

**Request for Qualifications
102-198 East Washington Street
Nanticoke, Pennsylvania**

INTRODUCTION

With this Request for Qualifications (RFQ), the Nanticoke Municipal Authority (NMA) seeks a developer with excellent qualifications to help us redevelop the property located at 102-198 East Washington Street, Nanticoke, Pennsylvania 18634.

The selected developer will be expected to deliver a development that achieves Nanticoke City's goals.

The selection process may consist of two parts. The RFQ (Part 1) requires submittal of a statement of qualifications, from which the NMA will select a short list of developer candidates. In Part 2, developer candidates on the NMA's shortlist will be asked to interview and may be asked to submit a more detailed proposal in response to a Request for Proposals (RFP).

PROPERTY DESCRIPTION

The subject site is located at 102-198 East Washington Street in Nanticoke City, Luzerne County, Pennsylvania. The subject site is rectangular in shape, is approximately 1.64 acres in size, and contains an abandoned industrial building. Public water, sewer, natural gas, and electric utilities are available at the subject site.

Adjoining property use is as follows:

- North – Alley; Residential and Commercial
- South – East Washington Street; Cemetery
- West – South Prospect Street; Residential and Commercial
- East – South Walnut Street; Vacant Lot

The subject site was developed as a silk mill in 1919. Operations in the building changed to a sportswear manufacturer in 1953. The use of the building changed to a roller-skating rink and bowling alley in 1974-1976. A fire destroyed the roller-skating rink portion (eastern third) of the building in 1991. The bowling alley closed in 2007. The building was then briefly used for an illegal marijuana-growing operation. The building at the subject site is currently vacant. Abandoned coal mines are present beneath the subject site at depths greater than 396 feet below ground surface.

ENVIRONMENTAL REPORT

A Phase I report was prepared by Barry Isset and Associates October 2, 2019.
The report is available by contacting Sara Hailstone at shailstone@hailstoneeconomic.com

ZONING

The property is currently located within an R2 zoning district. The Nanticoke City Council is amenable to considering a change in the current zoning classification and/or granting an appropriate zoning variance should a suitable redevelopment project be presented and approved.

STATEMENT OF QUALIFICATIONS

The NMA is seeking a developer partner to deliver a project that makes a positive and significant contribution to the economy and attractiveness of the City of Nanticoke. Projects should incorporate exceptional interior and exterior design, align with the Keystone Principles for Growth, Investment, and Resource Conservation, be cost efficient but high quality, create new opportunities, and contribute to significant, sustained economic growth in the City. Qualifications that demonstrate the Applicant's experience in each of these areas is required.

Please aim to be thorough, but also keep your responses direct and relevant. We ask that, at a minimum, your Statement of Qualifications include the following:

A. Cover Letter.

The cover letter should highlight your experience, your capabilities, and your understanding of the NMA's goals for the site and how you will achieve them. Be certain to identify and introduce the lead firm for the project as well as the identities/title/qualifications of the key personnel who will be involved. If you will be partnering with other firms, please identify them, describe their anticipated contributions and identify title/qualifications of their key personnel as well.

B. Development Team.

Provide an overview of participating firms, identifying key personnel and their roles and responsibilities. Describe the skills and project experience of these personnel that are most relevant to the conditions of this project. Include resumes of key members and any partners who will contribute to critical elements of the project. If relevant, please identify existing relationships with equity partners or prime tenants and/or operators that could be a strong fit for this project.

C. Approach to the Project.

Describe how you expect to approach this project. What factors will lead to the long-term success of development at the site, and contribute to the City of Nanticoke's and the NMA's vision? How will your experience inform your strategy? We would also like to understand how this project fits within the context of your company's business plan.

D. Relevant Project Experience.

Provide information on up to five projects that your firm has successfully completed that are relevant to Nanticoke City's vision for future development.

E. Financial Capability.

Please include documentation that shows the developer's capability to complete the project. Briefly identify how you propose to finance the project (equity, debt, or a combination). Provide documentation demonstrating adequate equity resources (this may include current financial statements, reference letter or other written evidence of financial support from lending institutions, investors or other information that will allow the committee to have confidence in Applicant's financial capacity to complete the proposed project). More detail would be expected as part of a later negotiation.

F. References.

Provide at least five (5) references, including name, title, organization, telephone, and email address for previously executed projects of a similar scope. The reference must be able to speak of direct experience with your firm's key team member(s) proposed for this Project.

Please deliver six (6) hard copies and one electronic copy of your response to this RFQ on a thumb drive, no later than 4:00 PM on Wednesday October 7, 2020 to:

The Slusser Law Firm
Attn: Christopher B. Slusser, Esq.
1620 N. Church St.
Suite 1
Hazleton, Pa. 18202

Solicitor for the Nanticoke Municipal Authority

OUR PROCESS

This RFQ requests a Statement of Qualifications with information that demonstrates the Applicant's qualifications and does not include a request for submittal of a detailed proposal. All Applicants interested in being selected must respond to this RFQ.

An Evaluation Committee (the "Committee") will review all RFQ submittals. The Committee will include NMA members, Nanticoke City staff, and other members of the community or stakeholders.

Depending upon the responses and the number of respondents, the Committee may invite two or more Applicants to prepare a detailed proposal and make a presentation and/or conduct interviews.

Through negotiations or through an RFP, the NMA may request proposals for a development program including but not limited to: a proposed transaction structure; estimated project costs and pro forma; project schedule; and required forms from selected Applicant(s). These proposals will be evaluated by the Committee. The selected Applicant will be asked to work with the Committee to refine a detailed program and schedule to complete the project.

The NMA may choose to enter into an exclusive negotiating agreement with the selected Applicant.

The NMA reserves the right to amend or withdraw this RFQ, and to withdraw at any time from the process and negotiations with no recourse for any Applicant. The NMA reserves the right to adjust the timeline, and to waive minor deficiencies in meeting the stated requirements of the qualifications package. The NMA reserves the right to request additional information from Applicants.

The NMA is not liable to pay or reimburse any costs incurred by Applicants in the development, submission or review of qualifications packages.

All applications will generally be considered public records which are subject to public inspection.

In the event an Applicant considers its submittal as a proprietary trade secret or otherwise exempt from disclosure under the Public Records Act, the Applicant must designate its submittal as confidential. The NMA will withhold designated applications from public disclosure only if permitted by applicable law.

Please direct any questions regarding this RFQ to:

Sara Hailstone

shailstone@hailstoneeconomic.com