

Request for Qualifications

FOR DEVELOPMENT OF TOWN
OWNED LAND IN DOWNTOWN
CARY



RFQ Number: 354-TR23-40

Issue Date: May 10, 2023

Qualifications Due: June 30, 2023 at 11:00 am EDT

Qualification submittals will not be accepted after
the due date and time.

CaryNC.Gov

CARY
— LIVE INSPIRED™ —



About Cary, North Carolina

Cary, North Carolina, is a thriving, forward-looking, and diverse community nationally recognized for its quality of life. The locality is known as one of the best midsize and high-caliber municipal services communities in the nation. Cary's recent accolades designate it as a wonderful place to live, work, find a home, start a business, raise a family, or retire. Over 182,000 citizens within 61 square miles and spanning 3 counties call Cary home, making it the 7th largest municipality in North Carolina.

Cary consistently outperforms national averages for home values, job creation, personal income, and population growth. It is conveniently situated between Raleigh, North Carolina's capital city, and Research Triangle Park, an international research and technology hub. With a short two-hour drive, citizens enjoy beaches to the east and mountains to the west.

Cary's economy is robust because of careful planning, conservative financial budgeting, and prudent decision making. Smart growth and development allows for a low and stable tax rate and a significant tax base resulting in extremely high levels of service and infrastructure. The demands for development continue to be strong, and our economic status is due in part to being home to world-class businesses in an area with a strong public education system, several notable universities, and major health care facilities.

Cary has maintained a strong financial position for decades, as evidenced by our AAA rated bonds. Our fiscal year 2023 reflects a total budget of \$443.6M, which includes a \$324M operating funds and a \$119M for capital projects.

Accolades



Money Magazine named Cary, North Carolina, the hottest town in the East and one of six Hottest Towns in America. Cary was also recognized by Money Magazine as one of the Best Small Cities in America, ranking an impressive 5th on one of the magazine's annual lists of Best Places to Live. As noted in several major publications, Cary's accolades are numerous:

2022 Best Local Government to Work

#1 Most Affordable Safe Cities

#1 Safest Place in North Carolina

#1 Most Resilient Economies in America

#1 City in North Carolina Where Women are Successful

#3 in National Lowest Property Crime Rate

#4 Happiest Cities in the US

#7 Cities Where Millennials are Moving

Purpose

Cary citizens know that their local government is a committed partner and trusted steward of their resources. Cary facilitates the development of our community, with a focus on creating a sustainable and livable environment for our residents. We are responsible for creating plans and strategies that guide the growth and development of this great community, including the physical infrastructure, social networks, and cultural institutions that shape its character.

Cary is interested in attracting private-sector investments to its downtown to create redevelopment options to address gaps in the downtown retail, office, and housing offerings, as well as enhance its economic base. The purpose of this Request for Qualifications (RFQ) is to identify a developer with the interest, capacity, and qualifications to design, plan, finance, construct, own, and operate a desirable mixed-use development project on one or more sites that will include office space, housing, retail, transit and possibly entertainment.

Cary may consider relocating existing municipal facilities to make this highly desirable area available for private development. Cary is seeking to identify a qualified and capable developer who is interested in achieving mutually beneficial development goals. Cary anticipates utilizing its downtown development project authority (NCGS § 160D-1315), development agreement authority (NCGS § 160D-1001), economic development authority (NCGS § 158-7.1), or the like to effectuate this project.



Cary Governance

The [2040 Imagine Cary Community Plan](#) articulates Cary's vision and values and sets a course for achieving a desired future that ensures prosperity through quality and commitment to a sense of community, culture, and history. We have a long track record of excellence and innovation. We focus every day on enriching the lives of our citizens by creating an exceptional environment and providing exemplary services that enable our community to thrive and prosper. The key to our success is strong partnerships between the citizens, council, staff, and businesses.

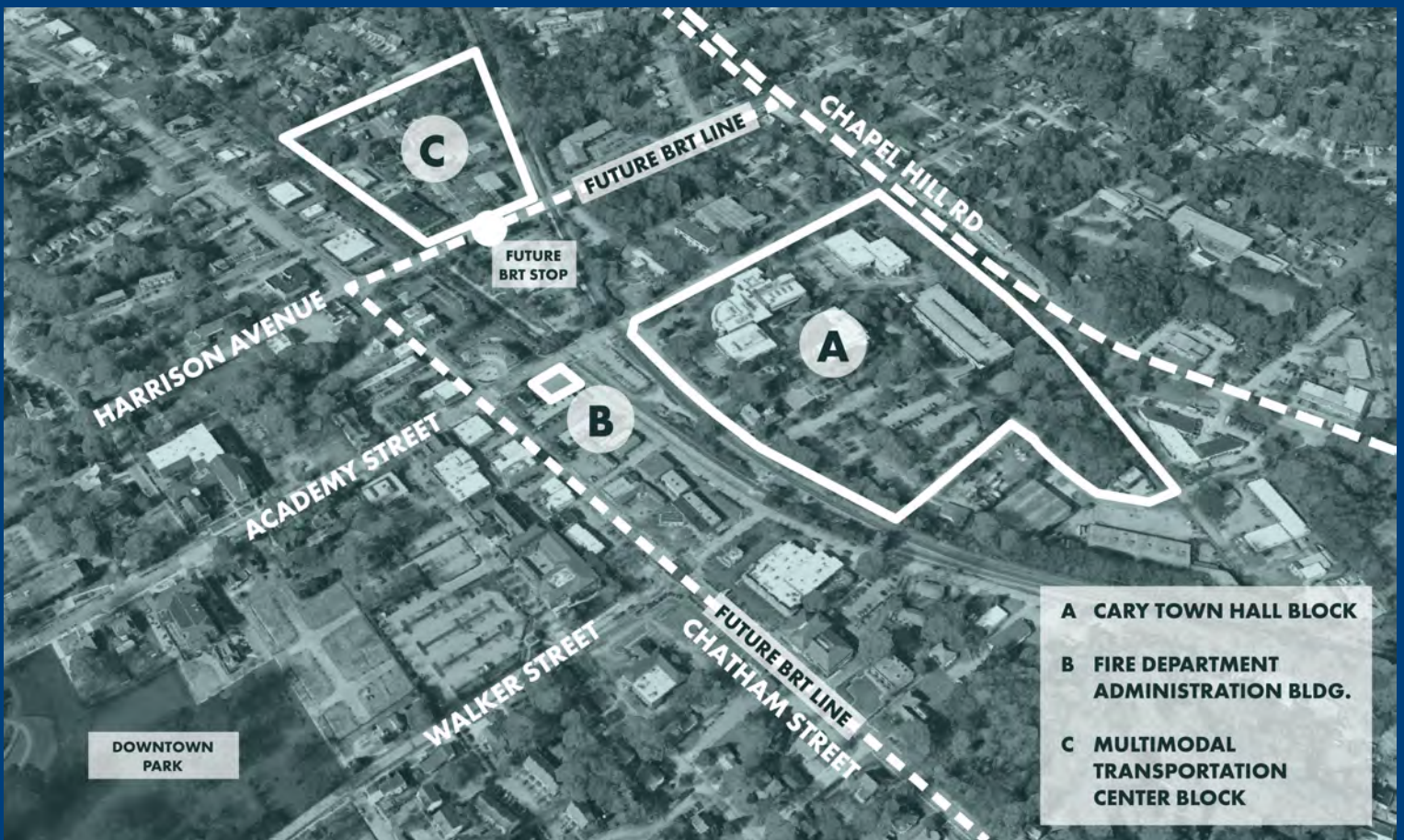
Cary challenges the standard for how local governments should operate. We embody excellence, professionalism, and inclusion in local government by demonstrating leading practices and partnering effectively with our community. We build on our legacy of excellence and recognize that we always have room to grow. This continued excellence requires that we challenge convention and dare to think differently, always learning along the way. When we are successful, our citizens know that their local government is a committed partner and trusted steward of their resources.



SITES

Cary owns or is in the process of negotiating for multiple parcels that offer a minimum combined **28.01 acres** on the eastern and western sides of N. Academy Street and N. Harrison Avenue. Cary owns sites A (18.67 acres) and B (.11 acre), and is working towards acquiring properties on site C (9.23 acres). Sites A and B are currently being used by Cary for a variety of municipal services, and site C is designated for a future multimodal center.

All of the sites are located in the booming downtown district of Cary. The land is generally flat and is serviced by Cary water and sewer, and all utilities are available. Future projects on these sites should be urban in character, well integrated with surrounding uses, highly visible to and actively used by people of all ages, and include some natural features. The projects will comprise a signature destination that integrates the arts, recognizes the community's diversity, includes sustainable/environmentally sensitive design, activates the streetscape, and offers architecture responsive to the urban historic fabric and views of the downtown. Sensitivity to the needs of surrounding neighborhoods, transit users, adjacent properties, and local businesses is important. The Appendix includes marketing illustrations that were co-created with Urban Design Associates to show Cary's vision for this area.



An aerial view of the sites is included for reference only.

SITES

Site C - the Multimodal Transportation Center - is envisioned to be a comprehensive transportation facility, which will enrich and enhance downtown development efforts and provide Cary residents improved mobility options to connect regionally within the Triangle. It is expected that a new multimodal facility will enhance the traveler experience and the efficiency of transportation service operators within Cary, and incorporate a mix of commercial and residential uses, and public open spaces which are thoughtfully integrated and serve people working, living, and visiting the region.

Assumption of Use

Existing Zoning: The properties are currently zoned Town Center Institutional and Office & Institutional. These districts do not support mixed use development, so a rezoning of the properties will be necessary for any mixed-use plans. All entitlement and permitting will be completed in accordance with the Town's codes and standards.

2040 Imagine Cary Community Plan: The 2040 Imagine Cary Community Plan, adopted January 24, 2017, is a comprehensive plan that establishes a long-term vision, policies, and strategic actions with a time horizon out to 2040. The vision for Downtown Cary will come to fruition through the redevelopment and investment in six distinct subareas of Downtown and its surrounding supporting neighborhoods. The downtown character will be translated through streetscapes and the public areas will reinforce the cohesive design approach for downtown.

Town Hall and Police Department: There will be a Town Hall and space for a police department headquarters owned by the Town on one of the sites.



Selection Process

Submittals from qualified Respondents who have demonstrated experience in similar developments working in a downtown core will be given preferential treatment. The response shall address the evaluation criteria and be limited to no more than ten (10) pages with ten (10) additional pages of appendices which may include graphs, charts, photos, illustrations, or additional resumes. The letter of introduction shall not exceed two (2) pages. All pages should be letter size (8.5 x 11 inches), with a minimum font size of 11. Combinations of text and graphic material may be used at the developer's discretion to adequately convey qualifications.

Team

Response shall indicate capability to deliver development solutions and offer an overview of firm's staff, history, reputation, and any specialized services and areas of primary design practice.

Experience

Response shall indicate relevant experience in successful planning and implementation of mixed-use developments, by outlining the firm's development approach, describing experience and examples working on similar projects to what is illustrated in the Appendix.

Financial Ability to Execute

Respondents shall demonstrate their financial strength to undertake a redevelopment project of this scope.

M/WSBE Participation

Response shall indicate evidence of a commitment to having a significant involvement (at least 10%) in all aspects of development phases by minority, women-owned, and small businesses.

Respondents Shall Disclose

- Any conflicts of interest that could be relevant to this project in any manner
- Any projects/financing on which the Respondent or any of its members has defaulted
- Any litigation involving governments in the last ten years
- Whether the Respondent or any officer, director, or owner thereof has had judgments entered against them within the past 10 years for breach of contract for construction or development
- Whether the Respondent has been in substantial noncompliance with the terms and conditions of prior construction or development contracts with a public body
- Whether any officer, director, or owner is currently debarred from bidding or contracting by any public body, agency of any state, or agency of the federal government

Selection Process

Cary will conduct a review process to identify the Response that best meets the Town's objectives and needs. The process will begin with a review of all submitted responses to this RFQ, resulting in a short-list of Respondents deemed by the Town to be the most qualified, experienced, and financially capable. A review of all responses and materials will be conducted by a panel.

Upon review of the Responses, the Town may select, at its sole discretion, one or more Respondents deemed most qualified to undertake the development of the sites and best serve the needs of the Town and invite them to make a formal presentation to a panel. It is the Town's expectation that the participants in the interview will include the representatives who are expected to function in the more significant management/leadership roles of the proposed teams for the first five years of the project development. The Town may solicit additional information and/or materials from short listed Respondents at any time.

Evaluation Process

Responses to this RFQ will be evaluated according to the following general criteria:

- Demonstrated experience in master planning and placemaking for vertically mixed-use transit-oriented developments
- Track record and demonstrated ability for success in public-private partnerships.
- Ability of the team to understand the goals and objectives in the 2040 Imagine Cary Community Plan and define a process for delivering a development that meets these goals
- Willingness to enter into a contract with a government agency.
- Compliance with and responsiveness to the RFQ
- Applicability of firm philosophy
- Past performance in the successful engagement of minority, women-owned, and small businesses on mixed-use projects

Schedule

RFQ Number: 354-TR23-40

Issue Date

May 10, 2023

Deadline for RFQ Questions

May 31, 2023 at 12:00 pm EDT

Deadline for Cary Responses to Questions

June 7, 2023

Response Submittal Due Date & Time

June 30, 2023 at 11:00 am EDT

Instruction to Respondent

Submission Requirements and Contact Information

Respondents must submit one (1) electronic version of qualifications, submitted as viewable and printable Adobe Portable Document File (PDF), via email at Ted.Boyd@carync.gov. The subject of the email should read "**RFQ #354-TR23-40: Submittal**", and must be received on or before 11:00 AM EDT on June 30, 2023.

To be considered, all requested information shall be submitted. All material shall be presented succinctly in the order as requested in this RFQ. Cary has the authority to make this selection and reserves the right to accept, modify or reject any or all responses, in part or total, and to waive any nonconformities determined to be in the best interest of the project.

RFQ Clarification and Questions

Potential Respondents may submit questions to Cary about the contents of this document. All inquiries must be written and shall be emailed with the subject line **RFQ #354-TR23-40: Questions** to: Ted.Boyd@carync.gov. Cary shall issue an Addenda reflecting questions and answers to this RFQ, if any, which shall be posted to the North Carolina Interactive Purchasing System (NC IPS) website at: www.ips.state.nc.us.

No information, instruction or advice provided orally or informally by Cary personnel, whether made in response to a question or otherwise in connection with this RFQ, shall be considered authoritative or binding. Respondents shall be entitled to rely only on written material contained in an Addenda to this RFQ.

Inquiries will be accepted up to May 31, 2023 at 12:00 PM EDT. Cary will not entertain any further questions after the due date.



General Provisions

1.Ownership, Public Records, and Costs of Submittals -- Upon submission, all Responses become the property of the Town of Cary. Responses are public records and subject to public records requests. Cary may provide copies of such records in response to public record requests, except that, upon request of and indemnification by the Respondent, Cary will not disclose records that meet all of the requirements of a trade secret as set forth in N.C.G.S. 66-152, that are specifically designated as a “trade secret” or “confidential” at the time of initial disclosure, and that are otherwise entitled to protection under N.C.G.S. 132-1.2(1). All costs for development of the written response are entirely the obligation of the Respondent and shall not be remunerated in any manner by the stakeholders.

2.Non-Warranty of Request for Qualifications -- Due care and diligence have been used in preparing this RFQ. However, Cary shall not be responsible for any error or omission in this RFQ, nor for the failure on the part of the Respondents to ensure that they have all information necessary to affect their response.

3.Request for Clarification -- Cary reserves the right to request clarification of information submitted and to request additional information of one or more Respondents, either orally or in writing, at any time during the evaluation and selection process.

4.Collusion -- The Respondent, by submitting a Response, declares that the submission is made without any previous understanding, agreement, or connection with any persons, Respondents, or corporations making a competing submission on the same project, and that it is in all respects, fair and in good faith without any outside control, collusion, or fraud.

Thank You!

CARY TOWN HALL



Contact

Ted Boyd
Town of Cary
Director of Economic Development
PO Box 8005
Cary, NC 27512
Ted.Boyd@carync.gov
(919) 469-4000
www.CaryNC.gov

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OWNED LAND IN DOWNTOWN
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Appendix



Cary Town Hall
Main Entrance
316 North Academy Street



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The marketing illustrations in this packet were co-created with Urban Design Associates, Ltd. for marketing illustrations of aspirational mixed use projects in Cary.

RFQ: For Development of Town Owned Land in Downtown Cary



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WILKINSON AVE - INSPIRED

RFQ: For Development of Town Owned Land in Downtown Cary



PAGE-WALKER LAWN - EXISTING

RFQ: For Development of Town Owned Land in Downtown Cary



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HARRISON AVE AT MULTIMODAL CENTER - EXISTING

RFQ: For Development of Town Owned Land in Downtown Cary



HARRISON AVE AT MULTIMODAL CENTER - INSPIRED

RFQ: For Development of Town Owned Land in Downtown Cary



CHAPEL HILL ROAD - EXISTING

RFQ: For Development of Town Owned Land in Downtown Cary



RFQ: For Development of Town Owned Land in Downtown Cary



CHAPEL HILL ROAD - EXISTING

RFQ: For Development of Town Owned Land in Downtown Cary

