REDEVELOPMENT AUTHORITY 
OF PRINCE GEORGE’S COUNTY

REQUEST FOR PROPOSALS
NO. 2016-7

Development of the Towne Square at Suitland Federal Center
219 Finished Town House Lots

ISSUE DATE: June 2, 2016
PRE-PROPOSAL CONFERENCE: June 23, 2016, from
10:00 am EST to 11:00 am EST
PROPOSAL CLOSING: July 29, 2016, 12:00 pm Noon EST

This document is available from the Redevelopment Authority Webpage at:
http://www.princegeorgescountymd.gov/sites/RedevelopmentAuthority/Developers/Opportunities/Pages/default.aspx
REQUEST FOR PROPOSALS  REDEVELOPMENT AUTHORITY OF PRINCE GEORGE'S COUNTY

RFP NO.: 2016-7
Towne Square at Suitland Federal Center
219 Finished Town House Lots

TABLE OF CONTENTS

SECTION I: INTRODUCTION ........................................ PAGE NO.
1.1. Summary Statement ..........................................................1
1.2 Proposal Closing Date ......................................................1
1.3 Questions and Inquiries ....................................................2
1.4 Proposal Acceptance .........................................................2
1.5 Duration of Proposal Offer ................................................2
1.6 Notice to Offerors ...........................................................2

SECTION II: GENERAL INFORMATION ........................................ PAGE NO.
2.1 Economy of Preparation/Incurred Expenses .............................3
2.2 Addenda to the Request for Proposals ..................................3
2.3 Option to Bid on one product type or all product types .................3
2.4 Oral Presentations ............................................................3
2.5 Confidentiality/Proprietary Information ..................................4
2.6 Allowance of In-House Work ...............................................4
2.7 Formation of Agreement/Contract with Successful Contractor ..........4
2.8 Affidavits, Certifications and Affirmation ................................4

SECTION III: SCOPE AND REQUIREMENTS ........................................ PAGE NO.
3.1 Background ......................................................................5
3.2 Site Description ....................................................................9
3.3 Development Objectives ......................................................10
3.4 Requirements .....................................................................11
3.5 Finished Lot Condition .......................................................12

SECTION IV: PROPOSAL SUBMITTALS ........................................ PAGE NO.
4.1 Technical Proposal Format Outline ........................................13
4.2 Format Description ............................................................13
TABLE OF CONTENTS

SECTION V: EVALUATION AND SELECTION PROCESS

<table>
<thead>
<tr>
<th>SECTION</th>
<th>TITLE</th>
<th>PAGE NO.</th>
</tr>
</thead>
<tbody>
<tr>
<td>5.1</td>
<td>Selection Process</td>
<td>16</td>
</tr>
<tr>
<td>5.2</td>
<td>Evaluation and Selection Committee</td>
<td>16</td>
</tr>
<tr>
<td>5.3</td>
<td>Qualifying Proposals</td>
<td>16</td>
</tr>
<tr>
<td>5.4</td>
<td>Evaluation Criteria</td>
<td>16</td>
</tr>
<tr>
<td>5.5</td>
<td>Final Ranking and Selection</td>
<td>17</td>
</tr>
<tr>
<td>5.6</td>
<td>Exclusive Rights Option Fee</td>
<td>18</td>
</tr>
<tr>
<td>5.7</td>
<td>Proposals Property of the RDA</td>
<td>18</td>
</tr>
</tbody>
</table>

SECTION VI: APPENDICIES AND EXHIBITS

Appendix A-1: Vendors Oath and Certification

Appendix A-2: Statement of Ownership and Bidder Qualification Affidavit

Exhibit A: Offer Template
REQUEST FOR PROPOSALS  
REDEVELOPMENT AUTHORITY OF PRINCE GEORGE'S COUNTY

RFP NO. 2014-07
Towne Square at Suitland Federal Center
219 Finished Town House Lots

SECTION I: INTRODUCTION

1.1 SUMMARY STATEMENT

The Redevelopment Authority of Prince George’s County (RDA) is hereby soliciting proposals for the purchase of 219 town house lots located at the Towne Square at Suitland Federal Center subdivision. The lots are part of a mixed use subdivision consisting of 2 single family dwellings, 219 town houses, 538 Market rate multi-family units, 137 senior multi-family units, 80,000 square feet of retail and up to 50,000 square feet performing arts and technology center. The combined site is approximately 25 acres and is located a half mile from the Suitland Metro Station and across the street from the Suitland Federal Center. The zoning is MUTC.

1.2 PROPOSAL CLOSING DATE

The proposer must submit original and 4 copies of the proposal along with an electronic version on a compact disk (CD) in a sealed package and address to:

Stephen Paul
Associate Director
Redevelopment Authority
9200 Basil Court, Suite 504
Largo, Maryland 20774

Proposals must be received and time stamped by the Redevelopment Authority no later than July 29, 2016 at 12:00 noon EST. The submittals must be sealed, and the outside envelope must be clearly marked "RFP No. 2016-7".

Late proposals will not be considered. Offerors mailing proposals should allow sufficient mail delivery time to ensure timely receipt by the Redevelopment Authority. The Offerors shall prepay any shipping/delivery charges, as applicable, for all documents submitted.
1.3 QUESTIONS AND INQUIRIES AND PRE-PROPOSAL CONFERENCE

Questions and inquiries must be submitted via email by July 1, 2016:

sjpaul@co.pg.md.us

Phone calls or faxed questions will not be accepted. All questions and answers will be posted to the RDA website by July 8, 2016. All potential respondents are responsible for checking the RDA website for any addendums. A Pre-Proposal Conference will be held on site on June 23, 2016 at 10:00 to 11:00 a.m. EST. Please park in front of the Dollar General store at 4650 Suitland Road, Suitland, MD 20746. The project site is immediately behind the store. Attendance at the pre proposal conference is not mandatory, but is strongly recommended.

1.4 PROPOSAL ACCEPTANCE

The Redevelopment Authority reserves the right to accept or reject any and all proposals, in whole or in part, received as a result of this solicitation and to waive minor irregularities. Further, the RDA reserves the right to make a whole award, partial award, or no award at all.

1.5 DURATION OF PROPOSAL OFFER

Proposals are to be held valid for six months following the closing date for this Request for Proposals. This period may be extended by mutual written agreement between the Offerors and the Redevelopment Authority.

1.6 NOTICE TO OFFERORS

Before submitting a proposal, Offerors are to completely familiarize themselves with the requirements of the solicitation. Failure to do so will not relieve the Offeror of responsibility to fully perform in accordance therewith. No consideration will be granted for any alleged misunderstanding of the material to be furnished or work to be done, it being understood that the submission of a proposal is an agreement with all of the items and conditions referred to herein.
REQUEST FOR PROPOSALS  
REDEVELOPMENT AUTHORITY OF 
PRINCE COUNTY

RFP NO.: 2016-7
Towne Square at Suitland Federal Center
219 Finished Town House Lots

SECTION II: GENERAL INFORMATION

2.1 ECONOMY OF PREPARATION/INCURRED EXPENSES

Proposals should be prepared simply and economically, providing a straightforward, concise delineation of the Offeror’s capabilities and description of the offer to meet the requirements of this RFP. The RDA will not be responsible for any costs incurred by any Offeror in preparing and submitting a response to this solicitation.

2.2 ADDENDA TO THE REQUEST FOR PROPOSAL

If it becomes necessary to revise any part of this RFP, Addenda will be provided on the RDA website. It is the responsibility of all potential respondents to regularly check the RDA website for any Addenda.

2.3 OPTION TO MAKE AN OFFER ON ONE PRODUCT TYPE OR ALL PRODUCT TYPES

Offerors are advised that the townhouse development is comprised of more than one product type (See Site Description). The Offeror has the option to make an offer on one or more product types, or all product types identified within the total townhouse development (Exhibit A). If Offeror elects to exercise this option, then:
- the Title Page must identify what product type(s) are being offered;
- the proposal must address separately the price for each product type/lot offered.

2.4 ORAL PRESENTATIONS

The Redevelopment Authority reserves the right to conduct individual interviews with finalists and to request best and final offers from any or all finalists. Those Offerors may be required to provide oral presentations to discuss their proposal, answer questions from the RDA’s Proposal Analysis Group, and/or clarify their technical submittal.
REQUEST FOR PROPOSALS
REDEVELOPMENT AUTHORITY OF
PRINCE COUNTY

RFP NO.: 2016-7
Towne Square at Suitland Federal Center
219 Finished Town House Lots

2.5 CONFIDENTIALITY/PROPRIETARY INFORMATION

Offerors must specifically identify those portions of their proposals, if any, which they
dean to contain confidential, proprietary information or trade secrets and must provide
justification why such material should not, upon request, be disclosed by the
Redevelopment Authority in accordance with the General Provisions Article (GP), §§ 4-101 through 4-601, Maryland Annotated Code. Offerors must clearly indicate each and
every page that is deemed to be confidential/proprietary or a trade secret (it IS NOT
sufficient to preface your proposal with a proprietary statement).

2.6 ALLOWANCE OF IN-HOUSE WORK

No section or portion of this RFP or the Contract shall be construed or interpreted to
preclude the Redevelopment Authority from accomplishing any task or undertaking of
any operation or project utilizing its own work force and that of the Owner’s
Representative.

2.7 FORMATION OF AGREEMENT/CONTRACT WITH SUCCESSFUL
CONTRACTOR

The Contract to be negotiated as a result of this RFP (the "Contract") shall be by and
between the Offeror as Contractor and the Redevelopment Authority, and shall contain
provisions included in this RFP. By submitting a proposal in response to the RFP, the
Offeror accepts the terms and conditions set forth herein.

2.8 AFFIDAVITS, CERTIFICATIONS AND AFFIRMATIONS

Offerors are required to submit with their proposal certain certifications, affirmations and
affidavits. These forms, which should be completed by all Offerors, are included as
Appendix A-1 of this RFP.
REQUEST FOR PROPOSALS  
REDEVELOPMENT AUTHORITY OF  
PRINCE COUNTY

RFP NO.: 2016-7  
Towne Square at Suitland Federal Center  
219 Finished Town House Lots

SECTION III: SCOPE AND REQUIREMENTS

3.1 BACKGROUND

The Redevelopment Authority’s mission is to contribute to the creation of a diverse and vibrant economy and living environment for Prince George's County, using community building techniques and providing responsible and responsive development and redevelopment that is designed to enhance quality of life, balanced growth and job creation for diverse, sustainable communities. Beginning in the early 2000’s, the RDA began acquiring the dilapidated and blighted properties in the Suitland Manor Subdivision, along Homer Avenue, Huron Avenue, Hudson Avenue, Lewis Avenue and Chelsea Way. The Acquisition, totaling 22 acres, was complete in 2007. The tenants were relocated and all buildings were demolished.

In late 2014, the RDA, began planning the development of a new mixed-use community anchored by the Suitland Federal Center which houses the new headquarters of U.S. Census Bureau. Working collaboratively and assembling adjacent property owners, the RDA guided the property through the entitlement process obtaining approval of the Preliminary Plan of Subdivision and the MUTC Special Permit in January 2016. With adjacent property owners the total land area of the approved plans is approximately 25 +/- acres. These approved plans can be accessed at: https://cjrlegal.sharefile.com/i/ib479c487d1040d1a. Currently the development consultant/owner’s representative is procuring the streets and alley closures under the County’s Vacation Application process. The team will also acquire Record Plat/Final Plat for the new Subdivision to allow the project to advance to building permits.

The vision for the Towne Square at Suitland Federal Center is to establish an active and vibrant mixed-use, pedestrian-oriented community that enhances the lifestyles of residents of the immediate and surrounding neighborhoods. Since the adoption of the Suitland Sector Plan 9 years ago, market needs have shifted. The proposed plan enhances the original intent of the Development Plan while meeting current market needs and design trends.
Fig 1. Development Boundary
The approved Master Plan realizes the goals and intent of the Suitland Town Center Mixed-Use Development Plan. This includes a 50,000 square foot Arts Center overlooking a park and mixed-use buildings, expressing an urban form and design. The proposed plan celebrates the contemporary lifestyles sought by modern populaces but recognizes the potential to enhance the base guidelines. Thus the proposed site and building designs reflect the progressive vision for this community: a distinct contemporary character with stimulating spaces to meet modern lifestyle expectations.

Fig 2. Development Site Plan
The proposed Towne Square at Suitland Federal Center Master Plan was developed to embrace the 6 key elements of the original sector plan:

- **A compact built environment with a pedestrian-friendly and well-landscaped town center core with mixed-use buildings that have pedestrian-oriented storefronts.**
- **Concentrations of uses and buildings in the core area through different forms of mixed-use development where visitors can accomplish multiple tasks with one trip and reduce the use of automobiles.**
- **Human-scaled, contextually designed buildings defining spaces in the town center core area and providing visual interest.**
- **Attractive, walkable and safe public spaces with well-designed public amenities that serve as the focus of activity.**
- **Buildings located close to the street with wide sidewalks where people shop, socialize and recreate.**
- **Parking as an integrated element of site design in an unobtrusive, secondary and creative physical arrangement.**

The focal point of the Master Plan is the dedicated civic and social gathering spaces that create a true sense of community. These neighborhood spaces serve as an epicenter from which various activities radiate. The surrounding blocks are lively mixed-use buildings with ground floor retail activating the street.

Easy access to everyday needs and conveniences is achieved through a town-center-style concentration of uses. The location of mixed-use buildings also establishes an urban core, where the major daily community needs are centrally located. Designed as a mixed-use community that caters to all markets and lifestyles, the proposed programs include multi-family, townhomes, a grocery store, retail, an arts center, and senior housing. Located just outside these mixed-use blocks are single-family townhouse clusters. These clusters resonate as small, quiet neighborhoods, with the convenience of a town center within walking distance.

The proposed comprehensive design realizes the goals of the Suitland Town Center Mixed-Use Development Plan. It also captures the potential to enhance the base guidelines, and to progress towards the contemporary lifestyles that are so highly valued by modern populaces.
3.2 SITE DESCRIPTION

The site consists of 219 fee simple town house lots, located primarily in blocks C, D, F and G and sharing a portion of block E with the proposed senior housing on the approved plans. The lots can accommodate ninety (90) 16 foot wide, ninety two (92) 20 foot wide and thirty seven (37) 24 foot wide town houses. The combined site is approximately 25.16 acres in size and is contiguous and mostly flat. It is the intent of the RDA to deliver the lots finished with the surrounding street infrastructure in place. Constructing the private alleys and parking lots will be the responsibility of the selected townhouse developer(s). The zoning is MUTC. It is the Offeror’s responsibility to familiarize themselves with the requirements of the MUTC zone and the associated character areas. Two local plans are applicable to the site: The Approved Suitland Mixed-Use Town Center Development Plan (2006), and the Southern Green Line Sector Plan. The site is well served by public transportation with the Suitland Metro Station located approximately a half mile away. The Suitland Federal Center, with approximately 12,000 employees, is across Suitland Road from the site and within easy walking distance.
3.3 DEVELOPMENT OBJECTIVES

- Green and sustainability principles shall be incorporated. Buildings on the site must be developed to a minimum Silver Level LEED (Leadership in Energy and Environmental Design) Certification.

- Proposers are strongly encouraged to incorporate landscape features that incorporate sustainable site design practices such as the Sustainable Sites Initiative (SITES™).

- The proposal should be appropriately scaled to complement the existing nearby...
3.4 REQUIREMENTS

The Builder/s will be required to comply with all Prince Georges County Codes, final subdivision approvals, and MUTC permit, including the following:

- **Specifications and Standards for Roadways and Bridges in Prince George’s County, Maryland**, Prince George’s County Department of Public Works and Transportation (DPW&T), Revision 03/14/12
- **Standard Specifications for Construction and Materials**, Maryland Department of Transportation, State Highway Administration, Revision July 2008
- **Preliminary Plan of Subdivision 4-15005**, Maryland-National Capital Park and Planning Commission, Prince George’s County Planning Department, Accepted 07/31/15. These approved plans can be accessed at:  
  [https://cjrllegal.sharefile.com/i/ib479c487d1040d1a](https://cjrllegal.sharefile.com/i/ib479c487d1040d1a).
- **Special Permit SP-15004**, Maryland-National Capital Park and Planning Commission, Prince George’s County Planning Department, Accepted 10/20/15. These approved plans can be accessed at:  
  [https://cjrllegal.sharefile.com/i/ib479c487d1040d1a](https://cjrllegal.sharefile.com/i/ib479c487d1040d1a).

The Towne Square at Suitland Federal Center is required to achieve LEED ND Silver.
Certification and Sustainable SITES Initiative Silver Certification. As such, the selected developer/builder will be required to coordinate with the RDA’s civil engineer and landscape architect to achieve this outcome.

The RDA consultants are using 3-D Computer Aided Design (CAD) and Building Information Modeling (BIM) technology, standards, and analysis to collaborate, reduce project risk, for an integrated project delivery method. Offeror should identify their technology capabilities and use of CAD and BIM.

3.5 **FINISHED LOT CONDITION**

The RDA as master developer and sub-divider of the entire new mixed-use community, plan to transfer finished lots to the selected builder/s as part of the overall Townhouse section of the subdivision.

Lots with base pavement will have the following improvements completed by the selected builder:

- Public Alley on Interior sections and lots
- Public sidewalks (if any)
- Driveway aprons
- Driveway culverts (if any)
- Right of way sod
- Grading/fine grading as required to complete house construction
- Building permit and any sewer and water or other impact fees

Where applicable, lot restoration bonds, if any, are Purchaser’s responsibility. Subdivision bonds and fees to be provided by the Seller and reimbursed by selected builder pro-rata. Builder will be obligated to protect existing subdivision infrastructure improvements, tree conservation areas and stormwater Best Management Practices (BMP) from damage during house construction.
SECTION IV: PROPOSAL SUBMITTALS

4.1 TECHNICAL PROPOSAL FORMAT OUTLINE

Each technical proposal shall have the following sections prominently displayed:

1. Title
2. Table of Contents
3. Development Team Corporate Structure & Capacity
4. The Project
   a. Architectural Design
   b. Conceptual Site Plan
   c. Proposal Narrative and Description
   d. Project Schedule and Milestones
5. Financial Plan and Financial Return to the RDA
6. Local and MBE Participation
7. Local non-profit participation
8. Marketing and Demand Strategy
9. Statement of no Conflict of Interest
10. Statement of no Pending or Threatening Litigation
11. Certificate of Good Standing
12. Exceptions or Restrictions

4.2 FORMAT DESCRIPTION

Each proposal shall conform to the following order and format.

4.2.1 Transmittal Letter: The proposal shall include a transmittal letter prepared on the Proposer's business stationery. The purpose is to transmit the proposal; therefore, it should be brief. The letter must be signed in ink by an individual who is authorized to bind the firm to all statements, including services and prices, contained in the proposal.

4.2.2 Title Page: Each proposal shall begin with a Title Page. It should display the words "RFP No. 2016-4." It should also have the name of the company, and name, title, business address and telephone number of the person authorized to obligate the company.
4.2.3 **Table of Contents:** The proposal should contain a "TABLE OF CONTENTS" with page numbers indicated.

4.2.4 **Proposal:** The Offeror shall present their offer on double spaced typed pages. Offeror must address each of the areas covered under the evaluation criteria in the order as provided below:

**The Project:** Offerors must submit a narrative description of the proposed project including a commitment to obtain a minimum Silver Level LEED Certification on all town houses. The narrative should also include a description of how the project enhances the overall Suitland neighborhood. Offerors must demonstrate how their proposal is responsive to the existing approved plans. The submittal must include proposed or representative architectural designs, a conceptual site plan, and a proposed schedule with major milestones. The Offeror must also submit a proposed financing plan, a sources and use statement which includes the development team’s equity contribution, developer profit/fees and a five year operating pro forma, if applicable. The Offeror should also describe the social, economic and environmental benefits of their proposed project.

**The Developer/Builder Team and Capacity:** Offerors must submit the key members of the proposed development/builder team including the lead developer/builder, proposed partners, if any, and the architect, engineer, landscape architect, general contractor and legal counsel. Resumes for each key member of the team should be submitted and shall be limited to two pages each. Descriptions of successfully completed projects by the team members of similar scope to the one proposed shall be included. The proposed corporate structure of the developer/builder team must also be described. The lead developer/builder must submit evidence of financial capacity including lines of credit and commitment letters from lenders and capability to complete the proposed project. Offerors should include their most recent audited financial statement.

**Financial Return to the RDA:** The Offeror must submit the proposed financial return to the RDA. This includes any and all payments to the RDA and the timing of such payments and the nature of such payments.

* **Local and Minority Business Involvement:** The RDA seeks to have local and minority participation at all levels of the project, including design, development,
contract, marketing, sales and leasing. Offerors should identify all team members and equity partners that are certified Minority Business Enterprises or local businesses. Further, any plans for local and minority contracting and hiring should be submitted. Proposals must comply with the County’s Jobs First Act.

**Builder Take-down Schedule**: The Offeror should submit the proposed take schedule for lots.

**Marketing and Demand Strategy**: The Offeror should submit a detailed description of the post-award marketing approach and strategies to creating desire for the housing product type(s) offered. Offeror will identify strategies and their approach to creating demand for the product being marketed. Offeror will be expected to work closely with RDA development team, to ensure integration of their plans and strategies with the master development concept and approach.

4.2.5 **Exceptions or Restrictions**: Should the Offeror take exception to any provision or requirement of this RFP, it must be indicated in this section.

4.2.6 **Affidavits, Certifications, and Affirmation**: The Offeror is required to submit with the proposal certain certifications, affirmations and affidavits. These forms must be completed by all Offerors. (See Appendix A)

---

1 **Minority business enterprise** means any business enterprise:
   (A) Which is at least fifty-one percent (51%) owned by one or more minority individuals, or, in the case of any publicly-owned corporation, at least fifty-one percent (51%) of the stock of which is owned by one or more minority individuals; and
   (B) Whose general management and daily business affairs and essential productive operations are controlled by one or more minority individuals; and
   (C) Which has been certified by the Supplier Development and Diversity Division as a Minority Business Enterprise pursuant to Division 6 of this Subtitle.

**County-based business** means a business whose principal place of operation is located within Prince George’s County, that meets the requirements of Section 10A-163(a), of the Prince George’s County Code and whose application for certification as a County-based business is approved by the Purchasing Agent.

**County-based small business** means a business that meets the requirements of Section 10A-163(b) of the Prince George’s County Code and whose application for certification as a County-based small business is approved by the Purchasing Agent.
4.2.7 No Conflicts of Interest: The Offeror is required to make a statement of no knowledge of any potential conflicts of interests with the Redevelopment Authority or Prince George’s County.

4.2.8 No Pending Litigation: The Offeror must affirm that they are not party to any pending litigation against the Redevelopment Authority or Prince George’s County.

4.2.9 Certificate of Good Standing: The Offeror must provide a Certificate of Good Standing from the State of Maryland.

SECTION V: EVALUATION AND SELECTION PROCESS

5.1 SELECTION PROCESS

The Proposal that best meets with the Redevelopment Authority’s requirements in this solicitation including the Development Objectives will be selected.

5.2 EVALUATION AND SELECTION COMMITTEE

The Proposal Analysis Group (PAG) will evaluate all proposals received by the closing deadline. The PAG may request additional technical assistance from any resource at its discretion.

5.3 QUALIFYING PROPOSALS

The PAG shall first review each Proposal for compliance with the requirements of this RFP as set forth in Section IV. Failure to comply with any requirements of this procurement may disqualify an Offeror’s Proposal. The RDA reserves the right to waive a requirement and/or minor irregularities when it is in the RDA’s best interest to do so. Proposals will not be opened publicly. The RDA also reserves the right to request supplemental information from Offerors during the evaluation period.

5.4 EVALUATION CRITERIA

After determining compliance with the requirements of this RFP the PAG shall conduct its evaluation of the technical and cost merit of the proposals. Each proposal received as a
result of this RFP shall be subject to the same review and evaluation process. The following criteria will be used in the evaluation of submitted proposals:

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Project: Evaluation criteria include the overall economic impact of the project, the design, the development program, and the consistency with neighborhood plans and zoning. Proposals that go above the requirement of LEED Silver and achieve LEED Gold or Platinum will be scored higher.</td>
<td>25</td>
</tr>
<tr>
<td>Developer/Builder Team Capacity: Evaluation criteria include demonstrated past experience of the project team to complete projects similar to what is being proposed the project (10 points). Financial capability will be based upon the development team equity, sources and uses budget, and audited financial statements. (15 points).</td>
<td>25</td>
</tr>
<tr>
<td>Financial Return: The greater the financial return offered to the RDA and the sooner it is offered, the larger the deposit offered, the higher the score in this category.</td>
<td>20</td>
</tr>
<tr>
<td>Local and Minority Business Involvement: The higher the level of local and minority business participation, the higher the score in this category.</td>
<td>10</td>
</tr>
<tr>
<td>Builder Take-down Schedule. The earlier the take down of lots from the RDA, the higher the score in this category.</td>
<td>10</td>
</tr>
<tr>
<td>Marketing Strategy: Evaluation criteria include the thoroughness of the marketing strategy and approach to creating desire and demand for product.</td>
<td>5</td>
</tr>
<tr>
<td>Responsiveness to the RFP: Evaluation criteria include the level clarity and presentation in meeting the objectives of the proposal.</td>
<td>5</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>100 Points</strong></td>
</tr>
</tbody>
</table>

5.5 **FINAL RANKING AND SELECTION**

The evaluation criteria contained herein shall be scored by the PAG based upon the stated weight factors for each evaluation criteria. The PAG will make recommendations to the Executive Director for award of the exclusive right to negotiate a Development Agreement with the RDA, based on the terms of the Offeror’s submission. Finalists will be required to present their proposal to the community during a public meeting to be scheduled by the RDA.

Based on the PAG’s initial review of proposals, the RDA may invite, without cost to itself, ranking finalists to make a presentation to the PAG of their proposal and their
capabilities as a further consideration in the selection process. The RDA reserves the right to make an award with or without negotiations or to request best and final offers. Only those Offerors who are deemed to be reasonably susceptible of being selected for award shall be offered the opportunity to participate in this process. The RDA also reserves the right to request supplemental information including, but not limited to, audited and unaudited financial statements of all equity partners.

5.6 EXCLUSIVE RIGHTS OPTION FEE

The Offerors must submit a statement that it will pay the RDA a refundable, exclusive rights option fee of $10,000 if selected. This fee will be held by the RDA in a non-interest bearing account during the period of exclusive negotiations for a development agreement. Upon the successful execution of a development agreement, the exclusive rights option fee becomes nonrefundable and a negotiated good faith deposit is required.

5.7 PROPOSALS PROPERTY OF THE RDA

All proposals submitted in response to this Request for Proposals become the property of the RDA and may be appended to any formal documentation which would further define or expand the contractual relationship between the RDA and the successful Offeror.
APPENDIX A-1

VENDORS OATH AND CERTIFICATION

Pursuant to Subtitle 10, Section 10A-110 of the Prince George's County Code, the Purchasing Agent requests as a matter of law that any contractor receiving a contract or award from Prince George's County, Maryland, shall affirm under oath as below. Receipt of such certification, under oath, shall be a prerequisite to the award of contract and payment thereof.

"I (We) hereby declare and affirm under oath and the penalty of making a false statement that if the contract is awarded to our firm, partnership or corporation that no officer or employee of the County whether elected or appointed, is in any manner whatsoever interested in, or will receive or has been promised any benefit from, the profits or emoluments of this contract, unless such interest, ownership or benefit has been specifically authorized by resolution of the Board of Ethics pursuant to Section 1002 of the Charter of Prince George's County, Maryland; and

I (We) hereby declare and affirm under oath and the penalty of making a false statement that if the contract is awarded to our firm, partnership or corporation that no member of the elected governing body of Prince George's County, Maryland, or members of his or her immediate family, including spouse, parents or children, or any person representing or purporting to represent any member or members of the elected governing body has received or has been promised, directly or indirectly, any financial benefit, by way of fee, commission, finder's fee, political contribution, or any other similar form of remuneration and/or on account of the acts of awarding and/or executing this contract, unless such officer or employee has been exempted by Section 1002 of the Charter of Prince George's County, Maryland.

Handwritten Signature of Authorized Principal(s):

Name: ________________________________ Title:
STATEMENT OF OWNERSHIP AND BIDDER QUALIFICATION AFFIDAVIT

Part A below requires a business entity, when responding to a bid or proposal solicitation, to provide a statement of ownership as a condition of eligibility to receive a contract from Prince George's County.

Part B is an affidavit of "No Conviction" for bribery, attempted bribery, or conspiracy to bribe, and is required under Section 16-311 of the Maryland State Finance and Procurement Article.

NOTE: Submission of completed document is prerequisite to award.

PART "A" - OWNERSHIP Date

1. Full name and address of business
   City and State Zip Bus. Phone w/area code

2. Is the business incorporated? yes no

3. Other names used by business i.e., T/A

Non-Corporate Business

If response to Item #2 above is No, list the name and business and residence address of each individual having a ten percent (10%) or greater financial interest in the business.

   Name Business Address Residence Address

Corporate Business Entities

Is the corporation listed on a National Securities Exchange? yes no

4. List the names of all officers of the corporation, their business and residence addresses and the date they assumed their respective offices.

   Residence Name Office Date Office
   Business/Address Assumed

5. List the names of all members of the current Board of Directors, their business and residence addresses, the date each member assumed office and the date his/her term as a Director shall expire (if any).

   Date Date Term of
   Name Business/Address Office Assumed Office Expires

6. List the names and residence addresses of all individuals owning at least ten percent (10%) of the shares of any class of corporate security, including but not limited to stocks of any type or class and serial maturity bonds of any type or class.
PART "B" - AFFIDAVIT (BIDDER'S QUALIFICATION STATEMENT)

1. I am the ___________________ of __________________________

   a party interested in obtaining a contract with Prince George's County under conditions set forth in documents
   for Bid No. ______________.

2. Upon examination of relevant records and to the best of my knowledge, no officer, director, partner or employees
   of the aforementioned business entity has on the basis of acts committed after July 1, 1977, been convicted of, or
   entered a plea of nolo contendere to, a charge of bribery, attempted bribery or conspiracy to bribe under the laws
   of the State of Maryland, any other state, or the federal government other than those listed on the attachment to this
   affidavit (attachment should list name, title, offense, place and date of conviction or plea);

3. I have been authorized to make this statement on behalf of the aforementioned party.

   ________________________________
   (Signature)

ACKNOWLEDGMENT (Corporate)

I, ________________________________ certify that

   Name (Printed)

I am the ________________________________ of

   ________________________________ and that

   Title and Business Entity

   ________________________________ who signed the above Affidavit/

   Name (Printed)

is ________________________________ of said entity; that

   Title
I know his/her signature, and his/her signature thereto is genuine; and that the above Affidavit/Statement of Ownership was duly signed, sealed, and attested for in behalf of said entity by authority of its governing body. Further, under penalty of perjury I solemnly affirm that the contents of the foregoing Affidavit and Statement of Ownership are true to the best of my knowledge, information and belief.

____________________________________ (SEAL)
(Name Printed)

____________________________________ (SEAL)
(Signature)

____________________________________ (SEAL)
Corporate Seal (as applicable)
<table>
<thead>
<tr>
<th>Product Type</th>
<th># of units</th>
<th>Price /unit</th>
<th>$ Total Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Type A: 16 feet wide townhouse</td>
<td>90</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Type B: 20 feet wide townhouse</td>
<td>92</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Type C: 24 feet wide townhouse</td>
<td>37</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>