



Avondale Development Corporation | Request for Proposals (RFP)

Development of Gabriel's Place



Issue Date: Thursday, June 29, 2023

Due Date: Monday, September 1, 2023, at 4:00 PM ET

All proposals must be submitted electronically via email to Derek McCain at dmccain@growavondale.org

For more information regarding this RFP please contact Derek McCain at dmccain@growavondale.org

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Section 1 – Introduction and Overview

The Avondale Development Corporation (“ADC”) is issuing this Request for Proposals (“RFP”) pursuant to the provisions of ADC’s Policies and Procedures Guidelines for the development of the subject property (the “Site”) located at 3618 Reading Road (Hamilton County Auditor’s Parcel 108-0004-0022), 830 Glenwood (Hamilton County Auditor’s Parcel 108-0004-0024), and Glenwood Avenue (Hamilton County Auditor’s Parcel 108-0004-0019) (collectively the “Site”) in the Cincinnati neighborhood of Avondale.

The purpose of this RFP is to solicit a qualified co-developer (“Offerors”) for the subject Site and select a proposal from a qualified Offeror. Selection of a preferred Offeror and subsequent award of the contract will result after the completion of this RFP process. ADC may award a contract to the successful Offeror considering the total requirements for this procurement and what is “Most Advantageous to Avondale” in accordance with ADC’s Policies and Procedures Guidelines and direction of ADC’s Board of Directors. ADC reserves the right to make no award pursuant to this RFP.

ADC reserves the right to ask for additional information and clarification from or about any of the Offerors. ADC reserves the right to perform investigations as deemed necessary to assure that competent teams will be and are utilized in the performance of the Agreement and to verify the accuracy of the contents of the RFP.

Section 2 – Background and Site Information

The Site serves as a prominent anchor of the Reading Road Corridor and a gateway to the Avondale neighborhood. ADC and the Avondale community have worked diligently to pre-emptively collect the community’s vision and feedback for the Site.

Successful Offerors, in partnership with ADC, should be able to commence work by January 2024 and complete the proposed project no later than January 2026; however, these timelines are negotiable. Specifications, budget, and timeline for design, construction, and lease-up are due to ADC no later than Monday, September 1, 2023.

Historic Site Information: The Site has two (2) vacant structures in place: (i) a 4,709 sq ft single-story church structure featuring a basement constructed in 1864, and (ii) a two-story 2,985 sq ft annex building (former Parish Hall building) also featuring a basement, constructed in 1869, with nearby paved parking.

Location: As shown in [Exhibit A: Location and Photograph](#), the Site sits on approximately 1.879-acre tract of land located at 3618 Reading Road in Cincinnati, Ohio 45229. The Site is located at the intersection of Reading Road and Glenwood Avenue in the Avondale neighborhood of Cincinnati.

The Site is located within walking distance of the Avondale Neighborhood Business District/Activity Center, amongst other amenities. The Site is situated west of I-71 and east of I-75 freeways.

Existing Land Use and Acreage: See existing land use and acreage below.

Property Address	Parcel	Existing Land Use	Acreage
3618 Reading Rd	108-0004-0022	Public Worship	1.413
830 Glenwood Ave	108-0004-0024	Public Worship	0.143
Glenwood Ave	108-0004-0019	Public Worship	0.323
Total Acreage			1.879

Frontage, Size, and Shape: The Church building was built in a Gothic Revival style, is approximately 36' x 65' in size, and is one and one-half stories high. The symmetrical front facade is composed of rock-faced ashlar limestone with sandstone coping, plinth course, engaged columns, and buttress caps. A large gothic pointed stained glass window is surrounded by a single rock-faced ashlar stone course with sandstone trim. A sandstone date plate, "A.D. 1869" is found below the window. The south facade is asymmetrical, five bays wide, and is composed of random rock-faced ashlar limestone with a sandstone plinth course. A sandstone-raised entrance leads to the narthex whose exterior elements are composed of a half-timber detail with vertical beam and ashlar stone below a large hip roof and large double red doors. The window heads are gothic and pointed with a keystone. A large rock-facing ashlar bell tower with an open belfry has been rebuilt and is located at the rear of the main building at the south facade.

The Annex building also built in the Gothic Revival style, is 29' x 53' and rectangular in plan and is also one and one-half stories high. It is distinguished by its limestone rock-faced ashlar stone wall construction and sandstone trim at the coping buttress and plinth course. The west gable end exhibits a decorative half-timber motif above a large five-paned window with a segmental arch and decorative beaded sandstone sill. An asymmetrical, five-bay south facade composed of buttresses features a raised entrance with a red painted door, triangular pointed decorative windows with keystone trim, and sandstone sills. The north facade is the same except the fenestration is comprised of windows. The steep imbricated slate roof is pierced by small triangular dormers with windows. A small one-story frame addition composed of clapboard siding and a simple door and window can be found to the rear on the east facade. The interior of the building contains a staircase, with a landing leading to the second floor. This floor has been altered to accommodate the religious needs of a previous church. The first floor contains a large open area with plaster and wainscoting wall treatment and a multi-purpose room exists towards the south facade. Little ornamentation accentuates the interior. More information on the Property Condition Report is available upon request.

Visibility/Access: The Site currently has ingress & egress access via Reading Road. Additionally, the Site has an option to allow for access from Glenwood Avenue.

Soil and Environmental: An environmental consultant has performed a Phase I Environmental Site Assessment consistent with the procedures included in ASTM Practice E 1527-13. More information is available upon request.

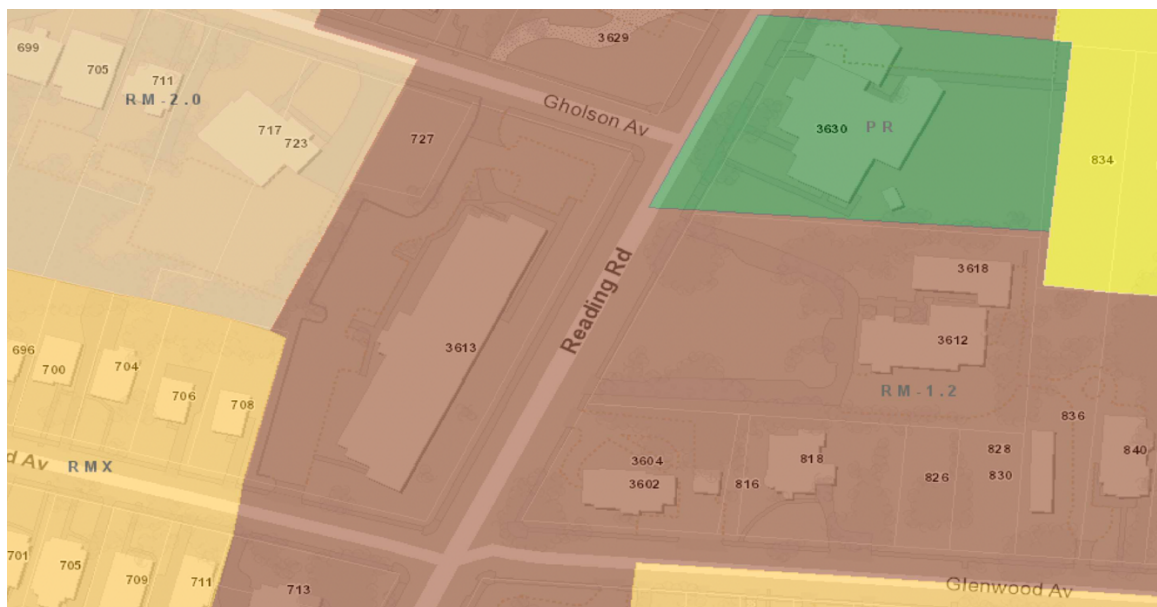
Project Design: Moody Nolan, Inc. developed the conceptual drawing attached hereto (shown in [Exhibit B: Proposed Redevelopment Renderings](#)). Moody Nolan is permitted to be the design professional component attached within this RFP (i.e., Architect of Record (AOR)). Offeror is allowed to provide their designer to further design concepts for feasibility. However, Moody

Nolan will be the AOR for the overall project and may also provide conceptual test-fit for the Offeror.

Status of Entitlements: The property is listed in the National Register of Historic Places, but is not a locally designated landmark. Both structures were successfully incorporated into the National Register of Historic Places in September 1982.

Zoning: See zoning summary and image below.

Category	Status
Zoning	RM-1.2
Zoning Description	Residential Multi-Family (1,200 sf/unit)
Zoning Jurisdiction	Cincinnati
Zoning Administration	Cincinnati
Zoning Ordinance	15-2004



Land Development: See land development summary below.

Category	Status
Landslide Potential	Low
Hillside District	No
IDC District	No
Urban Design District	No
Historic District	No
Barricade Zone	C
Police District	4
Fire District	D-3

Property Boundary: See property boundary below. An ALTA Survey is forthcoming.



Section 3 – Redevelopment Vision

Substantial investment is taking place in and around Avondale, and with that investment will come a sharpened focus on our neighborhood. The Uptown Consortium commissioned a study based on their master plan that calls for honoring the Avondale neighborhood in the midst of developing the Uptown Innovation Corridor. To review the full report, please click [here](#).

ADC selected this Site as a strategic purchase due to its catalytic redevelopment potential. ADC conducted extensive engagement with ADC’s Executive Board of Directors and the Avondale Community Council to help guide potential redevelopment vision. The feedback from the community suggests that the Site is best suited for a mixed-use development at an affordable or workforce-rate price points. As such, ADC’s Executive Board of Directors and the Avondale Community Council has approved a redevelopment proposal to:

- (i) Remodel two existing buildings into mixed-use space containing 4 approx. 4,500 sf community space; (ii) construct one 4-story building into up to 28 (16- 1BR/28- 2BR) market-rate residential rental units, consisting of 4 approx. 19,274 sf of residential space; (iii) construct one building into 4 approx. 4,500 sf of community outreach space; and (iv) construct one surface parking lot into 37 spaces. Proposed financing includes conventional Debt & Equity (including Federal Funding). Proposal is shown in [Exhibit B: Proposed Redevelopment Renderings](#).

The proposed redevelopment of the Site will be solidified once a development partner is selected. The design of the development should blend with the existing characteristics of the neighborhood. Designs should also consider aspects such as prominence of the Site, and creative integration with existing public transit. Through this RFP, ADC solicits a proposed project description and concept outlined in the next section, [Section 5 – Proposal Requirements](#).

Note: Proposed projects must include workforce housing and a community outreach center as part of the redevelopment of the Property and redevelopment agrees to: (a) continue the use of the name “Thompson House” (including signage) for any annex addition to the existing building located in the northeast corner of Hamilton County Auditor’s Parcel 108-0004-0022 (3618 Reading Road, Cincinnati, Ohio) as part of the Redevelopment, (b) install the plaque at the Property, commemorating Bishop Herbert Thompson Jr., Thompson House, St. Michael, and Gabriel’s Place with the design and location of such plaque to be mutually agreed upon, and (c) operate a community outreach center for the benefit of the Avondale community and open for community use. In addition to the Intended Use, the Redevelopment may include other uses:

- Youth center
 - Art center or cultural arts center
 - Job training and workforce development
 - Health clinic or health center
 - Community Garden
 - Greenspace
 - Senior center
 - Recreational activities
 - Internet connectivity and Wi-Fi
 - Preschool
 - Programs in partnership of the City of Cincinnati, Cincinnati Public Schools, Cincinnati & Hamilton County Public Library and other governmental entities
 - Programs in partnership with Cincinnati Children’s Hospital Medical Center
- Any use consistent with Purchaser’s: 2022-2024 Strategic Place and Avondale QOL (approved by Avondale Community Council November 19, 2019 and approved by Cincinnati City Council January 23, 2020)*

Section 4 – Proposal Requirements

A detailed list of the requirements for submission and evaluation criteria is identified below. To achieve a uniform review process and a fair degree of comparability, the proposal should be organized in the following order and contain all of the following information:

1. Contact Information

- Name, address, phone number, and email of the individual or firm. If a firm, the name and title of the individual authorized to negotiate contract terms and make binding commitments shall be included and identified.

2. Capacity & Experience ([see Exhibit C: Developer Capacity & Experience](#))

- Capacity & Experience Narrative: Provide a concise narrative describing the Offeror’s background, history, and construction experience, including comparable projects successfully completed by the Offeror.
- Development Team: Provide the names and titles of key members of the development team, including as applicable: general contractor, design team, investors, and other team members or subcontractors required for the completion of the project.
- Resumes: Provide resumes or bios for each of the key staff members of the development team.
- Similar Projects: Provide a description of the development team’s experience on similar projects in urban settings. Project examples should include development concepts, and duration of design process and construction. Descriptions should include key

information such as size, cost, location, year built, any innovative aspects of the project, etc. Photographs and hyperlinks to project websites are acceptable in addition to the required information.

- **References:** Provide a list of not more than five references, with full contact information, preferably representatives of municipalities or owners of other projects similar in type and scope where the developer has completed projects.
- **Offeror's Legal Structure:** Provide evidence of corporate status including, where applicable, Articles of Incorporation, or a partnership certificate and/or agreement. In addition, identify by name and title the entities holding an ownership interest of 20% or more.

3. Project Description and Development Concept

- **Overall Project Narrative:** Provide a concise narrative describing the proposed development and end product. Describe the proposed development including the use(s), size in square feet, number of stories/height, proposed design approach, proposed materials, etc. Describe how the proposed project meets the ADC's Development Objectives listed in the [2022 – 2024 Strategic Plan](#) and [The Avondale Quality of Life Plan](#).
- **Conceptual Site Plan:** Provide a site plan to scale demonstrating the proposed placement of structures, pavement, access points, landscaping and other key elements.
- **Elevations, renderings, etc.:** Provide renderings, floor plans, schematic designs, and/or preliminary building elevations useful in demonstrating your development concept. ADC does not expect completed design development drawings, but does request the inclusion of conceptual elevations, renderings, simple floor plans, etc. Offeror may include examples of architectural styles, materials, etc. similar to those proposed, so long as they are clearly marked as such.

Any additional site specifications, features, design concepts, energy efficiency, and any other information that is relevant to the project. If the project incorporates affordable units, include income and rent limits as applicable.

- **Timeline:** Provide a projected schedule for completion with key milestones identified, including but not limited to pre-construction work and meetings related to final design and plans, submission for permits, site preparation, construction, final inspections, receipt of Certificate of Occupancy, and lease-up.

Note: Successful Offerors, in partnership with ADC, should be able to commence work by January 2024 and complete the proposed project no later than January 2026; however, these timelines are negotiable.

- **Ownership Structure:** Provide proposed development partnership structure with ADC. Proposed development partnership structures must include ADC as majority owner (i.e., at least 51% controlled by ADC).

4. Budget and Financing Plan

- Offer Price/Contribution: ADC intends to minimally contribute the property as equity to the project. Provide proposed equity Offeror intends to bring to project in exchange for equity. Provide an offer for the acquisition of the parcel described above. Include any exceptions, terms, contingencies, or special conditions. If contributions, cash or in-kind, for community amenities or community projects are part of the offer, please provide a brief description and estimated value of the contribution.
- Financial Capacity: Provide supporting documentation that Offeror has the financial capacity and ability to obtain financing required to deliver the proposed project. Due to the sensitive nature of such information, the documents in this section may be submitted as a separate file labeled CONFIDENTIAL. Such information shall be for the sole and exclusive use of the City for evaluation purposes and will be kept confidential to the fullest extent permissible by law. Supporting documentation should include:
 1. Financial statements (preferably audited) for the last three calendar years for the developer or in the case of a partnership formed for this project, for each of the principals/guarantors.
 2. Letters from the developer's and other financial partners attesting to the capacity of the developer to undertake the proposed project.
 3. A contact list of the developer's lender references.
 4. A statement that the developer or any named individual in the proposed project is not involved in any litigation or other disputes that could result in a financial settlement having a materially adverse effect on the ability to deliver the project.
 5. A statement as to whether the developer or any named individual in the proposed project ever filed bankruptcy and/or became insolvent, has ever been the subject of litigation, contract disputes, foreclosure, or collections actions. If any have occurred, please provide the dates and circumstances.
- Pro Forma: Provide a 10-year post-development cash flow statement, which at a minimum describes income, expenses, debt service, IRR, disposition, and any other assumptions.
- Preliminary Sources and Uses: Provide a statement showing Total Project Cost and all sources of capital and expected uses in the proposed development project. Sources and Uses should match, if project financials present a gap, then proposals must include a subsidy plan that includes specific grant and/or incentive programs.
- Subsidy: Provide a list of proposed incentives needed to complete project. Expected sources of public subsidy, grants, or other contingent sources required for the project, including, but not limited to, Historic Tax Credits, New Markets Tax Credits, Low-Income Housing Tax Credits, Tax Abatements, Sales Tax Exemptions, and/or other financial incentives if applicable.

5. Community Vision

Offerors should describe how their proposals align or diverge from the objectives of ADC's [2022 – 2024 Strategic Plan](#) and [The Avondale Quality of Life Plan](#).

6. Economic Inclusion Plan

ADC is committed to empowering MBEs, WBEs, and SBEs; and to that end ADC will be vigilant in monitoring, encouraging, and facilitating the satisfaction of its goals in relation to the

participation by MBEs, WBEs, and SBEs in all ADC-related work, including for suppliers, providers, developers, investors, or other members of a proposed development team. The goals of ADC are described in [Exhibit D: ADC's Economic Inclusion Policy](#). Offerors should be prepared to comply with ADC's Economic Inclusion Policy and maximum extent practicable for SBEs, WBEs, and/or MBEs in alignment with ADC's Economic Inclusion Policy. Offerors are encouraged to indicate any past successes in achieving economic inclusion goals.

7. Letters of Interest (if applicable)

Offerors should include any Letters of Interest from businesses interested in tenanting the commercial space should the project come to fruition.

After written proposals have been reviewed, discussions with prospective firms may or may not be required to clarify any portions of the proposal.

Section 5 – Scoring Criteria

The Selection Committee will review and evaluate RFPs that are complete and received on or before the deadline. The Selection Committee may consist of leadership representing ADC and ADC's Executive Board of Directors.

Each submission will be evaluated against the Proposal Requirements outlined in [Section 5 – Proposal Requirements](#) and in accordance with the project preferences.

Scoring Criteria	Value
Capacity & Experience	25%
Project Description & Development Concept	25%
Budget & Financing Plan	30%
Community Vision	5%
Economic Inclusion Plan	5%
Avondale Based Developer (<i>HQ location proximity to site</i>)	5%
Avondale Based Design & Construction Partners (<i>HQ location proximity to site</i>)	5%
TOTAL	100%

The Selection Committee understands that market, economic, and other factors may dictate the feasibility of various development options and therefore is open to all proposals. However, the Selection Committee will favor proposals that closely align with ADC's [2022 – 2024 Strategic Plan](#) and [The Avondale Quality of Life Plan](#). Awarded Offeror will be expected to participate in steering committee meetings with ADC and community representatives throughout the development process.

Section 6 – Submission Requirements, Timeline, and Disclaimer

Any Requests for Information (RFI) regarding this RFP must be submitted in writing by email to Derek McCain at dmccain@growavondale.org. All potential Offerors must submit an intent to apply letter no later than 4 pm Monday, July 10, 2023. The letter will represent your interest and you shall continue to receive information regarding the site. Final Proposals shall be accepted no later than Monday, September 1, 2023.

Each bidder should contact Derek McCain at dmccain@growavondale.org to arrange access to the site to fully acquaint themselves with the existing conditions and the neighborhood.

ADC intends to follow the RFP schedule outlined but reserves the right to revise program dates, as necessary. **Due dates and times as published and as amended will be strictly enforced. Late submissions will not be accepted.**

RFP Status	Date
Issue Date	Thursday, June 29th
Letters of Intent:	4 pm, Monday, July 10th
Proposals Due:	4 pm, Monday, September 1st
Notification of Award:	*September 2023 (anticipated)
Execution of Contract:	*September – October 2023 (anticipated)
Commencement of Work:	TBD
Completion of Work	TBD

*Above is a desired schedule for initiation of this RFP/Project. Dates may be subject to change and adjusted as necessary.

All proposals must be received by Monday, September 1, 2023, by 4:00 pm at the address shown below. Proposals must be submitted digitally in a singular document titled, “ ‘Offeror Name’/ 3618 Reading Gabriel’s Place.” The proposal must be signed by a person who has the legal authority to contractually bind the Offeror. Unsigned proposals will be deemed non-responsive and will not be reviewed by ADC staff.

Avondale Development Corporation
Attn: *Derek McCain*
dmccain@growavondale.org
3635 Reading Road, Suite 200
Cincinnati, Ohio 45229

Nothing in this RFP shall be construed to create any legal obligation on the part of ADC or any respondents. ADC reserves the right, in its sole discretion, to amend, suspend, terminate, or reissue the RFP in whole or in part, at any stage. In no event shall ADC be liable to respondents for any cost or damages incurred in connection with the RFP process, including but not limited to, all costs, expenses, or fees related to this RFP. All supporting documentation submitted in response to this RFP will become the sole property of ADC. Respondents may also withdraw their interest in the RFP, in writing, at any point in time as more information becomes known.

This RFP is being emailed to prospective bidders and will be posted on ADC’s website (www.growavondale.org). ADC encourages all qualified firms to apply.

[Section 7 – Attachments \(For Informational Use Only\)](#)

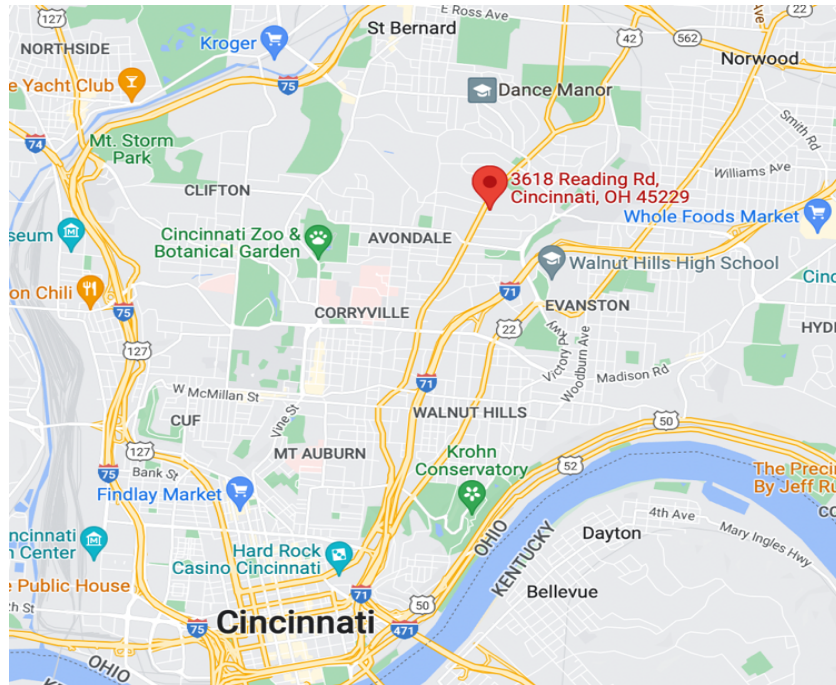
[Exhibit A: Location & Photograph](#)

[Exhibit B: Proposed Redevelopment Renderings](#)

[Exhibit C: ADC Economic Inclusion Policy](#)

Exhibit A: Location and Photograph

Location:



Photograph:

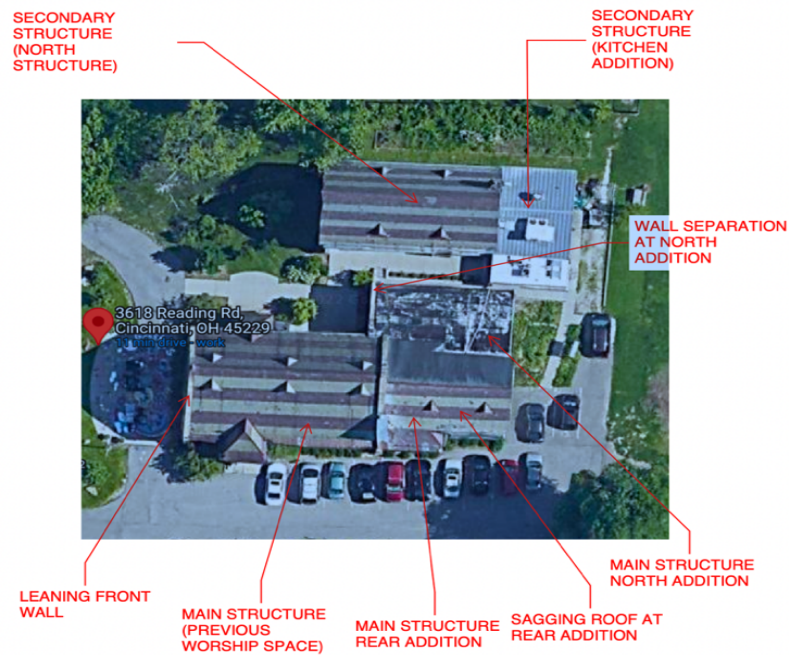
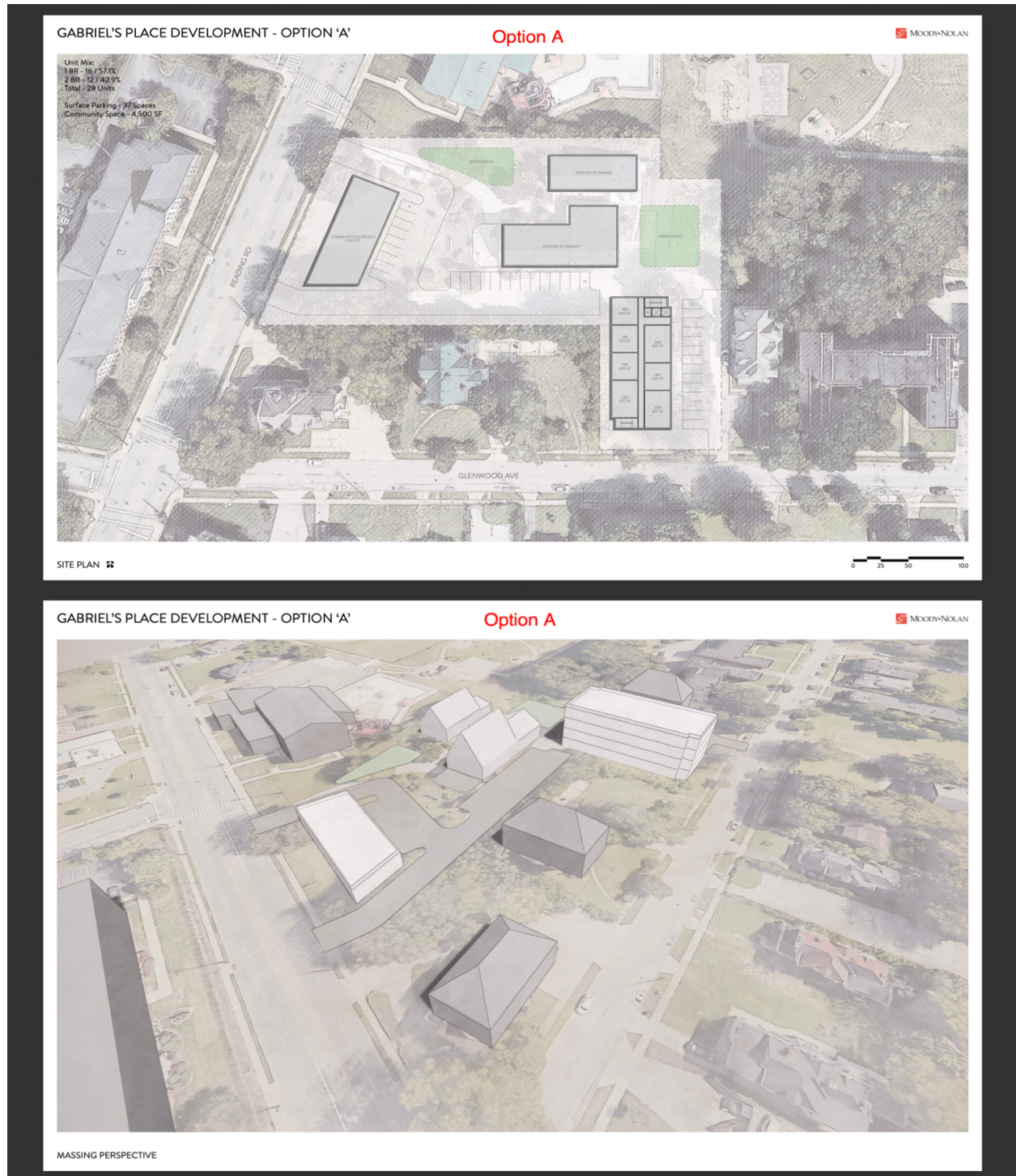
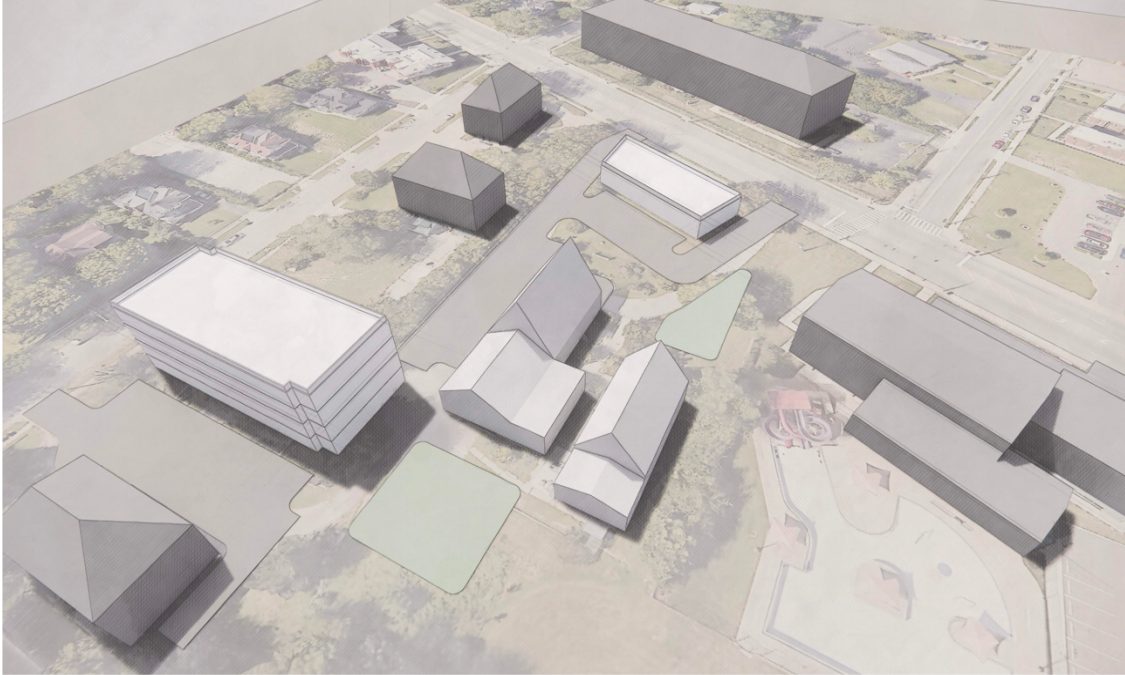


Exhibit B: Proposed Redevelopment Renderings





MASSING PERSPECTIVE

Exhibit C: ADC's Economic Inclusion Policy

ADC strives to continually have meaningful and substantial levels of participation by Minority Business Enterprises (MBEs), Women Business Enterprises (WBEs), and Small Business Enterprises (SBEs) in the services for which it contracts, and in its various contracts for development projects. Further, ADC strives to increase equity participation and/or ownership by MBEs and WBEs within those development projects.

ADC is committed to helping build and sustain strong MBEs, WBEs, and SBEs within the Greater Cincinnati community. ADC is further committed to empowering entrepreneurs, generating jobs, building a tax base, and providing opportunities for wealth creation in every segment of society.

All contractors, subcontractors, suppliers, and service providers should have an equal opportunity to compete on contracts for services issued by ADC regardless of race, color, sex, or national origin. It is also the aspiration that a fair share of contracts be awarded to minority, women, and small business enterprises. This will be promoted through the provision of educational opportunities, training, and a good-faith effort by all involved to promote inclusion through locating and engaging qualified MBEs, WBEs, and SBEs. It is ADC's expectation that this aspiration can be achieved.

While there are no set-asides or preferences for suppliers, providers, or developers, ADC is committed to empowering MBEs, WBEs, and SBEs; and to that end ADC will be vigilant in monitoring encouraging, and facilitating the satisfaction of its goals in relation to the participation by MBEs, WBEs, and SBEs in all ADC-related work. The goals of ADC in this regard are:

1. To aspire to achieve a total target goal of 25% Minority Business Enterprise (MBEs), 7% Women Business Enterprise (WBEs), and 30% Small Business Enterprise (SBEs) for:
 - Construction
 - Supplies
 - Services
 - Professional Services
2. To require that all respondents to RFPs, RFQs, and other such solicitations for proposals, qualifications, or services commit and demonstrate, in writing, what best efforts they will make to meet these goals.
3. To work with the majority/prime contractors to track and support the sub-contractors they use on ADC-related projects. The anticipated outcome is that they establish and maintain an Economic Inclusion Program for themselves, and for their future projects. ADC will assist them in finding sub-contractors to support ADC-related project needs.
4. To use the criteria for certification in identifying minority and women-owned businesses as defined by the National Minority Supplier Development Council (NMSDC) and the Women's Business Enterprise National Council (WBENC).
5. To accept certifications from the NMSDC, or the local affiliate council; the WBENC; the Small Business Administration (SBA); and local, state, and federal certifying organizations.

6. To encourage partnering relationships between majority owned firms and small, women-owned, and minority-owned firms among professional service providers to ADC. ADC also encourages, where economically feasible, establishment of joint ventures and contracting partnerships by businesses of different race ownership, different gender ownership, or both, in all phases of contracting (to include, but not limited to, developer agreements, architectural and engineering design services, construction, retail-hospitality-entertainment tenant/ownership, supplies, and professional services) as a means to achieve greater levels of prime contracting opportunities for all businesses.
7. To require that all proposers or bidders submit an economic inclusion subcontractor utilization plan with their proposals, qualifications, or bids. Failure to submit an economic inclusion subcontractor utilization plan with the proposals, qualifications, or bids and other documentation that may be requested may deem the proposals, qualifications or bids as non-responsive and may result in rejection of the proposals, qualifications or bids.