



**REQUEST FOR PROPOSAL (RFP)  
FOR  
REAL ESTATE DEVELOPMENT**

**ROME YARD  
MIXED-USE  
DEVELOPMENT**

**ADDENDUM #1**

ISSUED: NOVEMBER 13, 2020

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## INTRODUCTION

The purpose of this Addendum #1 to the Rome Yard Mixed Use Development RFP is to provide written responses to each of the questions raised either at the October 29, 2020 “Rome Yard Technical Assistance Workshop” or by separate emails received by Rob Rosner as of November 12, 2020 at 11:59 AM. As a result, Sections I – V of this Addendum #1 contain the questions concerning this RFP received by Mr. Rosner on behalf of the City as of November 12, 2020, at 11:59 AM and the City’s written response to each of these questions. Finally, Section VI of this Addendum #1 is a transcript of the October 29, 2020 “Rome Yard Technical Assistance Workshop”.

All potential proposers and developers are also reminded of the following:

- **Section 2-282(i) of the City of Tampa Code PROHIBITS any communication between a potential proposer AND a City official or employee during the solicitation period (and any subsequent protest or appeal) EXCEPT for communications with:**
  1. Any contact person specifically identified in the “City Solicitation” (i.e., Rob Rosner in this RFP);
  2. The Director of the Soliciting City Department (if any is identified in the City’s solicitation) and
  3. The City Legal Department.
- Questions regarding the City Solicitation can either be:
  1. Asked at a “pre-proposal” or “technical” conference, if one is noted or required in the City Solicitation; or
  2. Submitted via e-mail to the contact person specifically identified in the City Solicitation.
- Answers to questions properly and timely submitted by potential proposers will be provided by the City in writing by an “Addendum” to the City Solicitation.
- **Communications by bidders or proposers with City officials or employees in violation of these requirements (Section 2-282(i) of the City of Tampa Code) will result in an automatic disqualification of that bidder or proposed for selection in that pending City Solicitation and any subsequent City Solicitations for a period of six (6) months.**

These restrictions are currently in place. If potential developers and proposers have any additional questions regarding this RFP, those questions must be presented in writing to [Rob.Rosner@tampagov.net](mailto:Rob.Rosner@tampagov.net) prior 11:59 AM (Eastern Time) on December 1, 2020. The City will not respond to any questions received after that time and date.

## **I. PROCEDURE RELATED QUESTIONS**

**QUESTION #1:** When is the application due, Tuesday, December 15 or Thursday, December 17? Page 4 of the RFP has Thursday, December 15, 2020.

**RESPONSE #1:** December 15, 2020 at noon.

**QUESTION #2:** Section V.C., “Required Documents For Submittal”, makes reference to a cover page under line item a. What information should we include on the cover page?

**RESPONSE #2:** Per the instructions in this section, include a clear identification of the written material by section and by page number section.

**QUESTION #3:** Section V.C., “Required Documents For Submittal”, makes reference to a cover letter under line item b. Aside from including information for Section IV.A, What other information, if any, do you recommend that we include in that letter?

**RESPONSE #3:** An introduction of your firm including an overview of your understanding of the project and scope of services.

**QUESTION #4:** Section V.C., “Required Documents For Submittal”, makes reference to a Addenda or addendum under line item c. Can you please provide additional details on this request?

**RESPONSE #4:** Please acknowledge receipt of the addendum / addenda and confirm that you have incorporated it into your submittal response. See section C(1)(d) – page 17 for instructions

**QUESTION #5:** Section V.C., “Required Documents For Submittal”, makes reference to building construction company information under line item g. Attachment B is referenced as a document needed under this section. On what page of the RFP can I find this attachment? Aside from attachment B, is there any other information that should be included in this section?

**RESPONSE #5:** This information should be provided under C (1)(g) as requested.

**QUESTION #6:** Section V.C., “Required Documents For Submittal”, makes reference to Scope of Services under line item h. Can you please confirm that all the submission requirements and/or documentation requested under section II of the RFP (pages 9-12) should be included in Tab 5. Scope of Services?

**RESPONSE #6:** YES.

**QUESTION #7:** Section V.C., “Required Documents For Submittal”, makes reference to Sub-Contracting Forms under line item j. The section makes specific reference to the submission of forms MBD-10 and MBD 20. The RFP includes forms MBD-30 (“City of Tampa-DMI Sub Payments”) and MBD-40 (“City of Tampa-Official Letter of Intent”). Should these forms be included in this section? Are these forms required with the proposal or are they optional?

**RESPONSE #7:** Forms MBD 10 (i.e. All Solicited Sub-Consultants/Contractors/Suppliers) and Form MBD 20 (i.e. All To-Be-Utilized Sub-Consultants/Contractors/Suppliers) must/shall be completed and submitted with Proposal at time of submission in order to be considered compliant/responsive to RFP. All other MBD Forms should be acknowledged (e.g. MBD-30, etc.) with authorized signature/date to indicate proposer’s intent to complete as applicable should they become recommended awardee

**QUESTION #8:** In which tab of the proposal submission document should sections IV.B., “Company Ownership Information” and IV.C., “References”, be included?

**RESPONSE #8:** IV.B., “Company Ownership Information Section B(1)(b) – page 10. IV.B., “References” – B(4)(f) – page 11.

**QUESTION #9:** At what point in time should the “Official Letter of Intent”, Form MBD-40, be submitted? Under which tab should this document be incorporated?

**RESPONSE #9:** MBD-40 (LOI) should be provided (ideally w/proposal) to confirm the commitment made between parties as listed on Form MBD-20. However, because Form MBD-20 is a binding document, the completion of LOIs can be submitted later when City declares a recommended winner, but prior to the award.

**QUESTION #10:** On Page 10 of the RFP, the maximum number of points for Community Engagement/Minority Involvement is listed as 20 points; and on page 14, the maximum point for this item is 15 points. Please confirm the maximum number of points available for this section.

**RESPONSE #10:** Page 10 has a typographical error. The correct number is 15.

**QUESTION #11:** Pages 17-18, Proposal Signature Form – Please provide signature requirement if the Developer is a limited liability company.

**RESPONSE #11:** On Page 42 of the RFP, the form includes Business Type for LLC. Please use this form.

**QUESTION #12:** Pages 15-16, Section IV. Submittal Requirements A through C lists information that must be submitted with the response. Should this information be included in Tab 10? If not, please specify where this information should be included.

**REPSONSE #12:** Yes. Submit as Tab 10.

**QUESTION #13:** Page 17 of the RFP, item g requires completing and submitting Attachment B - Building Construction Company Information. Please provide Attachment B.

**REPSONSE #13:** Attachment B has been included in this document.

## **II. INFRASTRUCTURE RELATED QUESTIONS**

**QUESTION #14:** Where are the existing storm pipes and existing utilities running through the site?

**RESPONSE #14:** The existing utilities are shown in the RFP document as Figures 5 through 8 on pages 32- through 35.

**QUESTION #15:** What would be restricted as far as building over the existing utility lines?

**RESPONSE #15:** The sixty-inch (60”) RCP sanitary gravity mains cannot be built over and cannot have structures above them. Secondly, there is a storm elliptical pipeline fifty-three (53) inches by eighty-three (83) inches that traverses the site from southwest to northeast and then discharges into the Hillsborough River. This storm pipeline is also a gravity pipeline and does serve parts of West Tampa. It also cannot

have a structure placed over top of it, but it could have a greenway, roadway, or parking lot built on top of that pipeline.

**QUESTION #16:** Who is going to be in charge of the monitoring wells? Who's going to be in charge to abandon them, relocate them, repair them etc.? Will that be the developer? or would that be the City of Tampa?

**RESPONSE #16:** The central area of the Rome Yard property is a site that has been assessed under the State's Petroleum Restoration Program (PRP Facility ID No. 298625669). Groundwater monitor wells that were installed under that program have been or will be abandoned by the State's PRP Agency Term Contractor that was assigned to that site. All groundwater monitor wells for future environmental assessment activities will likely be installed under a Brownfield Site Rehabilitation Agreement and will be the responsibility of the party conducting that assessment.

### **III. FINANCIAL RELATED QUESTIONS**

**QUESTION #17:** What is the structure (level of detail) around the financial data that is expected to be submitted with this project from a proforma perspective?

**RESPONSE #17:** The intention for receiving the financial information is to determine if the applicant is capable of funding the project as proposed. If certain credits or models are proposed, please reveal them. If a certain type of lending model is proposed, it will also need to be included in the proposal.

**QUESTION #18:** What you do expect in a proforma in regard to the land cost?

**RESPONSE #18:** Land costs are expected to be included in your submittal. Creative ideas for handling the land cost through different avenues such as outright purchase, long term leases (99 years), collaboration with the Community Land Trust, or other creative ideas are encouraged. However, any such creative proposals shall be articulated in the response.

**QUESTION #19:** Is this site located in an opportunity zone?

**RESPONSE #19:** Yes. It is in Opportunity Zone 43.

**QUESTION #20:** What is the city doing with leveraging dollars with foundations and corporations?

**RESPONSE #20:** No funding from the City or foundations or corporations is contemplated at this time. A proposer will have to assemble their own capital to finance its project redevelopment plans without assistance from the City.

### **IV. SELECTION PROCESS RELATED QUESTIONS**

**QUESTION #21:** Is there any special certification needed to qualify as a female owned business or minority business?

**RESPONSE #21:** There is a certification process. Go to the City of Tampa's website at [www.tampagov.net](http://www.tampagov.net) to the department scroll down menu, select the Equal Business Opportunity page. The certification

analyst is Ardail Allen. His direct number is (813) 274-5542. He will be able to assist you with regards to any questions regarding certification requirements.

**QUESTION #22:** What are the names of the members on the selection scoring committee, so that the cone of silence can be complied with?

**RESPONSE #22:** We do not have the names yet. We are still forming that selection committee. However, per Section 2-282(j) of the City of Tampa Code, NO contact should be made with any City of Tampa employees or officials regarding the RFP except in writing to [Rob.Rosner@tampagov.net](mailto:Rob.Rosner@tampagov.net) or the City Legal Department. Any unauthorized contact will result in an immediate disqualification of any response to the RFP and any future City solicitations for a period of 6-months.

**QUESTION #23:** Does the City have a brownfield credit program?

**RESPONSE #23:** No. The City does not have a separate brownfield credit program from the state's program. Both sites within the 18 acres have been designated as brownfield areas. Financial incentives are provided by the State of Florida under their program.

**QUESTION #24:** How would we reach out to potential developers? Would we contact them directly or do we need to go through the City?

**RESPONSE #24:** An attendee list of participants of the Technical Assistance Workshop has been included on the website. During the Workshop, some introductions of subcontractor and vendors were allowed. This list can be found in the transcript of the workshop included in this document.

## **V. PLANNING AND HOUSING RELATED QUESTIONS**

**QUESTION #25:** What is the zoning for the site?

**RESPONSE #25:** This property has an NMU-35 land use (Neighborhood Mixed-Use) and an NMU-35 zoning. This information can be found on page 37 of the RFP document which includes a link to the specific code.

**QUESTION #26:** Would a PUD (PDA) be well received, or zoning to allow more like 50 dwelling units per acre?

**RESPONSE #26:**

A PD-A is restricted to 50 acres in the City Code. As a result, the site would not qualify for a PD-A. However, an application could be filed to rezone the site to PD. The current future land use category (NMU-35) limits the maximum density of the project to 35 units per acre. A FAR of 1.5 is allowed for mixed use projects, which is part of what the City is seeking by way of this RFP. Any proposed change to either the zoning (to PD) or the comprehensive plan future land use category would have to be reviewed by staff to determine if it would be supported.

**QUESTION #27:** What is the income range when you say affordable homes?

**RESPONSE #27:** When we say affordable (we are using the states definition) meaning affordable to a family with an income at 120% of AMI. Then you have low income and very low income and so projects typically we need to have certain numbers. This request for an RFP as you know in West River, the Housing

Authority is building and meeting a lot of those numbers. What we heard from the community is that they did not want to concentrate poverty and so the request for low income, was that it be at 20%. There are some aspirational goals in terms of percentages of low and workforce housing that we are requesting.

When the City says “affordable” the City is referring to the State of Florida’s definition as contained in Section 420.0004, Florida Statutes. This means that housing must be affordable to a family with an income at 120% of AMI as described in the statute. The statute also identifies criteria for low income and very low-income persons and families. The City would like a mix of housing with at least 20% of the units meeting the “affordable housing criteria” as defined by Florida law on a long term basis . There are also some aspirational goals in terms of percentages of low and workforce housing that the City is requesting as part of the RFP.

**QUESTION #28:** Can you clarify residential mix of affordable and workforce type housing?

**RESPONSE #28:** We are looking for 20% of the housing that would be affordable to 80% of AMI and then on top of that 40% of the housing that would be affordable to families up to 140% AMI or workforce housing and then remaining 40% would be unrestricted to income level.

## **VI. TECHNICAL ASSISTANCE WORKSHOP TRANSCRIPT**

The TECHNICAL ASSISTANCE WORKSHOP was held virtually on Tuesday, October 29, 2020 from 10:00 AM (EST) to 12:00 PM (EST).

Any further questions received between this Addendum December 1, 2020 by 11:59 AM (EST) will receive a response in Addendum #2. After December 1, 2020, no subsequent questions will receive responses. It is the Developer’s responsibility to ensure timely submission and receipt of questions.

The Attendee List was posted to the web site on Nov. 10, 2020 and will not be repeated in this document. The following sections represent questions and answer posed during the Technical Assistance Workshop on October 29, 2020.

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***Introduction by Rob Rosner, Director of Economic Opportunity:*** Mr. Rosner provided greetings, introductions of staff taking part in the session. The attendees were asked to put their name, company name and contact information in the chat window as the attendee list/sign in of record. They were also asked to specify if they are a minority or woman-owned business.

### **Purpose**

The purpose of this RFP is to redevelop property that's in the West River area. The (18 acres) in the West River area is city owned, it is the former Rome Yard property. The City’s intention is to do a mixed income, mixed use development. The RFP was written to be fairly open as the City wants creative solutions for this area. It is a challenging site because of the current utilities that are in the area. This redevelopment is an important piece of the Mayor's Transforming Tampa’s Tomorrow (T3) initiative for trying to achieve ten thousand affordable units in seven years. The City wants to encourage workforce development, and to



have minority participation as a strong piece of this redevelopment process. The City would also like to have this project be a community engaged process, so whoever the selected developer will be will need to be a diligent partner within the West Tampa area.

### **General Instructions and Related Questions and Answers**

**Gregory Spearman, Director of Purchasing:** Mr. Spearman was called on to review the procedures that are listed in the RFP submittal process and the expectations for qualifying submissions. Mr. Spearman reviewed important topics for proposers to be mindful of as they prepare their proposal responses.

Mr. Spearman directed the attendees to refer to page five of the RFP where there are Instructions to Developers. Mr. Spearman made special note of the due date and time as **Thursday, December 15, 2020 @ noon**. Please take into consideration you are going to have to go through security downstairs, you're also going to have to have a temperature check so I would advise you not to wait until the last minute because these steps can actually slow you down in terms of getting your proposal submitted to purchasing on time. All the developers are encouraged to read the entire document not just go to the meat of the proposal in terms of the scope. Please read the documents from cover to cover. Secondly, on page sixteen (16) of the document Section Five (5) it talks about submittal format please make sure you compile your document responses to follow the submittal format that's discussed and laid out on pages sixteen and seventeen. This will make it easy for staff to be able to compare proposals in terms of the information that's being submitted. Please do not deviate from the format. On page nineteen (19) of the proposal under item "E" #6 General Condition it talks about the Florida public records law. You should be reminded that everything that you submit in your proposal response is a matter of public record in the state of Florida, except for those things which have been identified by the public records laws as being confidential. So, if there is something you think this confidential you need to review the public records law and submit the information in a sealed envelope, so it's not made a matter of public record. The other thing to caution you to do is not to stamp your entire proposal confidential. That is a non-starter and will immediately get your proposal disqualified.

All questions need to go through Rob Rosner as the single point of contact. This is identified on page four of the document. Any questions or information that comes back from the city will come through Rob Rosner. So, don't discuss with the staff don't have any discussions with City Council with them here anyone in the community. On page twenty-one (21) of the documents, item "F", talks about the city of Tampa Ethics Code. We cannot have any employees with the city involved with this project. On page twenty-three (23) the governing law and venue, "should there be a dispute of any kind it will have to be brought forth in a court having venue in Hillsborough County." Also pay attention to item "N" on page twenty-three (23) Equal Opportunity. now the most important part perhaps is on page twenty-six (26) item "V" Communications Policy, all communications have to be directed through Mr. Rosner. Any information or questions you have will be submitted to him via email and the response from the City once he collects it will be transferred back through him to the proposer. The communication policy is very strict. Please make sure you pay particular attention. We have a procurement protest procedure on page twenty-seven (27), should there be any reason to protest. On page twenty-eight (28), we talk about indemnification and insurance. These are non-negotiable terms you must follow all the RFP terms conditions as laid out. The

form section starts on page forty (40). The form should be filled out completely, please do not leave anything blank on the forms make sure that when you are asked to notarize a document that you have a notary to sign the documents otherwise your proposal is going to be considered incomplete. Often when developers or proposals put together their proposals there are two teams, a technical team that responds to the detailed content and then you have your legal team. Sometimes the two teams don't talk to each other maybe the ones on the call this morning are part of the technical team. Please advise them not to do any strike throughs in the RFP and not to offer any terms and conditions which are not in the RFP. If you strike through or alter the document in any way and if you submit any terms conditions that are not in the document, you will be disqualified. So, make sure that your technical team and your legal team are on the same page.

**Vanessa McCleary, Housing & Community Development Manager:** Ms. McCleary began on page fourteen (14) of the RFP, where the scoring criteria is listed. Once the RFP is live, City staff will go into a "cone of silence". Therefore, any questions must go through Rob Rosner. When the applications come in, we will have two teams that will do a review. One team will do a technical review, making sure that the submission is technically sound and something that could be developed in the way that it is proposed. The other team will be made up of subject matter experts, such as developers, financial experts, architects etc. that will assist in reviewing the applications to make sure that the project can meet the needs identified.

She emphasized the City's desire to select a project that is consistent with the West River Plan. It needs to provide benefits to the community in terms of housing, commercial development, job creation, and compatibility with the West Tampa neighborhood. She noted in the table of criteria that the City desires to have the developers to include minority participation in their proposal and bonus is given for actual minority financial equity in the project. She reiterated that the community was very involved in the process for developing this proposal. As the plans are moving forward, the selected developer is expected to maintain ongoing communication with the community. When the scoring process takes place, it will be done in a public meeting. You will be allowed to attend and listen in as we score the applications, but you are not able to make any comments.

#### **Infrastructure Related Questions and Answers**

**QUESTION:** I am curious about the storm pipes and existing utilities running through the site. Is there someone who could elaborate on those items like what they are and what would be restricted as far as building over them?

**RESPONSE: Brad Baird, Deputy Administrator of Infrastructure** – There are three primary utilities on this site. The sanitary facilities -all three of these serve offsite customers. The first of these is a pair of sixty-inch (60" RCP) sanitary sewer interceptor lines. They traverse the property from northwest to southeast. One of the lines is in service and it serves about one-third (1/3rd) of our customers in the Wastewater Department service area. The other 60-inch RCP or reinforced concrete pipeline is abandoned, and it is immediately to the northeast of the pipeline that is in service. Those two pipelines or at least the one that's live cannot be built over and cannot have structures over it. However, it could have a greenway and or a roadway over top of the pipeline as long as the City could access that pipeline for maintenance. Secondly, there is a storm elliptical pipeline fifty-three (53) inches by eighty-three (83) inches that

traverses the site from southwest to northeast and then discharges into the Hillsborough River. This pipeline is also a gravity pipeline and does serve parts of West Tampa. It also cannot have a structure placed over top of it, but it could have a greenway or roadway built on top of that pipeline. Third is a water transmission main it's a twenty-four (24) inch water transmission main that goes from East to West in the northern one-third (1/3rd) of the site. This pipeline is under pressure so it could be relocated to the North of the site and tied back in on the East side of the site. The previously mentioned pipelines, stormwater and wastewater pipeline, would be very difficult and expensive to relocate those because they are gravity pipelines. If you extend their length, you may not have enough slope on the pipe for them to operate properly. You would have to have a professional engineer look at that and see if that is a possibility.

**RESPONSE:** *Eric Weiss, Wastewater Department Director* – On the greenway concept, the City would allow shrubs and grass, but no trees that could get in the way.

**QUESTION:** As a clarification, would a parking lot, or similar surface parking would be acceptable over these utilities?

**RESPONSE:** Brad Baird – Yes.

**QUESTION:** How big did you say the storm line was?

**RESPONSE:** Brad Baird – Fifty-three (53) inches by eighty-three (83) inches. It is an elliptical pipeline.

**QUESTION:** I would like to know who is going to be in charge of the utility location for the project for locating the utilities to be to make sure that everything is verified. I mean, would we have to work directly with the City of Tampa? Or is it going to be us working with the developer?

**RESPONSE:** Rob Rosner – You would have to work with the developer because that would be part of the development process to put in whatever utilities would be necessary to build your project. Correct (Locating the utilities, previous to make sure that everything is verified?) it is the responsibility of the developer to establish what they would need to do.

**QUESTION:** Albert Rodriguez representing Ambient Technologies – I want to know, who's going to be in charge of the monitoring wells? Who's going to be in charge to abandon them, relocate them, repair them etc.? Will that be the developer? or would that be the city of Tampa?

**RESPONSE:** Rob Rosner – It depends on who owns the monitoring well. I would imagine that if it is a City-maintained monitoring well then, we either have to choose to abandon that and put other monitoring wells.

**RESPONSE:** *Josh Ellis on behalf of Dan Fahey representing City of Tampa Solid Waste/Environmental Division* – Rob, you are correct. It depends on who is the owner of the well.

**QUESTION:** Rob Rosner – so to answer his question, though, if it is within the property site, we will have to abandon that monitoring and install new monitoring wells if still required? Or are we going to require the developer to put monitoring wells as a replacement? can you answer that?

**RESPONSE:** Josh Ellis – I'd have to defer that to Dan Fahey, but that would be my understanding that that probably would be the case depending on if the current monitoring wells are there under City requirement. We have to look into that to determine what those wells are being used for and whether

they need to be continued to be used by the city or not, but we can get Dan Fahey to follow up with the precise answer on that if needed.

**QUESTION:** Albert Rodriguez representing Ambient Technologies – I'm trying to reach out to whoever is in charge of that process.

**RESPONSE:** Rob Rosner – We can provide that information to you once we confirm with Dan Fahey.

**QUESTION:** (From Chat – Name Unknown) – What do we have for Phase One Environmental report on the site?

**RESPONSE:** Josh Ellis – I'm not sure if we have any phase ones on site you can check the Department of Environmental Protections website as far as phase ones go I'm not aware of any, but I can get back to you if we do have any.

**RESPONSE:** Vanessa McCleary – There is an old Phase One, the city is in the process of applying for an EPA grant to update that document. It is on the website as part of the documents, but a Phase One was completed when it was designated as a Brownfield. We will be updating so before you get to the development stage, we should have that.

**RESPONSE:** Josh Ellis – The site was designated a Brownfield site by the City of Tampa back in 2012.

**RESPONSE:** Rob Rosner – There are two documents on the website for that one. It is the Brownfield designation resolution and the other one is the staff report 2012.

**QUESTION:** Albert Rodriguez representing Ambient Technologies – Has there been a geotechnical assessment of the of the whole project site?

**RESPONSE:** Rob Rosner – There has been some geotechnical work done over the years, but there has been no comprehensive work done to date.

**RESPONSE:** Josh Ellis – Yes, there's been limited side assessor work but not entire location lines.

**QUESTION:** Albert Rodriguez representing Ambient Technologies – There will be a need for that I am assuming?

**RESPONSE:** Josh Ellis – Yes.

**QUESTION:** Richard Cavaleri – What are the City of Tampa funds available for infrastructure improvements? Are there any immediate plans to improve the roads in the area?

**RESPONSE:** Eric Weiss – We reserved a twenty-five (25) by twenty-five (25) foot area for a future wastewater pumping station that would solely serve the properties across the street on the river. We just recently found that they are really low so to help preclude any overflows we are going to be building a pumping station for those five or six houses across the street on this property. It can be moved slightly north or south. We can work with whoever the winner of this selection is for an exact siting of the pump station.

**RESPONSE: *Milton Martinez, Mobility Department:*** I would like to let everyone know that the City has our Walk/Bike Plan Phase One Rome Avenue was identified as one of the corridors where he want to provide multimodal facilities from between Kennedy and Columbus of which this parcel is within those

limits. Adjacent to this parcel the design is showing what was being contemplated because there's no sidewalk on the east side of Rome Avenue. We were looking to construct a multi-use path which will be part of our BUILD Grant. We just recently received notification that we've been awarded a BUILD Grant FY20. The BUILD Grant is to construct the multimodal connection on the West side of the River, so for this portion of Rome, will be a part of the connection to that trail and also extend up to Columbus. The thing to keep in mind as you tie in with this site development consideration in the right of way that we do not want to preclude the ability to put in a multi-use path on the east side of Rome.

### **Selection Process and Procedure Related Questions and Answers**

**QUESTION:** Joseph Robinson, representing West Tampa CRA CAC – What are the names of the members on the selection scoring committee, so that the cone of silence can be complied with?

**RESPONSE:** Rob Rosner – We are still forming that list right now and we should have that out by the time the addendum is released.

**RESPONSE:** Vanessa McCleary – Just to clarify on that, anyone who is on the selection committee would not be able to have any relationship or conversation with a respondent. So, we thought we would wait until after this meeting just so we can get a feel for who was interested and not choose any of you to be a part of that.

**RESPONSE:** Gregory Spearman – Any members who are on the selection committee you can only have discussions with the committee members you cannot have discussions outside of that group. It has to be internal within the committee.

**RESPONSE:** Rob Rosner – If you plan to submit as a subcontractor for anybody either as a designer or a minority participant then you will not be eligible to be a member of the selection committee.

**RESPONSE:** Gregory Spearman – All members of the selection committee will be required to sign a confidentiality agreement, that agreement is very specific in terms of how that process will work. It basically limits and prohibits our conversations outside of the committee with anyone. So again, that is to make sure that the procurement process and evaluation process remains pure, and we don't have any information or violation or process that will derail the project. That will be a requirement of everyone who sits on the committee. That agreement will be given to committee members at the time that the proposals have been deemed as responsive and responsible which purchasing will do and then pass on to Rob for distribution.

**QUESTION:** Brenda Allen, President Urban Progress Alliance Inc. which is a grassroots nonprofit organization. We are looking to build affordable housing in the West River area. We are seeking funding through investors philanthropist, private and individuals. – Is there any special certification needed to qualify as a female owned business or minority business?

**RESPONSE:** Gregory Spearman – speaking in place of Gregory Hart of the EBO Office: Mr. Spearman provided the response. There is a certification process. Go to the City of Tampa's website at [www.tampagov.net](http://www.tampagov.net) to the department scroll down menu, select the Equal Business Opportunity page. The certification analyst is Ardail Allen. His direct number is (813) 274-5542. He will be able to assist you with regards to any questions regarding certification requirements.

**QUESTION:** (From Chat – Danny Miller) - Does the city have a brownfield credit program?

**RESPONSE:** Rob Rosner – Yes, we do.

**RESPONSE:** Josh Ellis – The city designated this site a Brownfields back in 2012 with the understanding that whoever decided in the future to develop the property would have the ability to enter into a Brownfield Site Redevelopment agreement with the State of Florida to take advantage of their financial incentives and regulatory benefits so that's the purpose behind it being designated Brownfield. Currently it is for any future developers to utilize and take advantage of the incentives that are provided by the state under the Brownfield Program.

### **Financial Related Questions and Answers**

**QUESTION:** (From Name Unknown) – What is the structure (level of detail) around the financial data that is expected to be submitted with this project from a proforma perspective? Are we expected to go to a deeper dive and fully layout you know if we're going to pursue Brownfield credits things of that nature? Should we be drilling down that deep at this level? I saw in the RFP that you weren't expecting us to give a definitive number on an offer for the land at this level, just wondering if that applies to the full proforma of this project at this time as well?

**RESPONSE:** Rob Rosner – Our intention of getting the financial information is to see if you are capable of funding the project as you are proposing it. If you are going to be using certain credits or models to do so, we want you to reveal them. We don't need you to have the deal in place. If you're going to use a certain type of lending model will need to see that.

We did something very similar for the RFP for the old City Hall parking lot which is now the HRI hotel being built there. We asked for submission of information where they had like seven different forms of funding. In their proposal, we wanted to know how that would work. They proposed what that would be in their total project. Their loans were not in place. They just showed us they were capable of doing it and where they were getting their funding from. So that's what we are asking for here is, are you capable of funding and financing this project and what assumptions are you making in your financial model?

**QUESTION:** (From Name Unknown) – But as far as in a proforma is it typically? It's not in my proforma to show my total development costs, I've got a value in for what I'm paying for the land are you guys saying that you don't want us to get to that point right now at this level, understanding that in the next round there's going to be more information that is going to be flushed out that allows us to drill down into our program more?

**RESPONSE:** Rob Rosner – No, if the cost of the land is something you're asking to be put into the deal, then you're going to have to identify what you think that value of the land is in your proforma. If you are asking for the land value to be discounted, or if you want to say you would like to lease the land for a dollar for 99 years, then you are going to have to come up with that value in your proposal. You have to talk about that final number in your proposal as it will come up in the negotiation process if you are selected. You have to tell us what you want to do with the land and if you are going to want to buy it,

lease it, do something with us with the Community Land Trust or some other concept. We are open for creative ideas, but you'll have to disclose that in your proposal.

**QUESTION:** (From Chat – Name Unknown) – Is this site located in an opportunity zone?

**RESPONSE:** Rob Rosner – Yes, it is in Opportunity Zone 43.

**QUESTION:** Michael Randolph – What is the city doing with leveraging dollars with foundations and corporations?

**RESPONSE:** Vanessa McCleary – This meeting is about the Rome Yard RFP and it's for developers to put together their own capital stacks. That would be a conversation that we could have offline, or you could have a conversation with some of the developers that are here about how you can assist with utilizing some of those dollars with their project. It is not for the City to provide dollars to the developers who are proposing.

### **Selection Process and Procedure Related Questions and Answers**

**QUESTION:** (Angie Miller, President of One Kin Roof) a charitable organization headquartered in Tampa we build inclusive communities that foster intentional connections for people of all ages backgrounds abilities and disabilities. I had two questions one is for the City of Tampa. How do you guys plan to include more diversity within the RFP? How would we reach out to potential developers, would we contact them directly or do we need to go through the city?

**RESPONSE:** Rob Rosner – I will answer the second one question first; contacting the developers will be your responsibility. We will provide what information that we have and that is what we're getting right now at this meeting. These are the only proposals that we know of. We can't predict who will propose on us so that'll be your choice of who you choose to pick as a proposal to sell your services.

**RESPONSE:** Vanessa McCleary – If you look on page 14, at the scoring criteria the way that we're trying to make sure that there is diversity and inclusion is there's one section that talks about community benefit, 15 points are allocated for that. As much as we are looking for people to show us what they can do with the bricks and mortar we're also looking to see how they are going to continue the Mayor's priority of creating inclusive communities.

This is the time for everyone to ask questions. Once this meeting is over, we will type up all the questions and responses that will be sent out to everyone who has put their information in the chat. Please know that any questions asked are public record, so we do send them out to everyone so that we have a level and equal playing field. You will receive that information as well. I believe we provided dates by which we needed to get the questions in and would respond. You will receive that information so that you can have it in time enough to put together your successful proposals and submit.

**RESPONSE:** Rob Rosner – One clarification, we will not be emailing this to you. When we post it in a week or so, you will be able to download everybody's questions from a single source, so everybody has the same access to that information. You are welcome to contact me about when that is up, because of the way our process works it will be posted to the website for you to download.

**QUESTION:** (From Chat – Name Unknown) Will you be posting a list of people who attended today and their company info and if they are WMBE etc., or should we be going back through the chat and taking notes?

**RESPONSE:** Rob Rosner – No, we will be including the list of what's in the chat here as part of the notes for this you are welcome to go through the chat and take any information you want now but all the information that's going in the chat we will respond to all. We specifically asked for the name, company name, and email address of today's responders so that we could share that information.

**QUESTION:** (Name Unknown from Chat) When looking at the strategic plan, there are two different zonings what would be the density for this site? I saw 25 – 35 units per acre. Would a PUD be well received, or zoning allowed more like 50 units an acre?

**RESPONSE:** *Abbey Feeley, Director of Development and Growth Management* – Right now, this property has an NMU-35 land use (Neighborhood Mixed-Use) and an NMU-35 zoning. The land use will allow you to use either density or intensity to be able to develop the site. It allows for an FAR of 1.5 if you are proposing a vertically integrated, mixed use building or straight residential. Whatever is most advantageous, but the density if you utilize FAR may end up being somewhere at the fifty (50) dwelling units an acre, but you would have to utilize the FAR to maximize the site. I don't believe that there is a desire to do a comprehensive plan amendment since the Neighborhood Mixed Use categories were just recently created when the West River Master Plan was conducted. So, I don't believe that would be a direction to go. We are looking for innovative approaches to this property. You will want to review that NMU-35 zoning category. There are build-to lines in that category. There are street hierarchies and classifications and also façade transparency requirements. There are many design elements that are contained within the zoning that currently governs the property. That is representative of the intent of the West River plan and the desires to have form in a certain manner in this area of the city. Right now, that site has two roadways the Rome roadway and the Oregon roadway and there would be building placement that would be articulated and directed through the zoning code. We have not had a pd come into West River yet, there is a design exception mechanism that is in the code for relief to some of those regulations so I would definitely take some time to look through that zoning and how that will impact the potential design of the property.

**QUESTION:** (Name Unknown from Chat) Would a PUD be well received?

**RESPONSE:** Rob Rosner – I guess that would be a PDA if somebody wanted to do something beyond that, but they have to have some special....

**RESPONSE:** Abbey Feeley – A PDA is restricted to 50 acres right now. So, I don't think it would qualify. It would have to be a PD. I don't know that we have looked at that either way. The desire and the utilization of the PD is to achieve something that is in keeping with the administration's desires for this property. Then we would probably be supportive of that. It would really depend on what was coming in the PD package and what the issues were on the property that required the PD to be proposed. I think that would have to be flushed out. That would be the mechanism, if not available through the design exceptions, which the code currently permits so if that is the desire. I would put that in the proposal and try to outline what it is that you are utilizing in that plan to achieve.

Rob Rosner – Before this workshop is over if you do have a question, please put in the chat or speak up we would be happy to answer those questions and if there's something you think of after this for some



reason you could always email me those questions we will still be taking those information down between now and when we issue the addendum with all the answers for the questions.

**QUESTION:** Michael Randolph what is the income range when you say affordable homes?

**RESPONSE:** Vanessa McCleary – When we say affordable (we are using the states definition) meaning affordable to a family with an income at 120% of AMI.

**QUESTION:** Michael Randolph – How do you cater to the families making below that amount below 120%?

**RESPONSE:** Vanessa McCleary – Affordable (we are using the states definition) meaning affordable to a family with an income at 120% of AMI. Then you have low income and very low income and so projects typically we need to have certain numbers. This request for an RFP as you know in West River, the Housing Authority is building and meeting a lot of those numbers. What we heard from the community is that they did not want to concentrate poverty and so the request for low income, was that it be at 20%. There are some aspirational goals in terms of percentages of low and workforce housing that we are requesting.

**RESPONSE:** Rob Rosner – I believe the number was that 20% of the homes needed to be 80% AMI.

**QUESTION:** Brian Prince, Flaherty & Collins Properties – 20% up to 80% AMI and then 40% was up to 140% AMI, is that 20% within that up to 140% AMI or are we looking for 60% of what's deemed to be workforce and affordable. Then you are looking at the 20% that's not included in that 40% that's up to 140. It's kind of tricky as you are reading it.

**RESPONSE:** Vanessa McCleary – We are looking for 20% that would be affordable to 80% of AMI and then on top of that 40% that would be affordable to families up to 140% AMI or workforce housing and then 40% would be market rate.

**QUESTION:** Brian Prince – Is the target more of the workforce demographic or a blend of families with larger units (more bedroom units). A mix of products. Is there a preference to a 3-bedroom unit, a 4-bedroom unit to target the family as a result to that school being there?

**RESPONSE:** Vanessa McCleary – We did not want to be too descriptive because this has to make sense to the community. The City is responding to what the community wants to see. I would personally say yes, we need three bedrooms. If you look at the market, your folks will do a market study to see how many 3 bedrooms are available and where the gaps are. In terms of preference, we would really direct you more to the community more than the City. This is a community project.

**QUESTION:** Kristen Washington – for the 80% AMI, what we have come across is we have individuals and families that qualify, but they are kind of in that sweet spot. They make too little to qualify for the 120 or 140 AMI, but they don't quite fit into the 80% AMI in the middle range where they can't qualify for those homes. Is there anything to help those families out?

**RESPONSE:** Vanessa McCleary – This RFP is about the development of the project. There are programs between the City and County and also banks that are offering. I am not sure how someone falls into an in between spot because we have a program that goes to 80% of AMI, where we provide \$30,000 towards down payment assistance. We have a program where we provide \$15,000 to a family between 80% – 140%. There are several lenders basically. It is coming down to whatever that price point is. So when you

put them on the market and the development, there are homes that are affordable to that, but that's not a discussion to this RFP, but more of an offline conversation.

**QUESTION:** Tina Young – Did any of the developers that are interested in the project mention what they are looking for in a non-profit to partner with?

**RESPONSE:** Rob Rosner – I do not recall anything specific, but I do recall that Brian Prince mentioned he is willing to work with non-profits in the area just to get to know them.

**RESPONSE:** Brian Prince – I am 100% open and looking for local nonprofit partners. We welcome all phone calls and conversations.

### **Introductions of Vendors or Subcontractors to Developers in Attendance**

Rob Rosner opened the floor to any subcontractor or minority participants who are not a proposer and would like to introduce themselves to the group please do so during this portion of the workshop.

**Ron Spoor** – Habitat for Humanity of Hillsborough County. We develop sustainable affordable homeownership opportunities. If proposers are interested in providing affordable homeownership as a part of their proposal, we welcome the opportunity to speak with you. We can be flexible relative to architecture and housing type to compliment your overall development plan.

**Ernest Coney**, CDC of Tampa. We are a comprehensive community development corporation. We specialize in community engagement to bring the community together and do visioning as well. We also do workforce development. We have a vocational school that provides certifications as well that can be a part of this partnership. We also build affordable housing, both single family and multifamily in various aspects.

**Albert Rodriguez**, Ambient Technologies and Subsidiaries: We provide a variety of services that could be useful for this project. The things we offer are Utility Location, Designation & Mapping, Vacuum Excavation for Utility Verification Using, Soft Digs and Trenching, Environmental & Geotechnical Drilling, Concrete Coring, Geophysical Services for Geotechnical and Environmental Assessment, Non-Destructive Testing, Pile Testing, Location of Rebar and Post Tension Cable for Structural Evaluation.

**Erich McCartney**, Lima Construction: We are a design build construction management firm. We are looking to partner with a developer and provide pre-construction price estimating services on the front end of this project.

**Ed Siersema Jr**, GHD Services Inc. of Tampa: We provide environmental, remediation and geo technical services. We are more than happy to talk to any developers that may need our help.

**Andrew McNutt**, Matcon Construction Services, Inc.: We are a general contractor, construction manager. We also provide sub-contracting and structural concrete services. WMBE and DBE certified.

**Joe DiStefano**, Tierra Inc. – Certified minority firm with the City of Tampa. We have been in Tampa in business since 1992. We provide geo technical materials testing and environmental contamination support. Would love the opportunity to support any of you in that area for this project.

**Brian Prince**, Flaherty & Collins Properties: We are developers of multifamily mixed-use market rate properties. We look forward to having a conversation as well with any and all non-profits in the area.

**Michael Randolph**, West Tampa Community Development Corporation: We are focused on social economic strategy that includes both bricks and mortar but more importantly involved making sure that residents in the community are transformed as development take place. As the CDC, we are recognized by the federal government as a community economic development engineer.

**Kristen Washington**, EXP Realty: I am in custom an affordable home development with a partnership with Infinity homes of Florida Tampa Bay. We currently do have a partnership with the city. We build affordable homes and we look forward to being part of this product.

**Joseph Robinson**, West Tampa CRA Community Advisory Committee Chair: Mr. Robinson provided additional insights into the community's expectations. The community just wants to make sure that opportunities are there for small minority and women businesses. That there is a community feel that ties into the mobile transportation. This has been a 3-5-year process. We have a lot of enthusiasm and interest. West Tampa has a lot more amenities. This is an opportunity zone and close to the river. We have been waiting over 50 years to get something going on in the area. We hope we get a winning team that listens to us. We meet on the 4<sup>th</sup> Tuesday of every month virtually at this time because of COVID, so we invite everyone out to our meetings. We appreciate everyone for their efforts. For the record, my firm has no intention of doing anything on this project, please do not call me. It is my plan to be a part of the selection committee.

**Tina Young**, Member of the West Tampa CRA CAC: She is the Executive Director of Project Link. They are a nonprofit that has been doing business in Tampa for 30 years. They specialize in family support services, community engagement, mental tele health services youth development and sustainable housing and education.

**Michelle Van Loan**, Director Community Redevelopment Areas: Ms. Van Loan thanked all participants for their interest. We have a very engaged community that is looking forward to your submissions.

**Jesus Niño**, West Tampa CRA Manager: Mr. Nino encouraged people to go to the West Tampa CRA website. We do have additional documents that are there to help you. The property is located within a community redevelopment area which is the West Tampa one. Each redevelopment area has its own master plan and strategic action plans. Those two plans in addition to the West River plan are on the website, so I encourage you to look at that. One housekeeping item, I am starting to get phone calls related to the RFP. I have been referring them over to Mr. Rosner so I would encourage you to call him instead of me if you have questions on the RFP. Another project I want to let you know about is that we have a Main Street Corridor Study underway by City staff. Randy Goers is leading that project so you might want to look at that also. In the future that would connect Main Street over to the project and Riverwalk.

### **Final Announcements**

**Vanessa McCleary** – As a reminder, we are going into the cone of silence. Any questions need to go to Rob Rosner. We will provide all the updates on the same page where you find the RFP. We will post any helpful materials on the site. We have also added the environmental study to the website. You will be able to go to the website to see the questions. We are looking for whoever is responding to have minority participation in their development team, but also in job creation, housing. We are looking for an inclusive

community that meets the needs of everyone. We want this project to be sustainable and we thank you all for attending and look forward to seeing some creative projects.

**Greg Spearman** – Please read the document thoroughly before you respond. Make sure you abide by the communication policy. Make sure you get your responses in before the due date, if you are one minute late, we cannot accept it. Have your technical and legal team work together, if there are any questions about the terms or conditions reach out to Rob Rosner and do not alter any of the terms or conditions that will get you disqualified.

**Gregory Hart** – Mr. Hart wants to emphasize that the City as you well know the City is focused on equity, diversity, and fairness particularly in its economic development arena. We do have tremendous resources here in the Tampa market. The NAACP Economic Empowerment Center is one of those resources that helps us build relationships and conduct some matchmaking with vendors and contractors engaged in business with the city. We have our local Prospera which is the Hispanic business development group and resource center. <https://prosperausa.org/west-coast-of-florida/>. We also have partnerships with our small business development centers one of which is supported and funded by the University of South Florida the other by our home County Hillsborough County and the local LGBT Chamber of Commerce is a partner of ours. I just want the listeners to note that the City stands ready to provide any kind of assistance in your wanting to know who is in our marketplace to foster your inclusion diversity interest in efforts to meet the city's expectations.

**END OF ADDENDUM #1**

**ATTACHMENT B**

<b>BUILDING CONSTRUCTION COMPANY INFORMATION</b>									
<b>BUILDING CONSTRUCTION COMPANY INFORMATION</b>									
Company Name:					DBA:				
Address:									
City:			State:		Zip:				
Name of Contact Person:									
Phone:		( )							
Alternate #:		( )							
Fax:		( )							
Email: _____ @ _____									
Organization Type:		<input type="checkbox"/> Individual / Sole Proprietorship			Date Established				
<b>(please check one)</b>		<input type="checkbox"/> General Partnership			Date Established				
		<input type="checkbox"/> Limited Partnership			Date Established				
		<input type="checkbox"/> Corporation			Date Established				
		<input type="checkbox"/> Subchapter S Corporation			Date Established				
		<input type="checkbox"/> Limited Liability Company			Date Established				
		<input type="checkbox"/> Non-/Not-for-Profit			Date Established				
		<input type="checkbox"/> Joint Venture			Date Established				
Licensed by:		<input type="checkbox"/> City:			License/Permit #:				
<b>(check all that apply)</b>		<input type="checkbox"/> County:			License/Permit #:				
		<input type="checkbox"/> State:			License/Permit #:				
Federal I.D. #:									
<b>If you are non-/not-for-profit, please provide your contractor information:</b>									
Contractor Name:									
Address:									
Contact Person									
Phone #:		( ) -			Fax #: ( ) -				
Licensed by:		<input type="checkbox"/> City:			License/Permit #:				
<b>(check all that apply)</b>		<input type="checkbox"/> County:			License/Permit #:				
		<input type="checkbox"/> State:			License/Permit #:				
Is your business certified as a Minority Business with a government agency? <input type="checkbox"/> Yes <input type="checkbox"/> No									
<b>(If yes, please provide the information below)</b>									
Government Agency			Certification Number				Date of Expiration		

(3 pages)

Minority Business Status:	<input type="checkbox"/> Black				
	<input type="checkbox"/> Hispanic				
	<input type="checkbox"/> Woman				

**COMPANY OWNERSHIP INFORMATION**

Name of Owner:		Percentage of Ownership:	%
Name of Owner:		Percentage of Ownership:	%
Name of Owner:		Percentage of Ownership:	%
Name of Owner:		Percentage of Ownership:	%

Per Federal and City of Tampa EEO requirements, please tell us if 51% or more of the firm is owned by any of the following:

<input type="checkbox"/> Female	
<input type="checkbox"/> Black	
<input type="checkbox"/> Hispanic	
<input type="checkbox"/> American Indian	
<input type="checkbox"/> Asian	
<input type="checkbox"/> Other:	

When was organization established?:  
 Previous organization names in the past five years?: (if applicable)

	Date Established
	Date Established
	Date Established

Has the organization or any affiliates ever filed for bankruptcy?  Yes  No  
 Do you have any judgements, liens or pending suits?  Yes  No  
 Has the organization or any affiliates discontinued business operations with outstanding debts?  Yes  No  
 Have you been a principal in any other entities over the last five years?  Yes  No

**INSURANCE INFORMATION**

During the terms of this agreement, the contractor shall provide, pay for and maintain with companies satisfactory to the City certificate of insurance. Please answer the following questions:

**Workers' Compensation & Employers' Liability Insurance**

Name of Company:		Policy #	
		Limits of Liability (per accident)	\$
Disease Aggregate		Limits of Liability	\$
Disease for each employee		Limits of Liability	\$

**Commercial General Liability Insurance**

Name of Company:		Policy #	
		Limits of Liability (each occurrence)	\$
General Aggregate		Limits of Liability	\$

<b>Automobile Liability Insurance</b>									
Name of Company:					Policy #				
					Limits of Liability (per accident) \$				
<b>EMPLOYEE INFORMATION</b>									
Number of Full-time employees:									
Number of Part-time employees:									
Name of Labor Service used?									
Percentage of workforce employed via this method (if applicable).					%				
**Include a copy of the Labor Services's Certificate of Insurance for Worker's Compensation**									
<b>REFERENCES</b>									
<b>SINGLE-FAMILY OR MULTI-FAMILY REHABILITATION OR NEW CONSTRUCTION PROJECTS</b>									
Location (City/State):									
Contract Amount:									
Amount Sublet:									
Owner's Name:									
Property Address:									
Phone #:									
Type of Work:									
Start Date / Completion Date					-				
Consulting Engineers / Architects: (if applicable)									
Location (City/State):									
Contract Amount:									
Amount Sublet:									
Owner's Name:									
Property Address:									
Phone #:									
Type of Work:									
Start Date / Completion Date					-				
Consulting Engineers / Architects: (if applicable)									