

**RESIDENTIAL DEVELOPMENT:
REQUEST FOR PROPOSALS**

PROPOSAL INFORMATION

Purpose:

This Request for Proposal (RFP) is for development of properties controlled by the Allegheny City Central Association (ACCA)¹. These properties include both vacant structures and vacant lots. Interested parties may respond with proposals for individual or multiple properties. The property groupings reflected in the Appendix represent the preference of ACCA to convey contiguous development sites, as opposed to individual parcels. Proposals should be consistent with the ACCA's Community Plan a portion of which is included as an Appendix and additional information is available at www.cnn-c-pgh.org.

Who May Respond:

Any individual or company with credible development experience may respond. Respondents will be required to demonstrate that they have the financial capacity to implement their proposal.

Issuing Agency:

Founded in 1970, and formerly known as the Central Northside Neighborhood Council, ACCA is a community development corporation serving the Allegheny City Central neighborhood. During its tenure, ACCA has guided the development of nearly 200 housing units and overseen other projects designed to improve the quality of life in the neighborhood. The organization's largest current residential real estate project, Federal Hill, has sold extremely well and is in its last Phase.

Response Due Dates:

Proposals will be accepted by ACCA between September 4, 2013 and September 30, 2013. Five (5) hardcopies and one (1) electronic copy must be sent to P.O. Box 6255, Pittsburgh PA 15212 and to development@cnn-c-pgh.org. ACCA may decide to extend the submission deadline, or to accept submissions on a rolling basis.

Developer Selection:

Developer selection will be based on the evaluation of the proposal and interview. ACCA may select one or more developers, or it may decide not to select any developers at this time. ACCA's Development Committee and Board of Directors will be involved in the selection process. The selected developer or developers may also need to gain approval from the City of Pittsburgh and / or the Urban Redevelopment Authority which both play a role in the disposition of property from the Property Reserve system.

Inquiries:

Inquiries concerning this RFP should be directed to David Shlapak, Development Chair or Tom Hardy, Development Consultant at (412) 465-0831 or via email at development@cnn-c-pgh.org

¹ ACCA holds title to some of the properties and controls others through the City's Property Reserve program.

PROPOSAL FORMAT

1. **Cover Letter:** State your understanding of the goals for the project, your approach to meeting those goals, and a summary of your proposed program including identification of the parcels that you are interested in.
2. **Development Proposal:** Prepare a brief narrative description of the key elements of your proposal. The proposal should include, at minimum, the following elements:
 - A. Conceptual site plan and elevation drawing.
 - B. Program Description including number of units, tenure, number of bedrooms, square footage, and pricing levels.
 - C. Project Budget including both the proposed Uses and Sources of funds. The budget should indicate a proposed purchase price for ACCA controlled properties.
 - D. Project timeline including key dates such as necessary entitlements, financial closings, and construction benchmarks.
 - E. Proposed land transaction structure including offer price.
3. **Evidence of Financial Capacity:** Include evidence of financial capacity for the project team. This may include one or more of the following:
 - A. Balance sheet or Personal Financial Statement for the company or principals.
 - B. Copy of 2012 Tax Return.
 - C. Copy of a bank or brokerage statement for company or principals.
 - D. Commitment letter or line of credit from a lender.
4. **Project Organization and Staffing:** Summarize the qualifications of key personnel assigned to this project. Include recent experience that is directly applicable to this project, a project organizational chart and resumes of the personnel assigned to the project. Also include information about any project partners that will have more than 20% interest in the development. Please identify the entire development team, including general contractor and architect.
5. **Related Experience:** Discuss your experience in developing housing related to this RFP.

PROJECT SCOPE

Introduction & Location

Allegheny City Central and neighborhood is directly across the Allegheny River from downtown Pittsburgh. Included within these boundaries is one of the largest and most successful historic districts in the region—the Mexican War Streets. In addition, Allegheny City Central has significant frontage along one of Pittsburgh’s most spectacular urban parks—Allegheny Commons. The neighborhood is home to a number of regional institutions and attractions including: The Children’s Museum of Pittsburgh, Allegheny General Hospital, the National Aviary, and the new Allegheny Branch of the Carnegie Library. The neighborhood has a population of approximately 3200 residents and spans an area of .5 square miles. More information can be obtained at www.cnncc-pgh.org. The neighborhood has recently undergone a neighborhood planning process. We encourage prospective developers to review this information which may be obtained through our website.



Aerial shot of Allegheny City Central and surroundings

Existing Conditions

Within Allegheny City Central market conditions often vary significantly from block to block. For example, in the Mexican War Streets, the area of Allegheny City Central that is closest to the park, homes consistently sell in the \$250,000 and \$400,000 range. In other portions of the neighborhood, particularly the area north of Jacksonia Street, sale prices tend to be lower and vacancy rates tend to be higher. ACCA's most recent housing development, Federal Hill provides evidence that a quality product will be well received by the market. These homes, which occupy a formerly blighted stretch of Federal Street, have sold quickly at pricing between \$250,000 and \$350,000. 35 homes have been completed to date. The current phase of this development, consisting of seven homes, is currently under construction and six of them are under sales agreement.

A summary of some existing housing and demographic indicators appears below:

City of Pittsburgh		Allegheny City Central
305,704	2010 Population	2,923
-8.3%	Pop. Change 2000 - 2010	-8.7%
156,165	Housing Units	1971
12.8%	% Housing Units Vacant	19.5%
52.1%	% Owner Occupied	43.8%
47.9%	% Renter Occupied	56.2%
83,100	Median Value	\$124,300
	2008-9 BLDG CONDITIONS SURVEY	
6.8%	% Good / Excellent Buildings	42.9%
89.7%	% Average Buildings	45.6%
3.5%	% Poor / Derelict Buildings	11.5%

Source: City of Pittsburgh, SNAP, v. 2.0

Property Information

Most of the properties included in this RFP are in the northern section of the neighborhood. A list of parcels and map is included as an Appendix to this proposal. Please note that some of the parcels listed do not yet have clear title and the responding applicant may need to arrange for satisfaction of certain remaining judgments.

ACCA controls these properties via the City's Property Reserve process which acquires tax delinquent properties on behalf of CDC's via Treasurer's Sales. ACCA targeted this area based on its high degree of vacancy with the intention of assembling a critical mass of properties for redevelopment.

The properties will be conveyed without any entitlements or warranty on the suitability of the property for redevelopment. No property survey or assessment of any structural or environmental conditions has been completed for these properties. It will be the responsibility of the selected developer(s) to undertake any necessary due diligence activities.

Goals and Objectives

The ACCA hopes to build on the market momentum in the neighborhood and spur development in the most disinvested portions of the neighborhood. Given the increasing interest in the neighborhood from private developers, the ACCA made a decision to seek a development partner or partners through an RFP process. Qualified individuals or developers with the financial capacity to move projects forward and an interest in the Allegheny City Central neighborhood should apply.

ACCA expects that the responses to this RFP will be consistent with related goals in its community plan including:

- Increase the rate of homeownership
- Reinforce social and economic diversity
- Build on strengths of what is existing in the neighborhood and allow for new housing types. Respect history, but allow for something new and innovative.

Funding and Financial Resources

ACCA is expecting that proposed projects will be privately financed and not require subsidy. Responding developers are encouraged to demonstrate their ability to raise the necessary equity and debt financing.

Deal Structure

ACCA has not set absolute parameters about the structure of the transaction and its involvement or ownership in these projects. ACCA will require developers to execute their plans within the prescribed timelines or risk losing the property. In certain circumstances, ACCA would consider a partnership role as it has with S&A Homes to develop the Federal Hill project. ACCA is willing to assist in the entitlement process and to act as a community liaison.

ACCA reserves the right to reject any and all proposals received in response to this RFP.

Appendix

Property Listing

Category A – Alpine Infill

Parcel ID	St. #	Street Name	Type	Status	C.Title	Notes
23 F 289		209 ALPINE	VL	PR	yes	shallow lot, currently no off-st pkg
23 F 288		211 ALPINE	VL	PR	yes	shallow lot, currently no off-st pkg
23 F 287		213 ALPINE	VL	PR	yes	shallow lot, currently no off-st pkg
23 F 285		217 ALPINE	VL	PR	yes	L-shaped lot, currently no off-st. pkg

Category B – Alpine / Carrington Infill

23 F 228		212 ALPINE	VL	PR	no	combine w/ 23-F-227 to create full lot
23 F 229 A		214 ALPINE	VL	PR	no	combine w/ 23-F-229 to create full lot
23 F 230		216 ALPINE	VL	PR	yes	combine w/ 23-F-229-1 to create a full lot
23 F 227		211 CARRINGTON	VL	URA	yes	URA prop, combine w/ 23-F-228 to create a full lot
23 F 229		213 CARRINGTON	VL	PR	yes	combine w/ 23-F-229-A to create a full lot
23 F 229 1		215 CARRINGTON	VL	PR	no	combine w/ 23-F-230 to create a full lot
23 F 282		223 ALPINE	VL	PR	yes	
23 F 280		227 ALPINE	VL			
23 F 279		229 ALPINE	VL	PR	yes	package w/ 23-F-280
23 F 275		237 ALPINE	VL	PR	yes	
23 F 244		237 CARRINGTON	VL	PR	yes	package w/ 23-F-245 to create a full lot
23 F 245		238 ALPINE	VL	PR	yes	package w/ 23-F-244 to create a full lot
23 F 246		240 ALPINE	VL	PR	yes	full lot w/ access to two streets
23 F 247 A		242 ALPINE	VL	PR	no	package w/ 23-F-249 to create larger lot
23 F 249		244 ALPINE	VL	PR	yes	package w/ 23-F-247-A to create a larger lot
23 F 271		245 ALPINE	VL	PR	yes	package w/ adjacent props at 23-F-270, 269
23 F 270		249 ALPINE	VL	PR	yes	package w/ adjacent props at 23-F-269, 270
23 F 269		251 ALPINE	VL	PR	yes	package w/ adjacent props at 23-F-270, 271
23 F 267		255 ALPINE	VL	PR	yes	

Category C – One Off Opportunities

23 F 352		107 ALPINE	VL	PR	yes	large corner lot
23 F 328		1511 ARCH	vB	PR	yes	October Development owns adjacent lot
23 G 305		1532 FEDERAL	vB	PR	yes	
23 G 302		1534 FEDERAL	vB	PR	yes	
23 F 224		1527 ARCH	vB	ACCA	yes	ACCA just closed on this property, currently condemner
23 F 226		209 CARRINGTON	VL	PR	yes	adjacent lot for 1527 Arch, or sell to 1529 arch

Notes:

VL = Vacant Land

vB = Vacant Building

PR = Property Reserve

URA property will require a separate approval and disposition process

Properties without clear title will likely require negotiations w/ GLS Capital which holds a lien position

Property Map

