

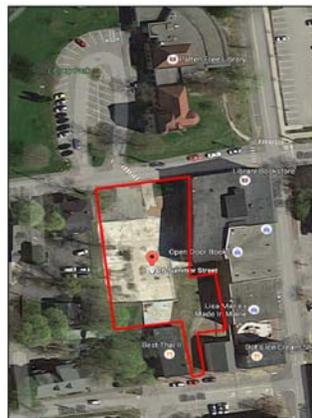


**CITY OF BATH, MAINE
REQUEST FOR PROPOSALS:**

26 Summer Street - Former YMCA Site Redevelopment

The City of Bath, Maine is requesting proposals from qualified firms or individuals to purchase and develop a vacant downtown property located at 26 Summer Street in Bath's historic downtown. The site consists of .58 acres and is zoned "Downtown Commercial" (C-1) and permits a wide-variety of uses with space and bulk constraints. Density is not constrained within the C-1 zoning district. The property is within the Historic District Overlay District, requiring architectural review. This is a tremendous, and rare, opportunity to invest in Bath's iconic downtown.

Information Packets: Information on the RFP scope and proposal guidelines may be obtained by contacting Scott LaFlamme, Director of Economic Development, City of Bath, 55 Front Street, Bath, Maine 04530, by calling 207-443-8372 or by emailing at slaflamme@cityofbath.com. Proposals must be received by Tuesday, February 14, 2017 at 12:00pm.





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I. INTRODUCTION

The City of Bath, Maine is requesting proposals from qualified firms or individuals to purchase and develop a vacant downtown property located at 26 Summer Street in Bath's historic downtown.

To be considered, firms must submit three (3) copies of each proposal to Bath City Hall, 55 Front Street Bath, ME 04530 no later than Tuesday, February 14th, at 12:00PM. Any inquiries concerning the proposal should be directed to Scott LaFlamme, Director of Economic Development at the address above, at 207-443-8372 or via email at slaflamme@cityofbath.com. Any subsequent addendums to this RFP will be made available on the City's website: www.cityofbath.com.

During the evaluation process, the Bath City Council reserves the right, where it may serve the City's best interest, to request additional information or clarifications from proposers, or to allow corrections of errors or omissions. At the discretion of the Bath City Council, firms or individuals submitting proposals may be requested to make oral presentations as part of the evaluation process.

The City reserves the right to retain all proposals submitted and to use any ideas in a proposal regardless of whether that proposal is accepted. Submission of a proposal indicates acceptance by the firm or individual of the conditions contained in this request for proposal. The City reserves the right to reject any or all proposals submitted, or select a particular proposal regardless of price if deemed to be in the best interest of the City. Since the type of development proposed is of significant importance to the City, it further reserves the right to negotiate proposals with any bidder regardless of the price suggested for the purchase.

There is no expressed or implied obligation for the City of Bath to reimburse responding firms or individuals for any expenses incurred in preparing proposals in response to this request. All pertinent reports or studies completed on the site will be available upon request from the bidder.

II. PURPOSE/ GOALS

The City of Bath is seeking high quality proposals for the purchase and development of a city-owned parcel comprised of .58 acres, situated at 26 Summer Street. The site is across the street from the Patten Free Library and City Park and is adjacent to a block of multiuse buildings on Front Street. There is a significant grade difference on the property, which allows access from both Summer Street and Elm Street. The Bath City Council intends to ultimately enter into a purchase and sales agreement with a responsible firm or individual to create, design and construct a project consistent with the following desired uses (per the City's Comprehensive Plan), as well as the goals and visions for the site as outlined below:

GOALS

- Economic Development through job creation and retail market opportunities
- Enhance commerce by blending service providers with a dynamic downtown business culture
- Create sustainable housing options that are consistent with the *Bath Area Housing Needs Assessment*
- Increase Downtown vibrancy through new and exciting ventures
- Creation of aesthetically pleasing structure and grounds that meet/exceed Bath's Historic District requirements.
- Provide opportunities to generate more residents, consumers, employees and/or visitors throughout the downtown.

VISION

- A project that will continue the momentum established for downtown revitalization
- A project that will help draw more people to the north end of Front Street within the Downtown
- A project reflective of the quality and character of a thriving Main Street community
- A project that will enhance Bath's incredibly unique sense of place

DESIRED USES

- **Entertainment establishments:** Restaurants, bars, coffee shops, ice cream parlors, newsstands, bookstores—these are places that attract people wanting simply to gather and experience the joys of the community.
- **Downtown residences:** Condos and apartments in upper floors of downtown buildings are the new frontier of residential development. Again, the goal is to get more bodies downtown on foot with money in their pockets.
- **Professional and corporate offices in the downtown:** Architects, lawyers, dentists, accountants, insurance and travel agents, and so forth—relocating such offices from the surrounding neighborhoods frees up housing as well as provides an additional attractant to coming downtown. Professionals also form a valuable vested interest to complement the

usual downtown merchants. Significant downtown corporate employers put more people on Main Street with money in their pockets and a valuable vested interest.

- **Enticing retail:** Retail that thrives in the new downtowns offers something that can't be found at the mall. That means quality rather than price. That means service rather than convenience. That means creativity and uniqueness rather than staples.
- All other legally-permitted can be viewed on the City's website, www.cityofbath.com. The property is zoned "Downtown Commercial" (C-1) and permits a wide-variety of uses with space and bulk constraints. Density is not constrained within the C-1 zoning district. The property is within the Historic District Overlay District, requiring architectural review.

III. DESCRIPTION OF THE GOVERNMENT/ BACKGROUND

The City operates under a Council/Manager form of government, with a nine (9) member City Council. Bath has 105 full-time employees that span over 20 departments. Among others, Bath has a full-time Fire Department, Police Department, Public Works and waste water treatment facility. The site's water is served by the Bath Water District. BWD is a quasi-municipal department that has reasonable rates and ample capacity. Three phase power, natural gas, high speed fiber and cable television are also available at this site.

Bath (population 8,400) is the county seat and a service center community for Sagadahoc County, Maine. Comprised of 12 square miles, the City shares its eastern border with deep-water access to the Kennebec River. Due to its close proximity to the river, Bath has embraced a rich tradition of shipbuilding and maritime innovations. We are home to Bath Iron Work (BIW), a local subsidiary of General Dynamics. As world leaders in naval ship designing, engineering and manufacturing, BIW's innovative processes have helped to consistently acquire Federal defense contracts. With nearly 6,000 employed, BIW is Maine's fourth largest employer and an economic cornerstone in the state.

Bath is bisected from east to west by U.S Route 1, which produces 25,000 vehicular travelers each day. Within the City's downtown footprint is an eclectic mix of high intense commercial industries, densely compacted neighborhoods, rich historically-preserved architecture, and a bustling downtown/waterfront district.

Our downtown is supported by Main Street Bath, a local non-profit that works to promote Bath's downtown and local businesses. Annually, Main Street Bath puts on over a dozen events to showcase Bath's historic downtown. The most popular is its Heritage Days celebration that spans over three days and brings over 20,000 visitors to Bath.

Bath residents attend Regional School Unit (RSU) 1 schools, along with students from Woolwich, Phippsburg and Arrowsic. Bath is home to two elementary schools, a middle school and a regional high school with technical center. RSU 1 is currently in the process of designing a new high school which is slated to open in the early 2020s.

IV. LOCATION

The site consists of one (1) lot as outlined on the City of Bath tax map number 26, lot 218. The property is comprised of .58 acres with road frontage on both Summer Street and Water Street. From 1894 to the early-2000s the property was home to the Bath YMCA. When the organization moved to their new facility, the City acquired the property and demolished the building, which was in extreme disrepair. Since demolishing the building in 2012, the site was an eligible EPA Brownfields site and has been completely remediated.

The property is abutted by longstanding residential units, retail businesses and restaurants and sits across Summer Street from the Patten Free Library and City Park.

Due to the City's urban core and dense neighborhoods, developable commercial land is in high demand. Within the last ten years, Bath's downtown has seen over \$30 million in private development. This includes a state-of-the-art medical office building, a 94 room Hampton Inn hotel and up to 40 high-end condo units (currently under construction). All three of these projects are within a five minute walk of the site. Bath's retail space downtown is at nearly 100% occupancy, with some business owners seeing unprecedented sales. It's fair to say that Bath is experiencing a development renaissance. There has never been a better time to invest in our community.

V. EVALUATION PROCEDURES

Review of Proposals

The Bath City Council will evaluate the proposals on the basis of the qualifications, relevant experience and responsiveness of the bidders, the nature of the proposed development, as well as the estimated cost of the engagement.

Evaluation Criteria

- Adherence to stated goals as above
- Financial strength, adequacy of personnel, and past performance of bidder
- Time frame to completion of project
Creativity evident in proposal
- Financial return to the City of Bath for sale of property

Final Selection

The City Council will select a bidder after considering the recommendation of the City Manager, and reserves the right to negotiate a satisfactory contract (including prices) with any bidder. A

Municipal Quit Claim deed will be given to the successful contractor following final project completion. Submission of a proposal indicates acceptance by the firm of the conditions contained in this RFP unless clearly and specifically noted in the proposal submitted and confirmed in the contract between the City and the firm selected.

IV. SUBMISSION REQUIREMENTS

The following must be submitted in response to this Request for Proposal. Please provide three (3) copies for consideration.

- A written narrative that summarizes the developer's plans for the site, any proposed new construction, the approach the developer will take to complete the project and any important issues that will require attention
- Provide a schedule for design, construction and occupancy of any buildings within the project
- Provide a conceptual design for the completed project
- Provide a pro forma for all aspects of the project
- Provide references and documentation of past performance showing ability to complete project and summarize experience related to similar ventures
- Provide evidence through financial statements, certified letter from a financial institution, credit line, or other data to indicate ability to fund 100% of project