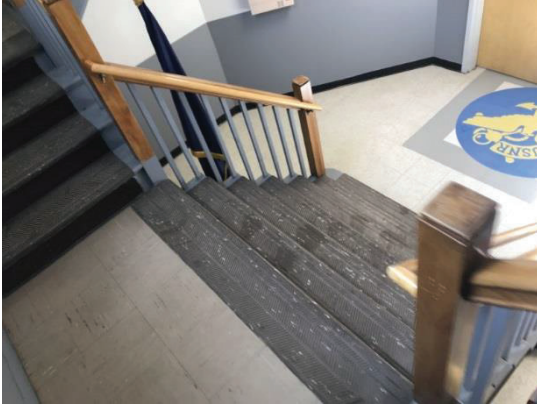
Interior view - small office



Interior view - office



Interior view - conference room



Interior view - stairwell



Interior view - corridor



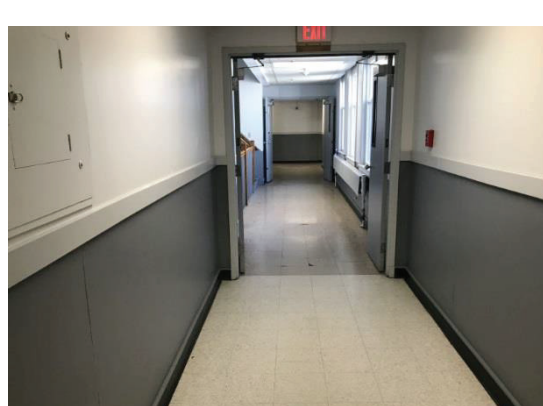
Interior view - office



Interior view - office



Interior view - storage area (some deferred maintenance evident)



Interior view - typical corridor



Interior view - typical corridor



Interior view - deferred maintenance



Interior view - conference room



Interior view - training room



Interior view - housing authority
renovated space



Interior view - housing authority
renovated space



Interior view - housing authority
renovated space