

Council Agenda Report

Date: March 28, 2016

Submitted by: Sandra Tripp-Jones, City Manager

SUBJECT: Sailwinds Property Development

Recommendation from the Sailwinds Committee that Council:

- A. Direct Staff with input from the Sailwinds Committee to develop a draft Request for Proposals (RFP) for one master developer RFP with general language regarding proposed uses and site configurations as identified in the property Transfer Agreement, the 2020 Plan, the City of Cambridge Comprehensive Plan, and in the UDC, to be brought back for Council consideration and approval;
- B. Approve a general schedule as identified in the Council Agenda Report, leading to selection of a master developer with which to negotiate in October, 2016;
- C. Direct Staff and the Sailwinds Committee to regularly schedule briefings between the City and Maryland State MDOT officials on the status of the project; and
- D. Direct Staff, with input from the Sailwinds Committee, to develop an RFP for a real estate broker to market the RFP to the most advantageous prospective developers and development teams to be brought back to Council for a work session and consideration.

Discussion:

Council considered similar recommendations at the March 14, 2016 meeting but did not take action. During the Council discussion two (2) possible changes were offered by individual Commissioners:

1. Regular meetings with State MDOT officials in order to keep them informed of our progress and directions. This would preclude the State from finding our development plans inconsistent with the transfer agreements and might lead to additional State support for the project.
2. Completion of site visits and consultations with other jurisdictions with successful waterfront developments before finalizing the RFPs for a Master Developer and a project broker.

At the meeting of the Sailwinds Committee on March 22, 2016, the Committee concurred with visits and briefings to State officials. They also concurred with stretching the schedule to

accommodate visits and consultations with other jurisdictions. The new recommended schedule is:

Revised Schedule

- | | |
|-------------------|---|
| March | Staff work on both the RFP's present to Council April 11th |
| April 6-8 | Visits to other site to see examples of how other communities have incorporated the uses that are guiding Cambridge into their projects and to consult with other communities as to how they achieved their development projects. |
| April 18 | Council Work Session |
| April 25 | Council approves and releases both RFPs <ul style="list-style-type: none">• Real-estate Broker, 3 week turn around• Master Developer , 120 day turn around |
| August/Sept | Staff reviews RFP with real-estate broker |
| September | Finalists selected, top 2-3 proposers prepare models of the development -- plans for public review and comment |
| September/October | Public Meetings |
| October | Council decision |

The following is a list of possible visits and consultations:

Field Trip Locations

1. Georgetown Riverwalk
2. The Yards, DC
3. National Harbor, Prince George County
4. Frederick Maryland

Phone Consultations Only

1. Yorktown, VA
2. Belfast, ME
3. Wilmington, NC
4. Buffalo, NY
5. Camden, NJ
6. Wilmington, DE

The Committee asked the Mayor to set up and the Staff to do screening calls to all locations to gather baseline data before finalizing the lists.

The March 14, 2016 agenda report is attached.

Excerpt from the March 14, 2016 Council Agenda Report:

Master Developer and RFP:

It is the recommendation of the Committee that the City proceed with soliciting one master developer of the property. It is the opinion of the City that an RFP can inform proponents of the current plans but allow for proposals that conform to the plans, are economically viable, and meet to the overall goal of economic development. If proposals do not, the Council will have the option to reject them. The Committee makes these recommendations, recognizing that if the Council agrees, Staff and the Sailwinds Committee will rely on the draft RFP and Master Development Agreement drafted by David Orr. These drafts incorporated the 2020 Plan, Comprehensive Plan, UDC and Transfer Agreement which taken together represent a codified Master Plan for the property. The Committee recommends that Council hold a Work Session on March 21, 2016 to review a draft RFP for Council discussion and public input before finalizing the RFP.

Broker:

The Committee supports using a broker to scout the most advantageous master developers and their teams to interest them in submitting proposals to the City.

Other Questions:

The Committee is not recommending declaring the property excess at this time rather that the RFP remain silent on the subject. The consensus was that an RFP is the indicator of intent to make the property available. And the Committee agrees that the hospital not be included as available property at this time but that language about potential future property availability - as provided by the hospital - be incorporated into the RFP.