“BLAIR LOT” RFP TABLE OF CONTENTS

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01

Introduction & Instructions

Purpose

The purpose of this Request for Proposals ("RFP") is to solicit proposals for the disposition and redevelopment of property owned by the Boston Redevelopment Authority d/b/a Boston Planning & Development Agency (the "BPDA"), consisting of approximately 85,729 square feet of vacant land located between Washington Street and Harrison Avenue in the Roxbury neighborhood of Boston, at 2148 Washington Street, 2180-2190 Washington Street, 12-4 Palmer Street, 2-6 Renfrew Street and 29 Eustis Street (the "Property").

The BPDA seeks to convey the Property to allow mixed use development, consisting of residential housing with ground floor commercial and/ or retail use. Proposals will be subject to review and approval by the BPDA and the City of Boston, including applicable planning and zoning controls, and the development objectives and guidelines described herein. Proposals must meet all minimum submission requirements, complete the enclosed proposal form and price summary form, and include the requested documents.

The BPDA has attempted to be as accurate as possible in this RFP, but is not responsible for any unintentional errors herein. No statement in this RFP shall imply a guarantee or commitment on the part of the BPDA as to potential relief from state, federal or local regulation. The BPDA reserves the right to cancel this RFP at any time until proposals are opened or reject all proposals after the proposals are opened if it determines that it is in the best interest of the BPDA to do so. The BPDA reserves the right to waive any minor informalities.

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Instructions

The RFP will be available for download beginning on **XXXXXX, XX, 2019** on the BPDA website at bit.ly/PlanDudley and

http://www.bostonplans.org/work-with-us/rfps-rfqs-bids.

Proponents must register when downloading the RFP to ensure they receive any addenda. Requests for clarification or any questions about the RFP must be submitted in writing to:

> Muge Undemir, Senior Planner
> Reay L. Pannesi, Senior Manager for Disposition Services
> Boston Planning & Development Agency (BPDA)
> One City Hall Square
> Boston, MA 02210
> Mugzy.Undemir@boston.gov
> Reay.L.Pannesi@boston.gov

No requests or questions regarding the RFP will be accepted after **XXXX xx, 2019**. Proponents must include their name, address, telephone number and email address with any questions. An addendum with questions and answers will be emailed to all Proponents on record and posted on the BPDA website ten days prior to the RFP deadline.

Proponents may visit the Property with BPDA staff on **TBD, 2019** from 10:00am-11:00am. Staff will not be answering questions, but will take written questions to answer in an addendum, if necessary.

There is a fee of One Hundred Dollars ($100.00) to submit the RFP, which check should be made payable to the Boston Redevelopment Authority.

Eight (8) sealed copies of the Development Submission and Disclosures (as defined in the Submission Requirements Section) are required. The Design Submission shall include: one (1) full set of reduced drawings in an 8 1/2" x 11" format; and one (1) set of the drawings at full scale; and one (1) set of drawings mounted on boards, no smaller than 30"x 40" in presentation form. The Development and Design Submissions must also be submitted on a flash drive.

Three (3) sealed copies and one (1) original of the Financial Submission must be provided separately from the Development Submission and Disclosures

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and Design Submission. The Financial submission must also be submitted on a flash drive. Proposals must be submitted no later than **Monday, XXXX, 2019 at 12:00 pm (noon) to:**

Teresa Polhemus
Executive Director/Secretary
Boston Planning & Development Agency
Room 910
Boston City Hall
One City Hall Square
Boston, MA 02201

No late proposals will be accepted. Any proposals received after the date and time specified in this RFP will be rejected as non-responsive, and not considered for evaluation.

BPDA will communicate any changes/ addenda to this RFP by posting any addenda to the BPDA website; however, the Proponent shall check the BPDA website regularly for any addenda concerning updates, corrections, deadline extensions, or other information.

02

Property Description

Site Description

The Property consists of approximately 87,879 square feet (approximately 1.9 acres) of vacant land, comprised of five (5) parcels with the following addresses: 2148 Washington Street, 2180-2190 Washington Street, 12-4 Palmer Street, 2-6 Renfrew Street, 29 Eustis Street. Renfrew Street, a public way and Renfrew Court, a private way, are contained within the boundaries of the Property, as shown on the map below.

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Originally a parking lot for the long-shuttered grocery store Blair's Foodland, the BPDA purchased the blighted Property from a private owner on December 23, 1985. It is centrally located in the heart of the Dudley Square commercial and retail district and is a short walk from the Dudley Square Bus Station, providing access to all major MBTA routes. In addition, proximity to major thoroughfares provides vehicular access to the Property.

The Property is partially paved and is currently unencumbered, and is not subject to any existing leases or licenses. It is presently used for parking by local employees and visitors to Dudley Square. Currently 94 public parking spots exist on the Property, which are available to the public free of charge.

Address	**Assessor's Parcel Number**	**Lot Size (approximate square feet)**
12-4 Palmer Street	0802472000	57,464 square feet
2180-2190 Washington Street	0802475000	8,089 square feet
2148 Washington Street	0802479000	14,547 square feet
2-6 Renfrew Street	0802462000	5,629 square feet
29 Eustis Street	0802455000	2,150 square feet
Total		87,879 square feet

Planning and Zoning Context

The Property is part of the Dudley Square Economic Development Area ("EDA") as shown on Map 6A-6C of the Boston Zoning Maps in the Roxbury District, and therefore is principally governed by the provisions of Article 50 of the Boston Zoning Code ("Code"). For details on zoning, please consult:

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https://library.municode.com/ma/boston/codes/redevelopment_authority?nodeId=ART50TA .

The Property is also located within a Boulevard Planning District ("BPD") with overlays to underlying sub-districts as noted in Section 50-37. Within BPDs, special design review requirements and design guidelines apply as set forth in Subsection 50-38.1, Section 50-39, and Section 50-40; and screening and buffering requirements apply as set forth in Section 50-41. The Code and maps can be found at *www.bostonplans.org/zoning.* Zoning relief may be required to achieve the requirements of this RFP.

Part of the Property (Assessor's Parcel Number 0802479000) is located in the Eustis Street Protection Area for the Eustis Street Architectural Conservation

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District. As a result of this distinction as a historic district, the selected proponent will be subject to Architectural Conservation District guidelines and oversight by the Boston Landmarks Commission.

Title

While the BPDA has conducted a title examination of the Property, the BPDA makes no warranty as to its accuracy and recommends that proponents conduct their own title examinations.

03

Development Objectives and Guidelines

Overview

Given its location in the heart of the Dudley Square Main Streets District, the Property has transformative potential as a complement to the existing area retail and commercial uses, such as those in the Bruce C. Bolling Municipal Building. Redevelopment of the Property should contribute vibrancy to the area as a potential cultural and entertainment destination, as well as have synergy with the other sites analyzed through PLAN: Dudley Square (Appendix X). Redevelopment of the Property should strive for the creation of a continuous "Main Streets" experience from the Property site to the Dudley Commercial site (please see site maps in Appendix X).

After careful analysis of the Property, BPDA, working with the City of Boston Department of Neighborhood Development ("DND"), in collaboration with neighborhood residents and the Roxbury Strategic Master Plan Oversight Committee ("RSMPOC"), has established the following guidelines as part of PLAN: Dudley Square.

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The Proponent must respond to each of the Development Objectives below in a development concept narrative, construction description narrative and within design documents as appropriate. Further, Proponents must agree to work with the BPDA and the community to address issues or concerns that may arise as the development project moves forward.

Development Objectives

Consistency with Area Planning History

In addition to PLAN: Dudley Square, the area has also been the subject of the Roxbury Strategic Master Plan ("RSMP") and Dudley Vision. Proponents must incorporate the combined visions of these planning documents, while capturing and addressing the current needs of the community for affordable housing, economic development and job opportunities. As articulated in these documents, being mindful of the rich cultural history of this important neighborhood is paramount. Proponents should use development as a catalyst to promote the arts, culture, commercial and retail enterprise in the area. Neighborhood cultural amenities such as museums, art galleries, bookstores, entertainment venues, performance spaces and artist live/work spaces are strongly favored. Amenities and programming associated with the Property should activate the area in the evening, encouraging residents to "stay local" to support Dudley Square businesses for their entertainment, shopping and dining experiences. Preference will be given to projects that include uses that support neighborhood control and/ or household wealth creation, whether it be through homeownership, the creation of a cooperative and/ or control by a community land trust.

Economic Development

Proposals with commercial uses must promote local business and job creation, with special emphasis on providing maximum opportunities for local, small and disadvantaged businesses and job creation and training for people of color and women. This emphasis should take place in all aspects of redevelopment -- the construction phase, business development phase, in the procurement of goods and services, as well as in permanent jobs created. Wages associated with all jobs should be appropriate for their associated categories and provide for an enhanced quality of life and the prospect of economic mobility for area residents.

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In addition, the Property should be developed in a manner that supports the economic growth of the district by providing opportunities for area residents to participate in expanding sectors of Boston's economy. Proponents should describe how their proposed uses will generate new employment prospects in education, health, medicine, bio and life sciences and/or finance. Proponents should also describe their experience in and capacity to attract such new local employment opportunities through the uses they propose.

Proponents should also describe the extent to which they are able to provide public parking within the new development which meets the needs of the adjoining retail beyond meeting the parking needs of the proposed development on the site. Projects that are able to replace the existing public parking on site are encouraged.

Affordable/Income Restricted Housing

The community has expressed a preference that the proposed development of the Property prioritize affordable homeownership units over rental units.

Homeownership developments: should include a minimum of two-thirds of the units targeted to households with a range of incomes, from 60% to 100% of AMI, with the maximum AMI not to exceed 80% of AMI. The remaining one-third of units may be market rate.

Community members have expressed a strong preference for projects which can exceed these minimum affordability standards. Developments which can reach deeper levels of affordability and/or a higher percentage of income-restricted housing are preferred. Preference will also be given to projects that include affordability at many income levels (e.g. 30%, 40%, 50%, 60%, 80%, 100% of AMI, etc.). In addition, while the AMI is defined by the U.S. Department of Housing and Urban Development for the Greater Boston region, developers are encouraged to present their affordable housing proposals using both AMI and the corresponding, qualifying income ranges.

DND and BPDA affordability requirements require owner occupancy of income restricted homeownership units and prohibit subleasing of income restricted rental units. BPDA and DND will also require that market rate rental units have rental periods of at least one year. Market rate rental units will also be subject to sub-leasing restrictions, prohibiting either short-term rentals or rental services.

DRAFT for Discussion Purposes Only

The following describes requirements for rental units that have been created with the community through the Plan: Dudley community process.

Rental Housing: must be consistent with the affordable housing goals identified in the most recent series of public discussions with the community as part of the Plan: Dudley Square process. Specifically, a minimum of two- thirds of all housing units must be income-restricted affordable housing with one third targeting low and moderate income households and one third targeting middle income households. These requirements vary for homeownership versus rental development. Proposals should target one resident minimum per bedroom for affordable units.

Rental housing proposals must provide a minimum of one-third of units to low-income households (ranging from less than 30% to 50% of Area Median Income ("AMI")) as defined by the U.S. Department of Housing and Urban Development), with the maximum AMI for these units not to exceed 50% of AMI. For projects seeking affordable housing subsidy DND requires that the project provide a minimum of 10% of the overall units (i.e. one third of the required low income units) as homeless set-aside units at 30% or less of AMI. The middle income units should also include a range of affordability options with the average AMI not to exceed 80% AMI. Up to but not more than one-third of units may be market rate. Additionally, proposals must describe measures they will take to avoid displacement of existing residents of the Roxbury neighborhood.

Whittier Choice Neighborhoods Funding Availability

The Property is located within the target area of the Whittier Choice Neighborhoods program, jointly administered by the Boston Housing Authority ("BHA") and DND. This federally-funded HUD initiative, seeks to rebuild the existing Whittier BHA development as well as to deconcentrate poverty and invest in the people and places surrounding Dudley Square. Because this initiative includes enhanced assistance for target area homebuyers, BHA and DND are encouraging the creation of homeownership opportunities in nearby developments. If rental units are proposed, project-based Section 8 vouchers may be available to assist with more deeply affordable units. Proponents should

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contact Beth Lane at the BHA at beth.lane@bostonhousing.org for more information.

Development without Displacement

Proposals must describe measures they will take to avoid displacement of existing residents of the Roxbury neighborhood. As part of their submission, Proponents must include a narrative describing how their proposal supports the community's goal of "development without displacement." Proponents must discuss how their proposed development will assist the current residents of Roxbury to afford to remain living in their community and to find pathways to economic opportunity. Such discussion should address the affordable housing production goals of the project and how the proposed rents and sale prices meet the needs of Boston and Roxbury residents. This discussion should also identify how the development's composition of unit sizes meets the needs of the community. Community members have suggested that larger unit sizes (two, three and four bedroom units) are needed for local families, while smaller unit sizes may be appropriate for seniors.

The Proponent should include details on its development team's track record of supporting projects and policies that promote development without displacement and should discuss their experience with preventing eviction of tenants when acquiring, developing and operating property. The Proponent must disclose if the proposed development will result in the direct eviction of any current tenants, being aware that such a situation will detract from the advantageousness of its proposal.

Community members have expressed interest in innovative strategies to support community stability such as cooperative ownership, land trust participation and rent-to-own strategies. Proponents are encouraged to include these and any other innovative strategies to prevent displacement.

Community Benefits. Proponents must also describe specific contributions that will ensue as a result of their proposed redevelopment of the Property that are above and beyond the development objectives described above. These contributions should bolster the PLAN: Dudley vision through direct support of programming, creation of institutions, financial support of existing institutions and furthering direct initiatives that will promote and

DRAFT for Discussion Purposes Only

maintain the underlying vision of the community as articulated in this RFP and in the RSMP. Community benefits could take many forms, such as:

- incorporating specific uses into the proposal such as cultural, arts, entertainment and performance uses;
- furthering initiatives that foster the incubation of new entrepreneurs and educational opportunities that prepare local residents and young adults for future career opportunities; and
- contributing seed funding and organizational support to existing local and/or non-profit organizations including organizations that support business improvement or the cultural district within Dudley Square.

In order to achieve the development objectives of housing affordability, good jobs, economic development opportunities and development without displacement as set forth in this RFP, there may need to be a significant contribution of city resources. Therefore, proposals that rely heavily on government subsidies to achieve the development objectives may lack sufficient additional resources to commit to such community benefits. Regardless, all proposals must submit a community benefits narrative to discuss the overall community contribution that will ensue from their proposed development.

Development Guidelines for the Property

The development is subject to both BPDA and DND Development Review Guidelines which can be found on the BPDA and DND websites at:

http://www.bostonplans.org/projects/development-review

https://www.boston.gov/departments/neighborhood-development/neighborhood-development-housing-policies#addendum

and to the following guidelines as set forth below:

Urban Design Guidelines

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Overview

All guidelines are reflective of the PLAN: Dudley Square community engagement process and are set forth to ensure that submitted proposals are in alignment with community desires.

Redevelopment of the Property must contribute to creating a new, high quality public realm in the center of Dudley Square that is engaging, community focused and supports continuous pedestrian activity along the Washington Street corridor. Proposals should make full use of the Property's central location in Dudley Square to create a strong link to connect Parcels 8, 9 and 10 to the new anchor uses at Bruce C. Bolling Municipal Building and the Dudley Commercial site (see map in Appendix X).

Accordingly, redevelopment of the Property must bolster the Dudley Main Streets District with both its mix of uses and with an innovative and contextual-pedestrian oriented design towards Washington Street. It is anticipated that commercial and retail uses, combined with a mix of a significant number of residential units, will activate the heart of Dudley Square with an increased residential population to support the area retail businesses.

Use Guidelines

The base of the building must be a combination of retail, cultural and/or entertainment uses that contribute to the identity of the Dudley Square Cultural District, particularly because Roxbury is one of three designated cultural districts in the City of Boston. This designation, coupled with the Property's location in the heart of Dudley Square, provides an opportunity to advance creative approaches to artist live/work space and cultural economic development strategies.

Commercial uses are permissible at the ground floor as long as they create an active and engaging streetscape and an animated night time facade to the street. The upper levels must have residential uses that address the housing needs in Dudley Square. Office uses could be incorporated on the upper floors in addition to housing, as appropriate.

Access, Circulation, Connectivity and Continuity

1. Proposals that combine adjoining parcels to increase economic feasibility, create jobs, and improve vehicular and pedestrian access

DRAFT for Discussion Purposes Only

are encouraged. If the proposed design makes use of adjacent parcels, the Proponent must demonstrate site control of such other parcels by including a copy of a fully executed, and currently dated, Purchase and Sale Agreement or a signed, and currently dated, Option Agreement.

2. The Property's location between smaller scale residential buildings along Harrison Avenue and the retail and commercial uses along Washington Street is an important site consideration. Wherever possible, primary building entrances should be on Washington Street to enhance the pedestrian experience. Service access should use Harrison Avenue or Eustis Street in order to reduce traffic congestion on Washington Street.

3. Building configuration should include an extension of Ruggles Street through the site to Harrison Avenue as a vehicular and/or pedestrian connection. New vehicular and pedestrian paths that create and strengthen major public corridors with north-south connections from the Ruggles Street corridor towards Harrison Avenue and east-west connections through the Property are encouraged. Such strategic connections through the site should strive to incorporate publicly accessible interior spaces such as lobbies, atriums and courtyards as intermediate public zones to promote community interaction and engagement and allow for pedestrian passage to other destinations within the district, including transit stations, landmarks and public parks. Such connections should be designed to be public in nature and actively programmed to be inviting to all residents of the area.

4. Parking spaces for car sharing that are easily accessible to local area residents and businesses, should be included to reducing car dependency and encourage and promote public transit and bicycle use.

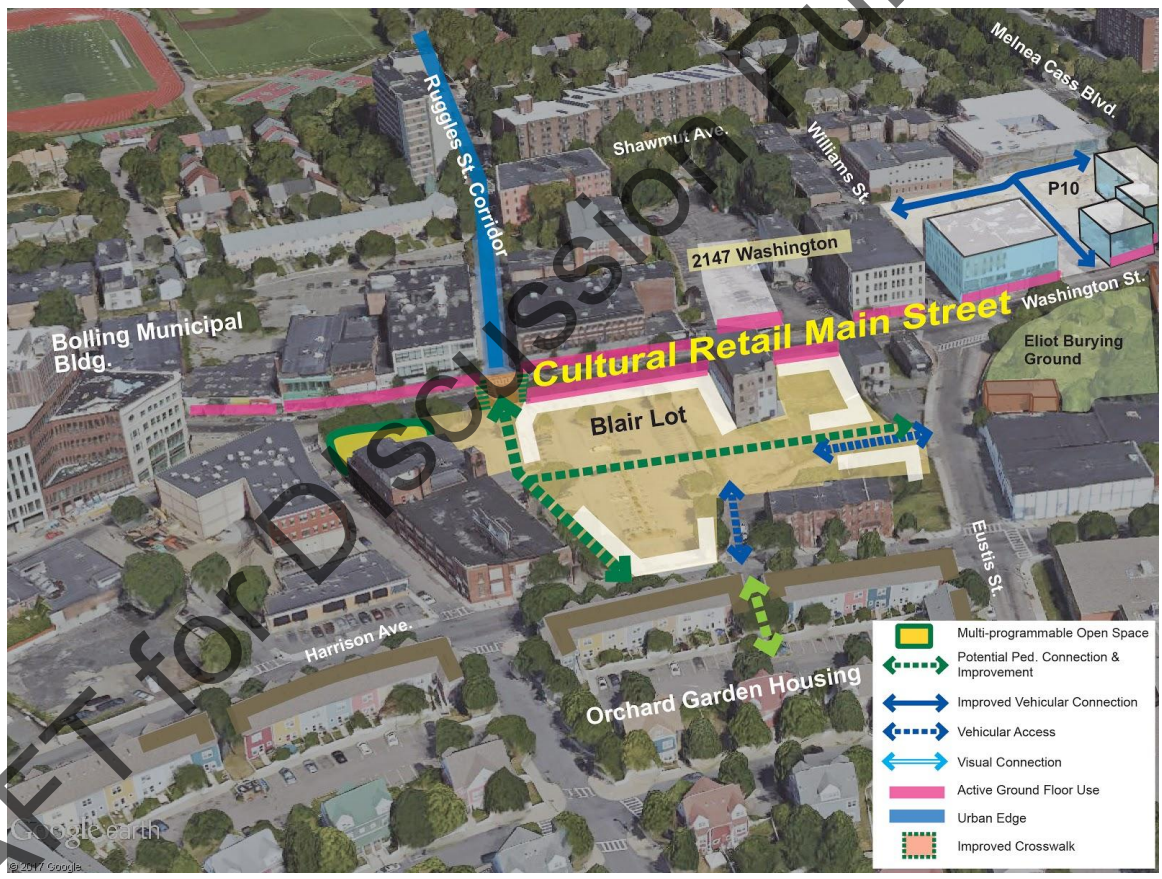
5. Parking needed for the uses on the site must be provided on site. Public parking on site which meets the needs of the adjoining retail area beyond meeting the parking needs of the proposed development on the site is encouraged.

6. Any structured parking must be well designed and buffered with residential or other uses that limit visibility of the garage use from the public ways.

DRAFT for Discussion Purposes Only

7. Safety, views, and ease of navigation must be considered in the site design. In particular, night safety is a concern of some neighborhood residents. Therefore, structures must be designed with clear sight lines and exterior lighting design must create well-lit open spaces and streetscapes without dark pockets at night.

8. Selected projects will be required to undergo a transportation/traffic study as part of the Article 80 Review process. If multiple sites in the PLAN: Dudley Square disposition process are being designed at the same time, the project studies will be combined to ensure an accurate and comprehensive analysis.



Massing, Height and Orientation

1. Building(s) design should use a variety of setbacks that create a volume that is articulated, varied and dynamic. The height on the Property may vary from six to fifteen stories (60 to 150 feet).

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Building(s) should respond to special views and corridors, and create and reinforce a continuous street wall of about 40-60 feet along Washington Street. The overall massing must fit well into the surrounding context. In particular, buildings must be sited to respect views down Washington Street, with the Bruce C. Bolling Municipal Building as the focal point.

2. Taller building massing should be set towards the center of the site and step down to respond to the scale of the Orchard Gardens housing along Harrison Avenue and existing buildings along Washington Street. Proposals may include a building that is taller than adjacent surrounding buildings along the street if it: a) establishes a gateway to the community while providing a desired mix of cultural uses and greater affordable housing opportunities to the area, and b) modulates and steps massing; thereby defining a building height that is contextually appropriate with adjacent buildings on the lower floors and sets back upper floor levels.

3. Any separation of buildings should be designed using a network of pedestrian streets and/or programmable open spaces to provide visual relief and reduce the scale of the development through the creation of discreet building blocks that respect the surrounding street and block patterns.

4. Building massing should be configured to allow natural light down the street and into open spaces that are internal and external to the building(s). The proposed interior program should be shaped to make use of natural light within the design of the building(s).

5. A selected project may need to perform wind tunnel testing as part of the Article 80 Review process due to a building's height, relative height, or context. All projects should consider wind patterns at the surrounding pedestrian level while developing their proposal's massing.

Contextual Architectural Design

1. Buildings should echo the identity of Dudley Square by recognizing its rich cultural and architectural history through careful consideration of appropriate, high quality building materials and façade expression. In this vein, Proponents should thoughtfully

DRAFT for Discussion Purposes Only

consider the historical and social context of Dudley Square, as well as recent building precedents, in order to design an exterior façade style that will transcend time.

2. Architectural detailing (windows, doors, exterior cladding, masonry, etc.) must be contextual, compatible with other area buildings, attractive and should be executed using materials of the highest quality. Materials usage should strive to ground the building in the present and convey stability into the future.

3. Designs should express the distinction of retail, commercial, and other public uses at the ground level in order to activate the edges of the street and help define the character of the neighborhood along Washington Street as a neighborhood main street.

4. Proposed buildings must maintain the continuity of the street wall and provide a high percentage of transparency at the ground level to achieve a continuous and engaging pedestrian experience along Washington Street.

5. Disposal areas, accessory storage areas or structures and dumpsters should be placed at the rear of the building(s) and must be appropriately screened from view.

Open Space/Public Realm/Public Art

The quality of the public realm surrounding any new development plays a significant role in shaping the everyday experience of a district. All exterior spaces must be well-maintained throughout the life of the project for the benefit of the neighborhood. Landscape strategies should include the following to foster a sense of place:

1. Create a public space programmed for civic uses at the west end of the Property along Washington Street towards the Bruce C. Bolling Municipal Building, as well as perhaps the 29 Eustis Street parcel.

2. Utilize innovative landscape design, installation of temporary, permanent and interactive public art and open space to build and maintain a vibrant and enlivened streetscape. Include a mix of distinctive street furniture (light fixtures, benches, street trees) and wider sidewalks that allow for public and semi-public active spaces,

DRAFT for Discussion Purposes Only

creating a continuous public realm experience along Washington Street.

3. Use open and green spaces, internal sidewalks and/or streets to break and organize development on the Property. If open spaces such as courtyards or gardens are included, the community has expressed a preference that the open space be open to the public.

4. Provide as much green space as possible. Utilize attractive and well maintained plantings throughout the site, with plants that are appropriate to the region, to all seasons and require little or no irrigation or irrigate with collected storm or gray water. Plant trees that will form tree canopies; incorporate neighborhood gardening opportunities; and include rooftop gardens to help to reduce the heat island effect.

5. The design of the public realm should contribute to creating a continuous, enhanced pedestrian Main Streets experience from Parcel 8 to the Bolling Building and the Dudley Square Bus Station.

Resilient Development and Green Building Design Guidelines

Proposed projects should support the community's and City of Boston's Carbon Free, Climate Resilient, and Healthy Community goals.

Based upon Climate Ready Boston 2016, the City's comprehensive climate vulnerability and preparedness study available at: https://www.boston.gov/departments/environment/climate-ready-boston the Dudley Square area is subject to multiple climate change related hazards. Proposed projects should include resilient building and site strategies to eliminate, reduce, and mitigate potential impacts, as follows:

1. **Greenhouse Gas Reduction**: Proposed projects should exemplify Mayor Walsh's Carbon Free 2050 goals by striving for net zero or net positive energy use.

2. **Higher Temperatures & Heat Events:** Proposed projects should reduce heat exposure and heat retention in and around the building. Strategies should include the use of higher albedo building and paving materials and increased shade areas through landscaping, expanded tree canopy and shade structures. Consider the inclusion of Green

DRAFT for Discussion Purposes Only

Roofs with plantings, especially for smaller sites that may include less open space.

3. **More Intense Precipitation**: Proposed projects should integrate strategies to both mitigate the impact of storm water flooding to the site and reduce the Property's contribution to storm water flooding in the neighborhood. Strategies should focus on pervious site materials, enhanced landscaping and Low Impact Development measures to capture and infiltrate storm water.

4. **Rising Sea Levels**: Proposed projects should reduce risks of coastal and inland flooding through elevating the base floor, critical utilities, mechanical systems and infrastructure above anticipated flood levels. Proposed projects should utilize flood proof materials below any future flood level and relocate vulnerable uses to higher floors.

5. **Sheltering in Place:** Proposed projects should provide for a cool/warm community room and essential systems to allow for extended sheltering in place and accommodation of local residents during an extreme weather event or an extended disruption of utility services.

Green buildings support a comprehensive approach to addressing the adverse impacts of the built environment and to promoting human health and the wellbeing of our communities. **Accordingly, proposed projects are strongly encouraged to include the following items. Proponents should describe in their design narratives how each consideration will be incorporated into their proposed project.**

1. **Green Buildings**: Achieve and surpass the United States Green Building Council's ("USGBC") requirements for LEED Platinum Certification with a minimum requirement of LEED Silver Certification or Certifiability. Projects seeking certification should be registered upon tentative designation and certified by the USGBC within one year of construction completion, if applicable.

2. **Integrated Project Planning**: Include a LEED Accredited Professional(s) with the appropriate specialty(s) and, for residential uses, a LEED Homes Rater. Proposals should describe the team's

DRAFT for Discussion Purposes Only

approach to integrated project planning, including the use of preliminary and whole building energy modeling.

3. **Site Development:** Employ strategies to eliminate construction phase environmental impacts including off-site tracking of soils and construction debris. Site designs should include strategies to reduce heat island and storm water runoff impacts, and promote area natural habitats.

4. **Connectivity:** Promote and support non-personal vehicle means of travel including walking and bicycling, public transit, and reduced personal vehicle travel. Strategies should include easily accessible, secure and enclosed bicycle storage space (see Boston Bicycle Parking Guidelines), shared parking, transit pass programs, and car and bike share programs. Other elements that promote connectivity include open space courtyards with landscaping and seating, desire-line footpaths, public viewing areas, and communal gardening spaces.

5. **Water Efficiency:** Minimize water use and reuse storm and wastewater. Strategies should include low flow plumbing fixtures; rainwater harvesting for gardens and building systems and ground water recharging; and drought resistant planting and non-potable water irrigation.

6. **Energy Efficiency:** Minimize all energy uses with a priority on passive building strategies. Small residential buildings should surpass a HERS Index of 40 with a minimum of 45 (based on a current Commonwealth of Massachusetts Stretch Code of 55). All other buildings should surpass modeled performance 30% or more below the current Commonwealth of Massachusetts Stretch Code with a minimum performance of 20% below code (not including on-site renewable energy).

   a. Passive building strategies should include building orientation and massing; high performance building envelopes that are airtight, well insulated, and include high efficiency windows and doors; and natural ventilation and daylighting.

   b. Active building strategies should include Energy Star high efficiency appliances and building heating, cooling, and hot water systems sized to meet, but not exceed, occupant needs; and high efficiency LED

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lighting fixtures and advanced lighting control systems and technologies.

7. **Renewable, Clean Energy Sources and Storage:** Include and maximize the potential for onsite solar PV. Additionally, clean energy (e.g. combined heat and power), electric battery, and thermal energy storage systems should be considered.

8. **Energy Efficiency Incentives:** Fully utilize any available federal, state, and utility energy efficiency and renewable energy programs.

9. **Indoor Environmental Quality:** Provide high quality healthy indoor environments by utilizing strategies that include extended roof overhangs, proper ground surface drainage and non-paper gypsum board in moist areas; passive and active fresh air systems and active ventilation at moisture and combustion sources; building products and construction materials that are be free of VOC's, toxins, hazardous chemicals, pollutants and other contaminants; entryway walk-off mats and smooth floors that reduce the presence of asthma triggers, allergens and respiratory irritants; and easily cleaned and maintained finishes.

10. **Materials Selection:** Include sustainably harvested and responsibly processed materials. Strategies should include products made with recycled and reclaimed materials; materials and products from responsibly harvested and rapidly renewable sources; and locally sourced products and materials (within 500 miles).

11. **Innovation:** Utilize both "off-the-shelf" products and practices as well as innovative strategies and "cutting edge" products to increase the sustainability and performance of the building.

04

DRAFT for Discussion Purposes Only

Submission Requirements

Proposals must include the Submission Requirements set forth in this section. These Submission Requirements must also be submitted in accordance with the instructions set forth in Section 01 of this RFP.

Development Submission

In addition to the required forms listed n the submission checklist, the following information shall be submitted in the written Proposal Summary. Omission of any of the required information may lead to a determination that the proposal is non-responsive. Please provide the following items as listed:

Introduction/Development Team: A letter of interest signed by the principal(s) of the Proponent. This letter should introduce the development team and organization structure, including the developer, attorney, architect, contractor, marketing agent/broker, management company, and any other consultants for the proposed development. For joint ventures, the Proponent shall provide a copy of the Partnership Agreement detailing the authority and participation of all parties. A chief contact person for each specialty must be listed. The proponent shall provide a listing/description of any lawsuits brought against the Proponent or any principals of the Proponents in courts situated within the United States within the past five years should also be included.

Development Plan. A description that demonstrates that the Proponent understands the development plan to be performed. The Proponent must indicate and fully explain their plan for development and how it coincides with BPDA's stated scope for PLAN: Dudley Square and the project requirements. Additionally, the Proponent must provide a credible scheme for accomplishing its stated goals and/or objectives, a proposed time schedule to accomplish the tasks listed in the development timetable, a project scope and an articulation of the goals and objectives unique to the submitted proposal.

Operational Plan. A summary of the plan for the operation of the Proposed Development upon development completion. Include the anticipated annual costs, as well as the planned sources of funding.

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Boston Residents Jobs Policy. Proposals must describe the planned approach to meeting the goals outlined in the Boston Residents Jobs Policy which can be accessed via the following link: *https://www.boston.gov/departments/economic-development/boston-residents-jobs-policy-construction-projects*

Good Jobs Strategy Plan: Proponents must include a narrative explaining how their proposal supports the community's expressed priorities regarding the support of good permanent jobs in all phases of the development and in particular, end user jobs that will be located in the development. This includes engaging in fair hiring practices which will support the participation of the people of Roxbury and the immediate neighborhood. The narrative should include the proponent's commitments towards achieving the seven (7) "good job standards criteria" listed below. Proponents will be required to make their commitments public and these commitments will be evaluated and enforced on a long term basis after construction is complete. While the Boston Residents Jobs Policy is focused primarily on construction hiring, Good Jobs Standards are not only more expansive, but focus more on the people employed at the Property after construction is complete.

If the proponent believes that it is not able to achieve any of the individual standards listed below, this should be clearly indicated in the narrative and an alternative commitment should be suggested.

The seven (7) priority "good job standards" are:

1. At least 51% of the total employee work-hours performed on the Property, and for each employer occupying the Property, shall be by bona fide Boston Residents.

2. At least 51% of the total employee work-hours performed on the Property, and for each employer occupying the Property, shall be by people of color.

3. At least 51% of the total employee work-hours performed on the Property, and for each employer occupying the Property, shall be by women.

DRAFT for Discussion Purposes Only

4. All employees shall be paid a "**good wage",** defined as a salary or hourly wage equal to or greater than the Boston Living Wage, which shall be defined as $16.89 on January 1, 2017 and thereafter increasing annually by the rate of inflation.

5. At least 75% of all employees working on the Property, and at least 75% of all employees of each lessee, sub-lessee, or tenant working on the Property, shall be **full-time employees**. "Full time" shall mean at least 30 hours per week.

6. All employees shall work **"stable shifts,"** which include a predictable schedule that is appropriate for the particular field of work. Such a work schedule allows employees to reasonably schedule other family care, educational, and work obligations. A schedule that does not include "on-call" time and has a set weekly pattern that does not change more than two times per year shall be presumed to be stable.

7. All full-time employees shall be offered benefits, defined as the opportunity to opt into a company sponsored health insurance plan with coverage that meets Massachusetts Minimum Creditable Coverage ("MCC").

The BPDA does not believe these job standards are applicable to small businesses, defined as those with fewer than 15 employees or less than $5 million in annual revenue. Therefore, if all commercial businesses proposed are intended to be small businesses of this size or smaller, the proponent should submit a good jobs narrative to explain why the jobs standards is not applicable. The proposal will then be evaluated as "not applicable" on this criterion.

Diversity and Inclusion Plan. Proponents must include a narrative setting forth a plan (hereinafter, a "Diversity and Inclusion Plan") for establishing and overseeing a minority outreach program aimed at creating increased opportunities for people of color, women, and Commonwealth of Massachusetts-certified Minority and Women-Owned Business Enterprises ("M/WBEs") to participate in the development of the Proposed Property Site. Proposals should reflect the extent to which the proponent plans to include meaningful participation by people of color, women, and M/WBEs in the following professional fields:

Construction;

DRAFT for Discussion Purposes Only

Design;
Development;
Financing;
Operations; and
Ownership.

A Minority Business Enterprise or "MBE" is a firm that is owned, operated, and controlled by one or more individuals who are African American, Hispanic American, Native American, or Asian American who have at least 51% ownership of the firm.

A Woman Business Enterprise or "WBE" is a firm that is owned, operated, and controlled by one or more women who has or have at least 51% ownership of the firm.

Proposals will be considered and rated based on the comprehensiveness of the Proponent's Diversity and Inclusion Plan for creating increased opportunities for people of color, women and M/WBEs to participate in the development of the Proposed Property Site, including specific strategies to achieve maximum participation by people of color, women, and M/WBEs in the fields of construction, design, development, financing, operations, and/or ownership. The Diversity and Inclusion Plan should be realistic and executable.

Developer Qualifications, Experience and References. A narrative supported by relevant data regarding qualifications and past experience with similar projects. Proponents must provide detailed descriptions of previous relevant work completed and the results or outcome of that work. Proponents shall also furnish three (3) current references including: names, addresses, e-mail addresses, phone numbers, and principal contacts in which the Proponent has provided comparable services.

Permits/Licenses. A list of relevant business permits/licenses including expiration dates.

Subcontractors or Partnerships. If applicable, explain the relationship(s) between the Proponent and any third-party developers, subcontractors, or community partners that might influence the Proponent's development plan.

Development without Displacement Plan. Proponents must include a narrative explaining how their proposal supports the community's goal of "development

DRAFT for Discussion Purposes Only

without displacement." Specifically, this narrative should address how the proposed development will assist the current residents of Roxbury to remain in their community in the future, afford housing, and find pathways to economic opportunity. At a minimum this narrative should include the affordable housing production goals of the project and articulate how the proposed rents meet the needs of Roxbury residents, as well as other local residents. This discussion should also identify how proposed sizes of units meet the needs of community members, taking into consideration that community members have suggested that larger unit sizes of two, three and four bedrooms are needed for local families, while smaller unit sizes may be appropriate for seniors.

The development team's track record for supporting projects and policies which promote development without displacement should also be included. If applicable, the development team should include their experience preventing eviction of tenants when acquiring, developing and operating property. Proponents must disclose if the proposed development of the Proposed Property Site will result in the direct eviction of any current tenants living in property owned or acquired by the development team. (Note that while the property being disposed of by the BPDA in this RFP is vacant, proponents including any abutting or nearby properties in their proposals should disclose if any direct evictions are contemplated on these properties).

Community members have expressed enthusiasm for innovative strategies that support community stability such as cooperative ownership, land trust participation, and rent-to-own strategies. The inclusion of these or similar elements and/or other innovative strategies to prevent displacement will increase the advantageousness of the proposal.

Community Benefits Plan. As described in the Development Objectives, proposals must include a narrative of the community benefits supported by the development, including any benefits to the local community that are above those generated by the development itself.

Additional Data. Any other relevant information the Proponent believes is essential to the evaluation of the proposal (i.e., aesthetic designs, environmental sustainability goals, property management plans, ideas for selection of subcontractors, methods of obtaining community engagement, etc.).

DRAFT for Discussion Purposes Only

Development Concept:

1. Describe the proposed property uses and the total square footage of each use, along with a description of how the proposed uses and design will satisfy the Development Objectives and Development Guidelines of this RFP.
2. Describe how the proposed property will benefit the surrounding community.
3. Estimate the number of construction and permanent jobs that will be generated by the proposed property.
4. Provide an outline of all required regulatory approvals and a projected timeline to obtain these approvals. The proponent should note the currently applicable zoning districts, overlays and provisions that govern development of the Proposed Property Site and discuss the type of zoning amendments or variances that are required for the proposed development, or indicate if the proposed development can be constructed "as-of-right" under existing zoning.
5. Describe how the proposal addresses the conservation and preservation restrictions and the obligation to construct and perpetually maintain the required public park.

Design Submission

All drawings must be submitted in both hard copy and digital format (PDF or JPEG, at minimum 300 DPI). The design submission should include, but not be limited to, the following materials:

1. A written and graphic description explaining how the proposed design will meet the Development Objectives & Design Guidelines of this RFP and the PLAN: Dudley Square document (Appendix Y). These descriptions must describe and illustrate all program elements and the organization of these spaces within the building.

2. A neighborhood plan (at appropriate scale, e.g.1"=40') as well as a site plan (1" = 20') showing how the proposed design will fit within the immediate context of existing buildings and within the larger context of the Dudley Square neighborhood. The purpose of the neighborhood plan is to illustrate how the project meets the Urban Design Guidelines set forth in this RFP. Therefore, the proposed building(s), existing building footprints, lot lines, streets, street names

DRAFT for Discussion Purposes Only

and any other relevant contextual information should be included in the neighborhood plan. The purpose of the site plan is to illustrate the building footprint and its placement on the site, the general building organization, open space, landscape elements, driveways, curb cuts, fencing, walkways and streetscape improvements. The neighborhood plan and site plan should coordinate through the inclusion of renderings, perspective drawings and aerial views of the project.

3. Schematic floor plans (1/8" = 1'-0" scale) showing the basement, ground floor, upper floor(s), and roof, including room dimensions, square footage of rooms, overall building dimensions, and the gross square footage of the building.

4. Building Elevations (1/8" = 1'-0" scale) showing all sides of the proposed building, architectural details, building height and notations of proposed materials.

5. Street elevations (at appropriate scale, e.g. 1/8"=1'-0") showing the relationships of the proposed building to the massing, building height and architectural style of adjacent buildings. This street context drawing may combine drawings with photographs in any manner that clearly depicts the relationship of the new building to existing buildings.

6. Perspective drawings drawn at eye-level and aerial views that show the project in the context of the surrounding area;.

7. A description and illustration of the bicycle parking, automobile parking and transportation and circulation plan for the proposed development based on the Urban Design Guidelines set forth in this RFP.

8. A preliminary zoning analysis

9. A written and graphic description of how the proposed project will satisfy the Resilient Development and Green Building Guidelines that includes:

    a. The team's approach to integrated project design and delivery;
    b. Performance targets for energy use and carbon emissions (or Home Energy Rating System (HERS) score);

DRAFT for Discussion Purposes Only

c. Preliminary LEED Checklist;
d. Preliminary Boston Climate Resiliency Checklist reflecting proposed outcomes;
e. Key resilient development; and
f. Green building strategies.

Financial Submission

The Financial Submission should include, but not be limited to the information listed below. The pro forma must be submitted on the template Excel spreadsheet included in Appendix X, with separate sources and uses for each project component (e.g. commercial, housing, parking, etc.) or phase, if applicable, as well as a combined budget for the entire project. The pro forma should be provided in both hard copy and flash drive form in Microsoft Excel. **The Financial Submission must be submitted in a separate, sealed envelope and include a formal price offer on the Price Proposal form attached as Appendix G.**

1. **Development Program:** Tabulate gross and net square footage for each project component (i.e. housing, retail, commercial, office, etc.) and include the number of parking spaces as well as total square footage in each category for the complete project.

2. **Development and Operating Pro Forma:** (all costs should be provided on a total and per gross square foot basis):

   a. Property acquisition costs;

   b. Hard costs (disaggregated into site work, foundations, base building, garage, tenant improvements, FFE, contingencies, etc.);

   c. Soft costs (disaggregated into individual line items such as architectural, engineering, legal, accounting, development fees, other professional fees, insurance, permits, real estate tax during construction, contingencies, etc.);

   d. Any other project-related costs that are not included within the above categories, including any linkage fees, costs of providing community benefits, etc.;

   e. Total development cost;

DRAFT for Discussion Purposes Only

f. Sources of construction and permanent financing, including all assumptions regarding terms (fees, interest rates, amortization, participation, etc.) and required financial returns (return on cost, internal rate of return, etc.); and

g. Sources and anticipated amount requested of any public funding/subsidies that may be required to create a financially feasible project.

3. **Ten-year operating pro forma** (income and expenses should be provided on a total, and per net square foot basis) that includes:

a. Schedule of all rents;

b. Anticipated operating expenses and real estate taxes with a division of owner and tenant expenses clearly identified;

c. All other revenue, expenses and vacancy assumptions that are required to calculate net operating income;and

d. Calculation of net operating income, debt service, before tax cash flow, and debt coverage ratios.

4. **Condominium sales pro forma** (if applicable), that includes but is not limited to:

a. A schedule of unit types showing the average net square feet (NSF), number of bedrooms, condominium fees, price per unit and price per NSF for each unit type. Comparable data should also be provided for commercial and parking spaces that will be sold;

b. Gross sales revenue;

c. Sales costs, including brokerage, legal, and other conveyance costs;

d. Net sales revenue;

e. Assumptions regarding pre-sales and projected sell-out period; and

f. Preliminary market study, using empirical market data, that demonstrates the feasibility of the proposed sale and/or lease rates of the project.

DRAFT for Discussion Purposes Only

5. **Financing**

    a. Developer Equity: The Proponent must demonstrate the availability of financial resources to fund working capital and equity requirements for the proposed project. Acceptable documentation includes current bank statements, brokerage statements, and/or audited financial statements; and

    b. Financing Commitments: Letters of interest and/or commitment from debt and equity sources for construction and permanent financing. Letters should include a term sheet that provides the Loan-To-Value ("LTV") and Debt Service Coverage ("DSC") requirements, fees, term, amortization, etc.

Submission Checklist

1. Submission Fee of $100.00
2. Development Submission
3. Design Submission
4. Financial Submission
5. Developer's Statement for Public Disclosure and Developer's Statement of Qualifications and Financial Responsibility (Appendix C)
6. Disclosure Statement Concerning Beneficial Interest (Appendix D)
7. BPDA and City of Boston Disclosure Statement (Appendix E)
8. Certificate of Tax, Employment Security, and Contract Compliance (Appendix F)
9. Price Proposal Form (Appendix G)

(Items 5-8 on the Submission Checklist are referred to as the “Disclosures”)

DRAFT for Discussion Purposes Only

05

Evaluation of Proposals

Description of Evaluation Process

Proposals must meet the Minimum Eligibility Criteria as described below. Only proposals that satisfy the Minimum Eligibility Criteria will be comparatively evaluated based on the Comparative Evaluation Criteria below. A ranking of Highly Advantageous, Advantageous or Not Advantageous will be decided for each criterion. The selection committee shall then assign a composite ranking for each proposal it evaluates based upon the Comparative Evaluation Criteria as described below.

To facilitate final evaluation of the Comparative Evaluation Criteria, proponents that meet threshold criteria will be required to present their plans of development to the community and respond to questions and comments from the Roxbury Strategic Master Plan Oversight Committee. The selection committee will then factor community input received at this presentation into the final overall rating.

Rule for Award

The most advantageous proposal from a responsive and responsible proponent, taking into consideration price and all comparative evaluation criteria set forth in this RFP, shall be recommended to the BPDA Board for tentative designation.

Minimum Threshold Requirements

All proposals must meet the following minimum threshold criteria:

1. Only proposals that are received by the date, time, and at the location indicated in Section 1 of this RFP will be accepted.
2. Proposals must include all documentation specified under Submission Requirements.
3. The proponent shall have the necessary finances in place to pursue this project.
4. The proponent must demonstrate that it has adequate insurance..

Comparative Evaluation Criteria

The BPDA will use the following Comparative Evaluation Criteria to compare the merits of all qualifying proposals. For each evaluation criterion set forth below, the BPDA's selection committee, in collaboration with DND, will assign a rating of Highly Advantageous, Advantageous or Not Advantageous. The

DRAFT for Discussion Purposes Only

selection committee will then assign a composite rating of Highly Advantageous, Advantageous or Not Advantageous for each proposal it evaluates.

To facilitate evaluation of these criteria, the BPDA will take into account community input received as a result of developers' presentations with opportunity for public comment that will be scheduled by the BPDA as supported by the RSMPOC.

1. Development Concept

This Criterion is an evaluation of the Proponent's development plan relative to the Development Objectives set out in Section 03. Proposals that better fulfill the Development Objectives and affordability requirements relative to other proposals will be considered to be more advantageous. Proposals that do not meet all of the objectives specified in the Development Objectives will be considered less advantageous. ***To facilitate its evaluation of this criterion, the selection committee will seek community input in the form of a developer's presentation with opportunity for public comment.***

Detailed, realistic proposals for development of the Property that are fully consistent with and which successfully address all of the Development Objectives and Development Guidelines, including delivering affordable housing options that are more deeply affordable than that of other proposals submitted, will be ranked as **Highly Advantageous.**

Realistic proposals for development of the Property that are consistent with the Development Objectives and Development Guidelines but do not completely or satisfactorily address all issues identified in them, and deliver affordable housing options that are comparable in affordability to those of other proposals submitted, will be ranked as **Advantageous.**

Proposals for development of the Property that are not consistent with the Development Objectives or Development Guidelines, and deliver affordable housing options that are less deeply affordable that other proposals submitted, will be ranked as **Not Advantageous.**

DRAFT for Discussion Purposes Only

2. Urban Design

This Criterion is an evaluation of the proponent's development plan relative to the Urban Design Guidelines set out in Section 03. Proposals that better fulfill the Urban Design Guidelines relative to other proposals will be considered to be more advantageous. Proposals that do not meet the objectives specified in the Urban Design Guidelines will be considered less advantageous. ***To facilitate its evaluation of this criterion, the selection committee will seek community input in the form of a developer's presentation with opportunity for public comment.***

Proposals that are highly compatible with the Urban Design section of this RFP and fully address each subsection, provide more detail and meet more of the identified objectives than other proposals will be ranked as **Highly Advantageous**.

Proposals that are mostly compatible with the Urban Design section of this RFP and address each subsection), provide less detail and meet fewer of the identified objectives than other proposals will be ranked as **Advantageous**.

Proposals that are not compatible with the Urban Design section of this RFP and fully address each subsection provide little detail and meet fewer or none of the identified objectives than other proposals will be ranked as **Not Advantageous**.

3. Sustainable Development

This criterion is an evaluation of the extent to which the proponent addresses the Resilient Development and Green Building Design Guidelines s specified in section 03). Proposals that better fulfill these objectives relative to other proposals will be considered to be more advantageous. Proposals that do not fully address the Resilient Development and Green Building Design Guidelines will be considered less advantageous. ***To facilitate its evaluation of this Criterion, the selection committee will seek community input in the form of a developer's presentation with opportunity for public comment.*** Proposals that provide a detailed plan that addresses all subsections, exceeds LEED Silver certifiability, and exceeds the other requirements outlined in the Resilient Development and Green Building Design Guidelines, will be ranked as **Highly Advantageous.**

DRAFT for Discussion Purposes Only

Proposals that address most subsections, provide a feasible plan for LEED Silver certifiability, and meet Resilient Development and Green Building Design Guidelines will be ranked as **Advantageous.**

Proposals that address few subsections, do not provide a plan for LEED Silver certifiability, and do not meet minimum Resilient Development and Green Building Design Guidelines will be ranked as **Not Advantageous.**

4. Development Team Experience

This Criterion is an evaluation of the Proponent's experience and capacity to undertake the proposed project. This will be evaluated based on the proponent's experience relative to that of other proponents. Newly formed development teams and or Joint venture partnerships will be evaluated based on their combined development experience. Development teams with the greatest experience, especially experience in the city of Boston, will be considered to be more advantageous than development teams with less experience.

Proposals that provide the greatest detail in the required information regarding the development team's experience and capacity and demonstrate that the development team has successfully completed one or more similar projects to the one proposed that are located in the city of Boston in the last five years, will be ranked as **Highly Advantageous.**

Proposals that provide adequate detail in the requested information regarding the development team's experience and capacity and illustrate that, although the development team has not successfully completed any similar projects in the city of Boston, it has successfully completed one or more similar projects elsewhere, or can demonstrate transferable experience from another type of project, will be ranked as **Advantageous.**

Proposals that provide less detail in the requested information regarding the development team's experience and capacity and do not demonstrate that the development team has successfully completed a similar project to the one proposed, will be ranked as **Not Advantageous.**

DRAFT for Discussion Purposes Only

5. Financial Capacity

This Criterion evaluates the relative strength of the proponent's financing plan relative to other proposals. Proposals that provide evidence of confirmed financing offers to generate sufficient capital to fund most or all of their development budget will be considered to be more advantageous. Proposals that do not provide evidence of confirmed financing sources or only partially confirmed financing will be considered less advantageous.

Proposals that provide a complete financial submission, along with financial commitments and/or letters of interest from lenders, funders and/or equity investors; documentation of liquid equity and/or evidence of fundraising or financing to fully satisfy the development budget as presented; and demonstrate experience in previously successfully financing a similar development will be ranked as **Highly Advantageous**.

Proposals that provide a mostly complete financial submission, along with financial commitments and/or letters of interest from lenders, funders and/or equity investors, documentation of liquid equity and/or evidence of financing to fully satisfy the development budget as presented; but do not specifically demonstrate previous experience in successfully financing a similar development will be ranked as **Advantageous.**

Proposals that do not provide a complete financial submission nor evidence of, or documentation for any financing, funding sources or equity to satisfy the development budget, or the documentation or evidence of financing is insufficient or outdated, will be ranked as **Not Advantageous.**

6. Net Offer Price[1]

This criterion evaluates the financial impact to the BPDA of the proponent's net offer price, which will be calculated by summing the offer price with any included request or identified need for funding relative to offers of other proponents. Proposals with a net offer price above that of other proposals will be considered to be more advantageous, provided it remains consistent with the development objectives and community preferences outlined in this

[1] The primary objective for the sale of publicly-owned properties is to positively impact the community by placing properties back into productive, community-supported use while recovering maintenance expenses. The BPDA's mandate is to set the asking price at the current appraised value for the property. If a Proponent is unable to meet the stated objectives and minimum requirements at that price, the BPDA may entertain offers for less than the current appraised value for the property.

DRAFT for Discussion Purposes Only

RFP. Proposals with a net offer price below that of other proposals will be considered to be less advantageous.

Proposals that do not include sources of public funding and include an offer price that meets or exceeds the appraised value of the Property will be ranked as **Highly Advantageous.**

Proposals that include an offer price that is less than the appraised value of the Property, but is not utilizing sources of public funding will be ranked as **Advantageous.**

Proposals that offer less than the appraised value of the Property and do not justify the basis for the reduction will be ranked as **Not Advantageous.**

7. Development and Operating Cost Feasibility

This Criterion evaluates the relative strength and completeness of the proponent's development budget relative to other proposals. Proposals that most completely specify all anticipated costs and contingencies and are consistent with current industry standards will be ranked as more advantageous. Proposals that contain incomplete development budgets or costs that are inconsistent with industry standards, will be ranked as less advantageous.

Proposals with development and operating pro formas that include cost estimates that are appropriate for the proposed project and its ongoing operations, and are supported by documents such as estimates from recognized professionals or price quotes from licensed builders or contractors, will be ranked as **Highly Advantageous.**

Proposals with development and operating pro formas that include cost estimates that are appropriate for the proposed project and its ongoing operations, but do not provide supporting documentation for the most significant costs will be ranked as **Advantageous.**

Proposals that do not submit development and operating pro formas or include development and operating pro formas that lack in detail, or are not realistic or appropriate for the project and its ongoing operations, will be ranked as **Not Advantageous.**

DRAFT for Discussion Purposes Only

8. Diversity and Inclusion Plan

This is an evaluation of the relative strength of the proposal for achieving diversity and inclusion in the proposed project. Proposals will be considered and rated based on the comprehensiveness of the proponent's planned approach to achieving participation, including specific strategies to achieve maximum participation of MWBEs in non-traditional functions as defined in the Diversity and Inclusion Plan in the Minimum Submission Requirements. The planned approach should be realistic and executable. ***To facilitate its evaluation of this criterion, BPDA will seek community input in the form of a developer's presentation with opportunity for public comment.***

Proposals that provide a detailed and documented Diversity and Inclusion Plan that is superior to that of other proposals and is able to clearly demonstrate how it will attain its objectives, will be ranked **Highly Advantageous.**

Proposals that provide a reasonable and justifiable Diversity and Inclusion Plan for a project of the type proposed that is similar or equal to all other submitted proposals will be ranked **Advantageous.**

Proposals that do not provide a credible or detailed Diversity and Inclusion Plan for a project of the type proposed, and/or propose a Diversity and Inclusion Plan that is substantively inferior to all other submitted proposals will be ranked **Not Advantageous.**

9. Development Timetable

This Criterion evaluates the relative strength of the proponent's development timetable relative to that of other proponents. Proposals that are able to start construction in a timely manner and have a realistic construction schedule will be considered to be more advantageous. Proposals that are unable to commence in a timely manner, or have unrealistic construction schedules will be considered to be less advantageous proposals.

Proposals that provide a detailed development timetable that is feasible, demonstrates an understanding of the development process, and provides clear indication that the project will be completed within a time frame that is efficient and reasonable for a project of its type, will be ranked as **Highly Advantageous.**

DRAFT for Discussion Purposes Only

Proposals that provide a feasible development timetable, demonstrate a general understanding of the development process, but either lack detail and/or indicate that the project will be completed in a longer time period than other similar projects will be ranked as **Advantageous.**

Proposals that fail to provide a development timetable or propose a development timetable that is not timely or practical and/or demonstrates a lack of understanding of the development process will be ranked as **Not Advantageous.**

10. Good Jobs Standards for Full Time Employees

This criterion evaluates the relative strength of the proponent's employment strategy narrative to respond to the seven point "Good Jobs" standard as articulated in the Submission Requirements section of this RFP. Narratives that are more comprehensive, complete and are able to document a credible implementation plan, will be ranked more highly advantageously. ***To facilitate its evaluation of this Criterion, BPDA will seek community input in the form of a developer's presentation with opportunity for public comment.***

Proposals that provide a comprehensive, complete and documented Good Jobs Plan narrative that is superior to that of other proposals and is able to clearly demonstrate how it will attain its objectives, will be ranked **Highly Advantageous.**

Proposals that provide a comprehensive, complete and documented Good Jobs Plan that is similar or equal to all other submitted proposals will be ranked **Advantageous.**

Proposals that do not provide a comprehensive, complete and documented Good Jobs Plan that is inferior to other submitted proposals will be ranked **Not Advantageous.**

11. Development Without Displacement & Affordable Housing

DRAFT for Discussion Purposes Only

This is an evaluation of the relative strength of the proposal for achieving affordability and development without displacement as articulated by the community. Proposals will be considered and rated based on the percentage of and depth of affordability achieved combined with the comprehensiveness of the proponent's planned approach to assisting the current residents of Roxbury to remain in their community in the future, experience stability in their housing situations , afford housing, and find pathways to economic opportunity. ***To facilitate its evaluation of this criterion, the BPDA will seek community input in the form of a developer's presentation with opportunity for public comment.***

Proposals that provide a higher percentage of affordable housing at levels of afforadability that exceed that of other proposals submitted; and include a comprehensive, highly reasonable, and achievable "Development without Displacement" strategy for a project of the type proposed that is clearly superior to those included in all other proposals will be ranked as **Highly Advantageous.**

Proposals that provide an amount of affordable housing that is equal to most other proposals, at levels of affordability that equal that of most other proposals submitted; include a reasonable and justifiable "Development without Displacement" strategy for a project of the type proposed that is similar or equal to other submitted proposals will be ranked as **Advantageous.**

Proposals that provide a lower percentage of affordable housing at levels of affordability that is less than that of most other proposals submitted; do not provide a credible or detailed "Development without Displacement" strategy for a project of the type proposed; and/or propose a "Development without Displacement" strategy that is substantively inferior to other submitted proposals will be ranked as **Not Advantageous.**

12. Additional Community Benefits

This Criterion evaluates the proponent's relative ability to provide benefits to the local community that are above those generated by the development itself. Proposals that offer benefits that the community most desires will be considered to be more advantageous. Proposals that offer less or no community benefits will be considered to be less advantageous. ***To facilitate***

DRAFT for Discussion Purposes Only

its evaluation of this Criterion, the BPDA will seek community input in the form of a developer's presentation with opportunity for public comment.

Proposals that describe and quantify specific benefits that will be provided to the community, aside from the development of the property, that are clearly superior to those provided by other proponents will be ranked as **Highly Advantageous.**

Proposals that describe and quantify specific benefits that will be provided to the community, aside from the development of the property, that are equal to those provided by other proponents will be ranked as **Advantageous.**

Proposals that do not sufficiently describe and / or quantify specific benefits to the community, aside from the development of the property, and/or provide benefits that are inferior to those provided by other proponents will be ranked as **Not Advantageous.**

06

Contract Terms and Conditions

Disposition Price

The full and fair market value of the Property, as determined through two valuations done by a professional appraiser(s) licensed by the Commonwealth of Massachusetts, was determined to be $XX.XX per square foot of proposed market rate use and $YY.YY per square foot for below market rate. For the purpose of preparing a development and operating pro forma, proponents should use these amounts.

While the BPDA expects a disposition price offer of at least $XX.XX per square gross foot of floor area for proposed market rate use(s) and $YY.YY per square gross foot of floor area for proposed below market rate use(s), a lower price proposal will not be automatically rejected. A proponent offering

DRAFT for Discussion Purposes Only

less than $XX.XX per square gross foot of floor area for market rate use(s) and less than $YY.YY per square gross foot of floor area for proposed below market rate use(s), shall provide with their price proposal a compelling and quantifiable narrative as to the merits and strengths of their proposal while also setting forth the reasons as to why the proposal cannot meet the $XX.XX (market) / $YY.YY (below market) per square foot of floor area price threshold.

Proponent Designation and Conveyance

After the evaluation process is complete, BPDA staff will recommend that the BPDA Board approve tentative designation to the proponent submitting the most advantageous proposal. The designated proponent must meet the terms and conditions for final designation within 270 days or the tentative designation will be rescinded without prejudice and without further action by the BPDA Board.

Final designation will be granted upon satisfactorily completing all required terms and conditions. The proposal will be subject to subsequent stages of BPDA development and design review, including Article 80 if required. The Director of the BPDA will then be authorized for and on behalf of the BPDA to execute and deliver a Land Disposition Agreement ("LDA"), a sample of which is shown in Appendix H. The LDA restricts the use of the Property to those specifically approved by the BPDA. The final designation will be automatically rescinded without prejudice and without any further authorization or approvals by the BPDA's Board, if the Property has not been conveyed by a designated time frame established by the BPDA Board.

Additional Terms and Conditions

Boston Resident Jobs Policy. Construction on this project must comply with the Boston Residents Jobs Policy. Compliance review includes an assessment of whether the project is meeting the following employment standards:

- At least 51 percent of the total work hours of journey people and fifty-one percent of the total work hours of apprentices in each trade must go to Boston residents;
- at least 40 percent of the total work hours of journey people and forty percent of the total work hours of apprentices in each trade must go to people of color, and

DRAFT for Discussion Purposes Only

- at least 12 percent of the total work hours of journey people and twelve percent of the total work hours of apprentices in each trade must go to women.

For more information on how to achieve compliance with the Boston Residents Jobs Policy, please see City of Boston Code, Ordinances, Section 8-9, and Exhibit H." (link?)

Development Costs. The preparation and submission of all proposals by any person, group or organization is at the sole expense of such person, group or organization. Proponents shall be responsible for any and all costs incurred in connection with the planning and development of the Property. The BPDA and the City of Boston shall not be liable for any such costs nor shall the BPDA or the City of Boston be required to reimburse the applicants for such costs.

Site improvements. All site improvements, including sidewalks, street lights and street trees, shall be paid for by the selected proponent, and the estimated costs for such improvements must be documented in the development pro forma. The selected proponent will pay for the cost of any utility relocation not paid by a utility company. The selected proponent will assume any and all liability for any environmental clean-up pursuant to Chapter 21E of the Massachusetts General Laws. The selected proponent may be responsible for having the Property surveyed, with plans that are suitable for recording, at the expense of the proponent.

Policies and Regulations. Development of the Property shall comply with the City of Boston's zoning and building regulations, procedures and any other applicable City and/or State code(s). The project will be assessed and taxed by the City of Boston pursuant to M.G.L. Chapter 59.

Signage During Construction. During construction at the Property, the selected proponent shall provide and display, at their expense, appropriate signage as required by the BPDA. Such signage must be approved by the BPDA prior to installation. The selected proponent should also provide signage that describes the project, including the number of affordable units, if applicable.

In addition, the selected proponent agrees to use a construction wrap for the Property approved by BPDA design staff in its reasonable discretion. The

DRAFT for Discussion Purposes Only

selected proponent shall be responsible for any and all costs associated with designing, printing and installing the construction wrap.

Compliance with City of Boston Eviction Prevention Efforts. Data collected from Boston Housing Court in 2015 indicates that at least 67% of evicted tenants were evicted from subsidized units. Because tenants that are evicted are often unable to secure alternate housing and also may be disqualified from future affordable housing opportunities, the City of Boston and BPDA are implementing eviction prevention strategies. Selected proponents developing affordable housing financed with public resources will be required to submit data on the number of evictions and terminated tenancies that exist in their portfolio of property during the previous twelve month period. They may also be asked to submit an eviction prevention plan. If the information received from selected proponents receiving City of Boston funding indicates a significant presence of evictions or terminated tenancies, the award of these funds may be suspended.

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