

***Anne Arundel Economic Development
Corporation***

7409 Baltimore-Annapolis Boulevard Glen Burnie, Maryland, 21061



Request for Proposals

ANNE ARUNDEL ECONOMIC DEVELOPMENT CORPORATION

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Annapolis, Maryland 21404

Phone: 410.222.7410

Issue Date: May 1, 2024
Submission Deadline: June 19, 2024

The Anne Arundel County Economic Development Corporation (“AAEDC”) is an instrumentality of Anne Arundel County (“County”). Founded in 1993, AAEDC is a 501(c)(3) organization based in Annapolis, Maryland. AAEDC’s mission is to serve as a catalyst for business growth in Anne Arundel County, thereby increasing job opportunities, expanding the tax base, and improving citizens’ quality of life. It supports the local business community through a host of services including financing, site selection assistance, permitting and zoning guidance, workforce development grants, community revitalization, market research, and small business counseling and resources. AAEDC plays a vital role in enhancing commercial districts, improving infrastructure, and helping to grow business sectors such technology, agriculture, and maritime within the county.

For more information on AAEDC please visit our website at: www.aaedc.org/

Overview:

AAEDC is pleased to present this opportunity, with assistance from the Maryland Economic Development Corporation, to redevelop a County-owned property with thirteen (13) developable acres that is centrally located in Glen Burnie, Maryland. AAEDC is seeking responses to this Request for Proposals (RFP) to identify a highest-ranked Responding Entity to redevelop the County-owned property at 7409 Baltimore-Annapolis Boulevard (also known as MD 648), Glen Burnie, Maryland, 21061, hereafter referred to as “The Property”. The Property is within ¼ mile of a light rail transit station and features Sustainable Community Overlay zoning that allows for a wide range of uses and densities. AAEDC, the County and local business community fully support the redevelopment of this site into a vibrant, mixed-use project with increased density which may include commercial, retail and an emphasis on residential.

AAEDC invites qualified applicants to submit proposals and qualifications for the transformation of The Property into a vibrant, mixed-use project that will contribute positively to the surrounding community, provide economic activity and passive recreational amenities in support of the County’s vision for the Glen Burnie area.

Property Description:

The Property totals approximately thirty-five (35) acres with approximately thirteen (13) developable acres due to the presence of floodplain on the remaining portion of The Property. The Property is bordered by Sawmill Creek on the West and a residential neighborhood featuring many legacy homes and established trees on the East. Access to The Property is from Baltimore-Annapolis Boulevard, a State maintained roadway with additional access from Locust

Lane. Frontage on Baltimore-Annapolis Boulevard is approximately 250 feet.

There are four parcels that are available. Please see Exhibit A for locator maps, a map of available parcels, and a summary of existing buildings.

- Parcel 1 – Tax ID 500090011911 – 34 Acres
- Parcel 2 – Tax ID 500090081923 – 14,550 SF
- Parcel 3 – Tax ID 500090081922 – 11,340 SF
- Parcel 4 – Tax ID 500090030453 – 26,136 SF

As the former County Utility Wastewater headquarters location until 2012, the site has traditionally been used for office and light industrial use, including a County fuel facility and a maintenance garage.

A three-dimensional map of The Property and existing buildings, as well as additional information on existing buildings can be found at the web address below.

<https://gis.aacounty.org/gcx/WebViewer/?app=e7bbe0953b30462d8199030ec18fd8ae>

The developable portion of The Property is zoned R5, OS, C4 and W2. The W2 and C4 sections are relatively small while the remainder of the property is split between OS (Department of Natural Resources Wetlands) and R5. However, the entirety of The Property falls within the Glen Burnie Sustainable Community Overlay Area, a zoning overlay which has the stated purpose of allowing for a wide range of redevelopment alternatives and creative uses or mixes of uses. Maximum heights for this overlay area (with community enhancements) are 84 feet for multifamily and townhouse and 96 feet for non-residential structures. The maximum floor area ratio is 3.0. Additional information related to the Glen Burnie Sustainable Community Overlay Area can be found at <https://www.aacounty.org/county-council/legislation/bill-64-20>. It should be noted that a process is underway related to County Planning and Zoning for Region 3 that may create opportunities for rezoning of the site in a way that further facilitates mixed use redevelopment.

The Property is in the heart of Glen Burnie and is within close proximity adjacent to the Glen Burnie Town Center (which includes an Anne Arundel Community College campus) to the southeast and additional commercial development to the north and west. The Property is within the State-of-Maryland-designated Glen Burnie Sustainable Community, providing the opportunity to access tax credit incentives, and financing programs from the Maryland departments of Housing and Community Development, Transportation, and Environment.

Current uses of the site include a County-operated fleet maintenance garage, a nonprofit religious facility, police training and storage, transportation bus depot, as well as general County office space. The County is in the process of removing these uses and it is not anticipated that

any will remain. However, the County is amenable to including county-leased office space as a project component, if it enhances the economic viability of the overall project.

The Property is serviced by municipal water and sanitary sewer. The property is in the Cox Creek Sewer Service Area in the existing sewer timing category and in the Glen Burnie High (PZ295) Water Service Area in the existing timing category. The County conducted a preliminary analysis of water and sewer capacity. The entire property, including non-developable land, was considered Town Center (TC) Zoning with a flow factor of 3,000 gpd/acre. The sewer connection was assumed at MH186 and the water connection at pipe #5005 D=12" (PZ295). The sewer model indicated that capacity exists downstream of MH186 for the projected flow of 102,000 gpd. Responding Entities shall conduct any independent analysis it deems appropriate or request any additional information it may require from the County concerning such aspects of the Property.

The Property is adjacent to a longstanding neighborhood targeted for preservation and town center development along Baltimore-Annapolis Boulevard. The Property sits equidistant between the center of the Glen Burnie commercial area and the Cromwell Light Rail station and adjacent plaza shopping (each approximately ¼ mile from The Property). Given the proximity to the Cromwell light rail station as well as to Maryland Transit Administration bus services, The Property has high potential as a transit- oriented development. The Property is also situated near the B&A bike trail terminus and would offer opportunities for recreational or community use of the trail. The Property also has good road access from I-97 from the West as well as from Ritchie Highway (MD 2) to the East.

The most recent Anne Arundel County General Development Plan ("Plan 2040") places The Property within a Transit Oriented Overlay Development Policy area ("TOD Policy Area"), with a planned land use category of "Mixed Use." As part of the County's commitment to incentivizing high-quality, innovative mixed-use development on The Property, the County passed Bill No. 94-21 in 2021, which amends the definition of redevelopment under the Glen Burnie Sustainable Community Overlay Area to include property within the TOD Policy Area and exempts that property from the adequate school facilities test under certain conditions.

While The Property has historically been used as industrial, the bordering neighborhood is a legacy neighborhood filled with older homes, mature trees, and the opportunity to bring a more vibrant mix of land use choices to enhance the value of the surrounding area.

There are several environmental issues at the Property. The presence of petroleum constituents in the groundwater on site in the vicinity of building 7409B Baltimore Annapolis Boulevard is likely due to historical maintenance facility and fueling activities. Furthermore, activities adjacent to the Property at the Hein Bros., Inc. fuel distribution facility at 7400 Baltimore Annapolis Boulevard has resulted in an unspecified volume of heating oil leaking into Sawmill Creek. The property at 7400 Baltimore Annapolis Boulevard is not owned or otherwise

controlled by the County and thus the County has no direct control over any contamination or other environmental issues originating at that location and impacting the subject property. The Phase I Environmental Site Assessment, Phase II Environmental Site Evaluation, and other environmental related reports can be accessed by email request to kparks@medco-corp.com.

Prior to 2021 there were nine monitoring wells in the vicinity of 7409B Baltimore Annapolis Boulevard (Building #4 in Exhibit A) to monitor the presence of dissolved phase petroleum constituents at the Property. A February 4, 2021 sampling did not detect any liquid phase hydrocarbons, but did detect petroleum constituents above Maryland Department of the Environment groundwater standards.

In response to an April 2021 request from the Maryland Department of the Environment, five new test wells have been drilled directly adjacent to 7409B to further assess the characteristics of the plume and more accurately evaluate the groundwater flow gradient. One well is to the east of the building and four wells are on the west (Sawmill Creek) side of the building.

The AAEDC or the County do not make any affirmative declarations or warranties regarding any environmental issues either known or unknown on the Property at the time of this RFP. A Responding Entity should address any environmental concerns or remediation plans in their proposals.

County Goals for the Property:

The County's vision is to transform its existing underutilized Property into a vibrant, transit-oriented, mixed-use community that complements the surrounding neighborhood and serves as a catalyst for the economic revitalization of the broader Glen Burnie Town Center area and Glen Burnie Sustainable Community Overlay Area. In support of this overarching goal, the County has the following supporting goals for The Property, in no particular order of importance:

- Improve connections between the Cromwell transportation area and the Glen Burnie Town Center area, with a focus on enhancing the pedestrian experience for residents and visitors. Enhance pedestrian and bike connectivity to the surrounding neighborhood, nearby bus and light rail transit nodes, the Glen Burnie Town Center, and regional bike paths.
- Protect, and enhance, if possible, wetlands areas and critical habitats abutting the 13-acre developable portion of the site both during construction and throughout the project's operational lifecycle.
- Expand trail networks and/or recreational opportunities, particularly on natural areas and non-developable portions of the site. Site designs that incorporate recreational amenities for the surrounding community will be prioritized in review.
- Protect the character of the adjacent residential community through mass and scale that is sensitive to the surrounding single-family community. Based on the zoning

overlay, the maximum height and density may not be visually compatible with the adjacent homes. Responding entities should consider appropriate mass and scale and incorporate design elements to mitigate any adverse visual impacts.

- Provide housing units affordable to a mix of incomes including rental and homeownership opportunities. Proposals should designate and restrict not less than 15% of each type of dwelling unit offered for sale or rental in the development as Moderately Priced Dwelling Units (MPDU). The County seeks to provide housing opportunities to households whose income does not exceed 75% of the area median income for the Baltimore MSA adjusted for household size for rental units and 100% for sale units. However, proposals that include deeper affordability levels and/or a greater percentage of income restricted units, are highly desired and will be prioritized. The median household income for the Glen Burnie area in 2022 was \$86,283, per Census Bureau data. The intent of these development goals is to create housing accessible to people from the local communities.
- Advance the County’s relevant design and programming strategies set forth in the General Development Plan (“Plan 2040”) that lays out goals and policies for land use and development to shape a better future for Anne Arundel County. The guidance and policies in Plan 2040 include:
 - Increase investment in habitat protection and restoration
 - Promote redevelopment of underutilized properties and limit development of forests and farms
 - Infrastructure improvements will provide residents with access to more reliable transportation choices including mass transit, biking, walking, and improved roadways
 - All County residents will have access to open space and recreational opportunities
 - Promote the creation of more housing options in more areas of the County
 - Prioritize investments in underserved neighborhoods to ensure all residents have access to opportunity

Proposal Contents and Submittal Requirements

A. Intent to Submit

An email notification of intent to submit a proposal should be provided by Responding Entity to kparks@medco-corp.com prior to the submission deadline. This email notification is required to receive additional information and / or addendum related to the RFP.

B. Proposal Requirements

Cover Sheet

Responding Entities shall provide a completed Cover Sheet, included as Attachment A to this RFP, at the front of their proposal.

Technical Capacity

Responding Entities shall demonstrate they have the technical capacity to design and construct a development on The Property that will further the County vision as detailed herein by providing the following:

- i. Resumes for all key staff who will participate in the project. This shall constitute an ongoing obligation in the event that key staff are added or changed.
- ii. An organizational chart for the Responding Entity showing all companies that compose the responding entity and the names and resumes of key executives.
- iii. Company qualifications for firms that will support Responding Entity in development of the project. This shall constitute an ongoing obligation in the event that key firms are added or changed.
- iv. Responding Entities shall provide a minimum of three (3) examples of projects similar in size and scope to the proposed redevelopment of The Property that Responding Entity, or a subset or member of the Responding Entity, has undertaken or completed (indicating current status of the project). At least one (1) example project must have been completed within the last five (5) years and must show continuing profitability. Examples of projects that are not complete shall be sufficiently underway to demonstrate management of physical development and adequacy of financing structures to facilitate completion of the project. For each of the three projects, Responding Entities shall include the following information:
 - a. Name of development entity, and role of Responding Entity, or members of Responding Entity.
 - b. Project name and the location or address of the project.
 - c. Total hard costs and total soft costs for completed projects, or estimated total hard costs and soft costs, and percentage complete for projects in progress.
 - d. Sources and Uses statement.
 - e. Primary subcontractors involved and their responsibilities within the project.
 - f. Description of the Project – to include the following information:
 - Total square footage
 - Square footage by development type: retail, office, multi-family, for-sale residential, etc.
 - A brief description of the project design and how the project incorporates into the surrounding community.
 - If the project includes residential uses, include the number of units by unit type, with a separate breakout of any affordable housing units including any units that will be accessible and multi-family versus senior living.

- Project entitlement schedule. How much time was needed to obtain development approvals?
- Project groundbreaking date and completion date, or estimated completion date for ongoing projects

Development Plan

Responding entities shall provide a comprehensive Development Plan for The Property that contains the following:

- i. A 2D site plan drawing with overlays illustrating:
 - a. Location of physical development parcels
 - b. Proposed buildings, parking, streets, open space, trails, connectivity to surrounding transportation corridors
 - c. Land Uses
- ii. Either simple 3D massing to illustrate building heights and form or 2D representative sample of building elevations to convey the general scale and design of the proposed development.
- iii. An estimated timeline for construction and lease up (if applicable) of the project, with details for each proposed use.
- iv. Details for each proposed building, including square footage by usage type, number of residential units, general upfit and finish levels, heights of buildings, and examples of targeted tenants.
- v. A basic parking and transportation/pedestrian routing plan with a focus on connecting the site to the surrounding community via pedestrian, bicycle and public transit accommodations.
- vi. The range of household income levels that will be accommodated by any residential components of the overall Development Plan and the number of units that will be restricted for low to moderate income households. Projects that demonstrate significant affordable housing units may be eligible for housing resources. More information about housing related funding opportunities can be found on the Arundel Community Development services website: <https://acdsinc.org/funding-opportunities/>.
- vii. Describe your plan for engaging the community related to the Development Plan, if your proposal is selected, and how the team will respond to input.

Financial Feasibility

Responding Entities shall demonstrate the Development Plan proposed is financially feasible by providing the following information:

- i. A preliminary construction cost estimate that contains details for each proposed use (e.g., retail, multi-family, and office).
- ii. A description of anticipated sources of equity and debt.
- iii. A basic cash flow model showing the Development Plan can be constructed and can be profitable. The model should show anticipated rents per square foot and sales prices, as applicable.

- iv. Additional financial information may be requested from Responding Entity prior to entering negotiations for a master development agreement.

Master Development Agreement Terms

Responding Entities shall provide a proposal for the general terms for a Development Agreement to be executed between the Responding Entity and AAEDC. The following terms shall be addressed:

- i. Recommended structure for transfer of property, whether outright transfer of property by the County or long-term lease between the County and the Responding Entity, or other land transaction arrangement.
- ii. Anticipated timeline for negotiation of a development agreement, execution of the agreement, and transfer of The Property.
- iii. Responding entity shall provide draft copies of any proposed land use documents, including but not limited to proposed leases, lease-back agreements, Land Use Restriction Agreements, or other such documents, which must contain commercially reasonable terms for the County.
- iv. Any terms and conditions that Responding Entity would request be included in a Development Agreement or other document that are unique or specific to The Property.

Environmental Plan

Responding Entity shall provide an Environmental Plan that consists of the following:

- i. A thorough description of planned preservation and proposed actions to protect Sawmill creek.
- ii. An acknowledgment of the known environmental conditions described in Property Description Section and in the Phase 1 Environmental Site Assessment provided online, and the responsibility to undertake such further assessments and/or remediations as necessary at their own expense and cost. Residential or tenant water supply proposals may require additional analysis by the Responding Entity, and Responding Entity agrees that it shall not rely on the existing Phase 1 Environmental Site Assessment, or any other documentation provided by the County to determine final feasibility and environmental compliance.
- iii. Actions that can be taken to move forward with redevelopment of the site in the near term while addressing environmental conditions at building 7409B.
- iv. Additional information or actions that the Responding Entity will require AAEDC or the County to take or provide prior to executing a Development Agreement.

Failure to provide any information requested in this RFP may result in disqualification of proposal.

Proposals must disclose any actual or potential conflicts of interest and existing business relationships that may exist with AAEDC or the County, its appointed officials or employees. AAEDC may rely on such disclosure.

The legal name of the person or firm submitting the proposal should be included in the proposal and should be signed per the following provisions. (i) In the case that the Responding Entity is a corporation, the full name of the corporation as well as the authorized signatories should be included in the proposal. The proposal should be executed by all of the authorized signatories or by one or more of them provided that a copy of the corporate resolution authorizing those persons to execute the proposal on behalf of the corporation is submitted.

If a Responding Entity intends to enter into a joint venture as part of their development plan, the joint venture partners should be outlined in the Proposal.

C. Submittal Requirements

All submittals must be received via email and hard copy by 3 PM (Eastern) on June 19, 2024. Responses should be clearly marked with the name and address of the respondent and the project title. Late responses will not be accepted.

One (1) bound hard copy should be submitted by the June 19th deadline.

Request for Proposals – 7409 Baltimore-Annapolis Boulevard
Katie Parks
Maryland Economic Development Corporation
Director of Community Development
7 St. Paul Street, Suite 940
Baltimore, Maryland 21202

Questions

All questions, inquiries or requests for clarification regarding this RFP should be directed via email to kparks@medco-corp.com no later than May 28, 2024, 3:00 PM Eastern Time.

Requests must be clearly labeled “RFP – 7409 Baltimore-Annapolis Boulevard” to be considered for response.

Questions and answers will be distributed to all firms that provide email notice of their intent to submit a proposal.

A pre-proposal site visit will be held at the Property (7409 Baltimore-Annapolis Boulevard) on May 15, 2024 11:30 AM (Eastern). A pre-proposal meeting will be held via Zoom on May 23, 2024 10:00 AM (Eastern). The meeting link will be provided upon email request to kparks@medco-corp.com.

Schedule

The schedule for this RFP is as follows:

Pre-proposal Site visit: May 15, 2024, 11:30 AM (Eastern)

Pre-proposal conference via Zoom:	May 23, 2024, 10:00 AM (Eastern)
Proposer Questions/Clarifications due:	May 28, 2024, 3:00 PM (Eastern)
AAEDC responds to Questions/Clarifications:	May 31, 2024
Proposals due:	June 19, 2024, 3:00 PM (Eastern)
Finalist Interviews:	August 22, 2024*

*Responding Entities should be available for a virtual interview on this date. Interview notifications will be provided on August 12, 2024.

Evaluation Criteria

The following criteria will be considered when evaluating proposals:

- Technical Capacity will account for 20% of the overall score.
- Development Plan will account for 40% of the overall score.
- Financial Feasibility will account for 20% of the overall score.
- Master Development Agreement Terms will account for 10% of the overall score.
- Environmental Plan will account for 10% of the overall score.

AAEDC will review and evaluate all responses and may request further information, clarifications, and presentations in order to make a final selection.

Reservations

- AAEDC reserves the right to reject any or all proposals or parts of proposals and waive informalities or technicalities in proposals as the interest of AAEDC may require.
- This RFP creates no obligation on the part of AAEDC to enter into a Master Development Agreement or to compensate Responding Entities for proposal preparation expenses. All costs to prepare and submit a response to this RFP shall be borne by the Responding Entity submitting such response. AAEDC reserves the right to award the Contract based upon proposals received without further negotiation and may do so; Responding Entities should not rely upon the opportunity to alter their proposals during discussions.
- AAEDC reserves the right to negotiate with any or all Prospective Offerors in any manner necessary to best serve its interest. AAEDC reserves the right to cancel this RFP, in whole or in part, as deemed necessary. By submitting a proposal, a Responding Entity represents that it has the expertise, qualifications, resources, and relevant experience to execute a development plan as proposed in its bid.
- An award will be made by AAEDC, in its sole discretion, to a qualified Responding Entity based upon the evaluation criteria set forth herein.



Attachment A
Information Cover Sheet
Request for Proposals
7409 Baltimore-Annapolis Boulevard Glen Burnie, Maryland, 21061

1. Development Team (developer, proposed subcontractors, etc.):

2. Total Budget: _____
3. Square footage by development type (i.e. retail, office, multi-family, for-sale residential, etc.):

4. Total square footage of building space: _____
5. Height of buildings: _____
6. Number of proposed rental housing units and type (i.e. studio, one-bedroom, two-bedroom and three-bedroom units): _____
7. Number of proposed for-sale housing units and type (i.e. townhome, condo): _____
8. Percentage of rental housing units that will be considered Moderately Priced Dwelling Units and area median income served: _____
9. Percentage of for-sale housing units that will be considered Moderately Priced Dwelling Units and area median income served: _____
10. Percentage of rental housing units that will be considered market rate: _____
11. Percentage of for-sale housing units that will be considered market rate: _____
12. Proposed method of providing parking (i.e. underground, first floor, open parking space and whether a parking variance will be sought):

13. Square footage of ground floor commercial space and number of spaces proposed: _____
14. Size and type of amenities provided in green space: _____
15. Size and type of other public amenities: _____
16. Proposed building materials to be used in the façade and exterior of the building:

17. Proposed structure for transfer of property (i.e. transfer, long-term lease, etc.):

