

## Council Agenda Report

**Date:** February 17, 2017  
**Submitted by:** Odie Wheeler, Director of Public Works  
**Prepared by:** Pat Escher, City Planner, A.I.C.P.

**SUBJECT:** Sailwinds Port Property Request for Expressions of Interest (REOI)

**Recommendation:** That Council direct staff to send out a request for expressions of interest to the development community for the City-owned Sailwinds/Port Property and adjacent properties.

**DISCUSSION:** The Sailwinds Advisory Committee requests that the Council authorize staff to send out a Request for Expression of Interest (REOI) to the development community for the development of the Sailwinds/Port Property and likely Dorchester Hospital property. The request is the first step for the City to move the redevelopment of the Sailwinds forward. The letter is the precursor for the more detailed Request for Proposals. Staff would like to send this REOI out by March 1<sup>st</sup> with a 45 day turn around. Potential respondents will be offered the opportunity to ask questions and have a tour of the property and the City. See Attached REOI.

Fiscal Impact: None



## CITY OF CAMBRIDGE, MD

### Request for Expression of Interest (REOI)

*Issue Date: March 1, 2017*

*Submission Deadline: April 14, 2:00 p.m.*

#### A. INTRODUCTION

The City of Cambridge intends to produce a Request for Proposal for the development of property adjacent to Cambridge Creek/Choptank River. This Request for Expression of Interest (REOI) hopes to develop a pool of interested development teams.

The proposed timetable is as follows:

**March 1, 2017:** REOI is sent out to the development community.

**April 14, 2017:** REOI is due back to the City.

**April 28, 2017:** Final RFP distributed to REOI respondents and released publicly.

**September 1, 2017:** Development proposals are due to the City.

Ultimately, qualified candidates reviewed during the RFP process would be developers interested in making an offer to purchase and redevelop the Sailwinds port property, and implement their plan under a purchase and redevelopment agreement.

#### B. THE OPPORTUNITY

The Sailwinds port property is a 10-acre site, owned by the City of Cambridge, and will likely include an additional 15 acres currently occupied by a hospital on a neighboring property. The project should consider the following:

##### **Private Development Objectives:**

It is anticipated that the development teams will evaluate the market for and construct a mixed-use project as an "anchor" to Cambridge revitalization. Project goals include but are not limited to:

- Implement the planning visions set forth in by the City's Comprehensive Plan and the City's 2020 Plan
- Construct a highly aesthetic, quality mixed-use project
- Meet the Public Development Objectives of property transfer agreement, including the Sailwinds Park and Shared Use Path improvements
- Be a catalyst for area-wide development including infill and redevelopment by incorporating one or more of the adjacent privately owned parcels into the development
- Increase property tax base and develop lasting revenue stream for the community.

- Create jobs (both temporary construction jobs and permanent jobs)
- Increase pedestrian traffic on sidewalks and along Sailwinds Park to increase community vibrancy, safety, and market strength of Downtown Cambridge.
- Increase recreational activity and opportunities for the community.
- Use certified sustainable/energy efficient construction materials and methods (LEED) or comparable.

## C. SUBMISSION REQUIREMENTS

### STEP 1: Review supporting documents

Review this document and any supporting documents attached.

### STEP 2: Complete an information form

Please fill out the information form located within this document. This form includes very basic contact information, as well as an opportunity to:

- Request clarification or ask more specific questions related to the project and/or
- Request a tour of the site and other redevelopment projects in the City.

Requests for more information and/or a tour need to be submitted no later than **April 1, 2017** to allow time for response/tour prior to the submission date.

### STEP 3: Prepare and submit a request for expression of interest (REOI)

Submit an expression of interest, to include the following:

#### 1. Organization History (*two pages, maximum*)

- Mission statement
- A brief history of the organization including years of operation
- Describe the organization's current programs and services
- Provide information on any past projects, awards or recognition and any other pertinent information not included previously.

#### 2. Statement of Interest and Specific Experience (*2 pages, maximum*)

- Why is your organization interested in the project?
- What is your organization's experience working on waterfront developments or port properties?

## SUBMISSION DEADLINE

In order to ensure proper communication to answer questions and provide clarification, REOI responses are due by 2:00 pm **April 14, 2017** to:

**Sandra Tripp-Jones, City Manager**  
**City Hall**  
**410 Academy Street**  
**Cambridge, MD 21613**

**Sailwinds Port Property Redevelopment  
Request for Expressions of Interest (REOI)**

**INFORMATION FORM**

Type in your information below, **RESAVE** the document to your desktop (i.e., **MYNAME.doc**),  
**print out and mail or Email** with your REOI submission to:  
City of Cambridge, Department of Public Works  
attn.: Patricia Escher  
1025 Washington Street  
Cambridge, MD 21613

<b>CONTACT INFORMATION</b>			
FIRST NAME		LAST NAME	
TITLE			
COMPANY			
STREET ADDRESS			
CITY		STATE	
POSTAL CODE		TEL.	
EMAIL		FAX	

<b>REQUEST:</b>	
<input type="checkbox"/> <b>A call or meeting to ask questions or get clarifications.</b>	<input type="checkbox"/> <b>A tour of site and City.</b>