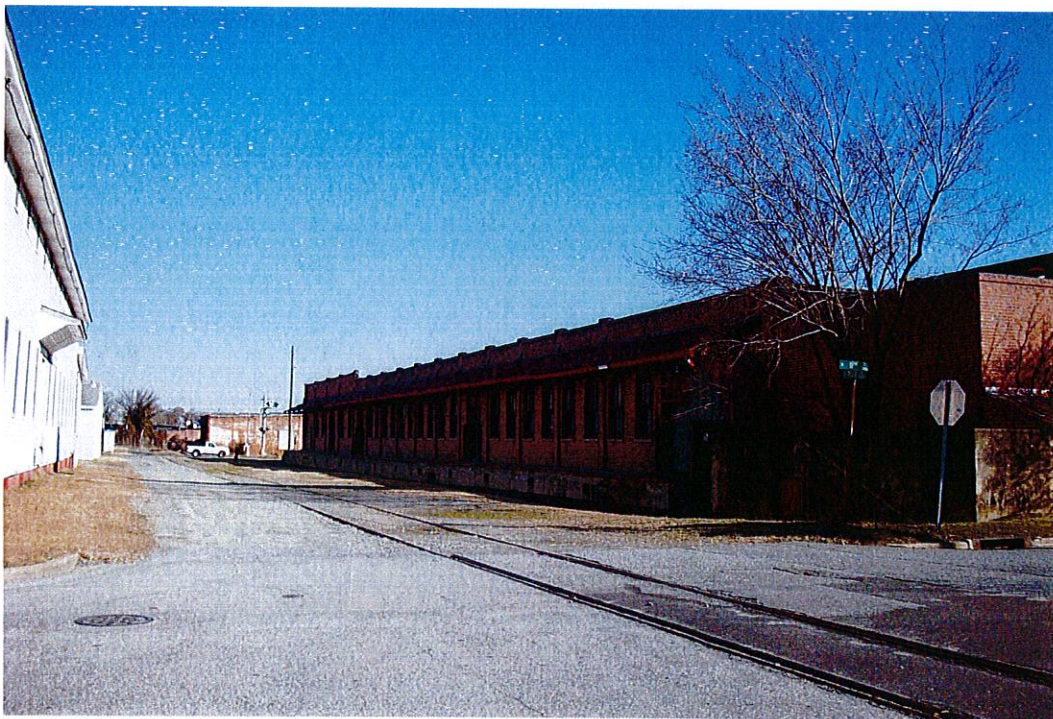




## REQUEST FOR QUALIFICATIONS

**For a Historic Buildings Restoration Project For Academic, Research  
and Administrative Space on the East Carolina University  
Millennial Campus**



**DUE DATE: November 8, 2016**

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## ADMINISTRATIVE INFORMATION

### **I. SCHEDULE OF RFQ ACTIVITIES AND DEADLINES**

Request for Qualifications issued	8-1-16
Two Mandatory site visits – 301 East 10 <sup>th</sup> Street (Meet at the corner of 10 <sup>th</sup> and Greene Street) Attendance to one of the two site visits is a mandatory requirement of this RFQ.	8-23-16 11 am or 8-29-16 11 am
Written questions due	9-12-16
Answers posted to website	10-4-16
Responses due	11-8-16
Complete review responses and develop shortlist of Developers	11-16-16
Site visits by shortlisted Developers	Estimated 12-5-16 through 1-9-17
Shortlisted Developers presentations/ interviews	Estimated 1-16-17 through 1-18-17
Developer selection	Estimated 1-30-17
Definitive agreements executed	Estimated 3-1-17

### **II. DUE DATE**

In order to be considered, six (6) paper copies plus one (1) digital version (i.e. flash drive or CD) must be **received** no later than **Tuesday, November 8, 2016, at 4 pm EST** in the Office of the Associate Vice Chancellor for Administration and Finance – Business Services, East Carolina University, 224 Ragsdale Building, Mailstop 208, Greenville, NC 27858. Envelopes containing responses should be marked “Historical Building RFQ”.

**In order to be considered, all responses must be received at the time and place listed above. Responses submitted late or at a place other than the address listed above will not be considered.**

### III. CONTACT INFORMATION

All questions must be submitted in writing via email (with a subject heading, "RFQ – Historic Building") to:

A. Scott Buck  
Associate Vice Chancellor for Administration and Finance –  
Business Services  
224 Ragsdale Building  
Mailstop 208  
East Carolina University  
Greenville, NC 27858  
bucka@ecu.edu

All questions will be answered on the East Carolina University Facilities Planning, Design, and Construction website:

[http://www.ecu.edu/cs-admin/campus\\_operations/facilities engineering and architectural services/Index.cfm](http://www.ecu.edu/cs-admin/campus_operations/facilities_engineering_and_architectural_services/Index.cfm).

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## **PROJECT INFORMATION**

### **I. About East Carolina University**

The main campus of East Carolina University (ECU) is located on about 540 acres in a residential area of Greenville, North Carolina. This campus has approximately 4.9 million square feet of academic, research, and residential space in 170 buildings. ECU also has a Health Sciences campus located on about 206 acres with nearly 1.6 million square feet of academic and research space in 61 buildings and a West Research Campus located on about 650 acres with more than 33,000 square feet in seven buildings.

ECU's website is [www.ecu.edu](http://www.ecu.edu).

### **II. Millennial Campus Designation**

In April 2015, the UNC Board of Governors authorized Millennial Campus designation at ECU. ECU owns approximately 328.35 acres in four separate sites based on their proximity to existing campus academic, health science, athletic and human performance activities, Greenville historic and arts districts, and the Tar River. Each Millennial Campus site will function in a manner similar to the Centennial Campus at North Carolina State University.

The Warehouse District site consists 22.3 acres (See Appendix 1) represents converging opportunities to restore and reuse valuable historic structures, anchor the planned Dickinson Avenue Arts & Innovation District, revitalize the Greenville Center City area, and develop highly-productive collaborative research, innovation, commercialization, and economic development spaces connecting ECU's Health Sciences and Main campuses.

The Uptown Area site consisting of 19.04 acres borders the east side of Uptown Greenville, bridging the main campus with the Uptown area and the (Tar) riverfront. When combined with ECU's Warehouse District holdings, these properties comprise a significant portion of Greenville's Uptown/Center City area and position ECU to join a select group of the nation's campuses leading revitalization in an urban core.

ECU's Health Sciences Campus consists of 214.16 acres and is immediately adjacent to its long-time partner, Vidant Medical Center, to the south and the new Durham VA Medical Center facility (Greenville Health Care Center) located to the north. Together, ECU, Vidant and the VA offer significant opportunities for patient-centered clinical research, discovery, and innovation with industry, government, military and community partners.

The Stratford Arms and Blount Fields properties consists of 72.85 acres and are proximate to

ECU's athletic and human performance complex and represent some of Greenville's most strategically located pieces of real estate. This property represents longer term opportunities through public-private partnerships for a live/work/play community; similar in some respects to NC State's Centennial Campus, Raleigh's North Hills, and Durham's West Village and American Tobacco District.

The Millennial Campus would be developed to enhance the research, teaching, and service missions of ECU by accelerating and expanding collaborative research, health sciences, teaching, and service to champion economic and community development for both Greenville and the region, producing innovations in education, science, technology, and the arts that address local and regional challenges while equipping the region with a magnet to attract talent and investment.

### **III. Project Overview**

#### **A. Goals**

The ECU Real Estate Foundation (Foundation) is seeking a creative, qualified team with a proven track record that would partner with the Foundation to renovate into academic, office and research spaces, three historic tobacco buildings within ECU's warehouse district properties on Tenth Street, part of ECU's newly designated Millennial Campus.

All three historic tobacco buildings are in the National Historic Tobacco District and ECU recently received North Carolina Historic Mill Rehabilitation Tax Credit Eligibility Certification on all three properties.

#### **B. Site Context**

The three subject properties are off of Tenth Street, Greenville, N.C. (See Appendix 1) and their description follows:

#1 American Tobacco Building, 1104 Clark Street, ± 12,315 square foot one-story brick building built in 1905 by American Tobacco Company as a storage warehouse (See Appendix 2).

#2 Hughes-Pritchard Warehouse, Northwest corner of West Eleventh and Pitt Streets, ± 19,000 square foot two-story frame building built in 1905 by the George S. Pritchard Tobacco Company Stemmer and Prizery used for processing and storage (See Appendix 3).

#3 Export Leaf Tobacco (Haynie) Building, 301 West Tenth Street, ± 70,000 square foot one-story brick building built in 1914 as a processing plant (Appendix 4).

The ECU Warehouse District properties are in close proximity to ECU's east campus and the N.C. Department of Transportation will begin construction of the Tenth Street Connector Project in 2016, with an improved street and a railroad overpass (See Appendix 5) adjacent to the three properties. For more information about the N.C. Department of Transportation 10<sup>th</sup> Street Connector Project, please visit

<http://www.greenvillenc.gov/government/public-works/major-projects/tenth-street-connector-project>

North of the Hughes Pritchard Warehouse was the Bostic Sugg Furniture Company showroom which ECU demolished in 2016.

#### **IV. ECU Project Vision**

##### **A. The Project Plan/Process**

The three ECU properties belong to the State of North Carolina (State). ECU's intention is for the State to ground lease the three properties to the Foundation for a term of up to ninety-nine (99) years. The Foundation shall enter into a long term ground lease for properties in as is condition with the selected Developer. The Developer shall finance, design, and renovate the three properties to the Foundation's specifications. The Developer shall hire architect and contractor with prior approval of the Foundation. The Export Leaf Tobacco (Haynie) Building shall be the first project to be designed, renovated, and completed. The other two properties will be leased and renovated at a later time to be determined. It is the desire of the Foundation to utilize one Developer for all three buildings, but renovation of the remaining two buildings shall be determined by the successful renovation of the Haynie Building and the Foundation's satisfaction of the Developer's performance on the project. The Foundation shall lease the Haynie Building from the Developer for a term of sixty (60) years, commencing from the completion of the project. At the end of the sixty (60) year lease term, the property shall revert to the Foundation. The Foundation lease shall be a full service lease agreement with the Developer responsible for all building and grounds maintenance, water, sewer, and utility connections including fiber optic. ECU as the Sublessor shall pay for janitorial services and monthly gas/electric bills. It is the intention of the Foundation to sublease the building to ECU and other entities.

As stated previously, ECU has secured NC Historic Mill Rehabilitation Tax Credit Eligibility Certification and the Foundation expects the successful Developer to fully maximize the use and potential of these credits. The Developer is expected to fully utilize the opportunities for other credits by applying for, obtaining, and utilizing Federal Historic Tax Credits and Brownfield Grants and Loans. All credits will accrue to the Developer. The Developer must be capable of securing financing and to successfully manage the renovation/construction project within National Park RFQ - ECU Historic Buildings Project

Service guidelines, the Foundation's building specifications, and within project schedule.

**B. Building Design/Expert Leaf Tobacco Building**

The Export Leaf Tobacco Building (Haynie) is the largest building comprising of approximately 70,000-75,000 square feet. The one-story masonry building is in declining state. The building is to be renovated to accommodate academic, administrative and research needs.

**V. PROJECT SCHEDULE**

Developer selection	Estimated 1-30-17
Letter of Intent – Developer programming and design	Estimated 2-3-17
Begin Foundation due diligence and negotiation of definitive agreements	Estimated 2-15-17
Definitive agreements executed	Estimated 3-1-17
Certificate of Occupancy Issued	TBD

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## **I. REQUEST FOR QUALIFICATIONS**

### **I. GENERAL INFORMATION AND INSTRUCTIONS**

The following terms and conditions are binding on all Developers responding to this RFQ.

1. Response Medium. No oral, telephonic, fax or electronic responses will be considered.
2. Delivery of Responses. Responses may be delivered by courier or by United States Mail. If a response is sent by mail, allowance should be made for delivery time. Responses that are delivered via email or via fax will not be considered. The ECU official designated to open responses will determine whether responses have been submitted timely. Responses submitted after the date and/or time provided in this RFQ will not be considered.
3. Premature Opening. Neither the Foundation nor ECU shall be responsible for consequences related to the premature opening of responses that are not properly identified.
4. Erasures or Corrections. All erasures and corrections appearing in a response shall be dated and initialed by the person signing the response.
5. Errors. Developers responding to this RFQ shall immediately notify ECU's Associate Vice Chancellor for Administration and Finance-Business Services of any ambiguity, inconsistency, conflicting terms or error in the RFQ.
6. Addenda. Any and all interpretations, corrections, revisions, and amendments to the RFQ shall be issued by ECU's Associate Vice Chancellor for Administration and Finance – Business Services in the form of written addenda no less than 7 days prior to the due date. Addenda so issued shall become a part of the RFQ and receipt shall be acknowledged in the response to the RFQ.
7. Foundation Requests for Clarification or Corrections. The Foundation reserves the right to request clarifications or corrections to responses.
8. Ownership of Responses. All responses shall become the property of the Foundation and shall not be returned to Developers.
9. Public Domain. The distribution list for the RFQ will be upon request. Information submitted by Developers will be treated as confidential until the Foundation announces its selection. Thereafter, the responses will be deemed to be in the public domain and subject to inspection by third parties in accordance with State law. Trade secrets and proprietary information may be protected from disclosure provided that the information is properly identified as such in the response in accordance with State law on public records.
10. Incorporation of Responses. Unless otherwise agreed upon, responses shall be

incorporated by reference into the development agreement between the Foundation and the Developer selected in the RFQ process.

11. Signature. An authorized representative of the Developer shall sign the response in ink and in so doing shall certify that he/she has full authority to bind the Developer. Unsigned responses will not be considered.
12. Compliance. Developers submitting responses shall comply with all applicable local, state, and federal laws, regulations, and ordinances, including State of North Carolina goals for participation by minorities, women, veteran, and small businesses.
13. Permitting and Approvals. Developers will be expected to obtain all development and building permits and regulatory approvals, specifically including the approvals required for the North Carolina Environmental Policy Act, N.C.G.S. 113A.
14. Indemnification and Hold Harmless. Developers responding to the RFQ agree to indemnify and hold harmless the Foundation, ECU, and UNC, and each of their directors, trustees, governors, officers, employees, and agents from and against any and all liabilities, losses, claims, damages or expenses, which may arise out of or be related to the Developer's response to this RFQ or subsequent performance of obligations under this RFQ, including the submission of specific information, plans, and proposals, and the negotiation of development and other related agreements.
15. RFQ Not Binding/Negotiation of Agreement. It is expressly understood and agreed that this RFQ is not a contract, and selection of a Developer through the review and selection process described in this RFQ does not and is not intended to create any legally binding obligations on the part of the Foundation. In the event the Foundation and the Developer selected fail to agree on the terms of the development agreement, ground lease or management agreement, the Foundation may pursue negotiations with any other Developer(s) or may cancel the RFQ as unsuccessful, at its sole discretion. In either event, neither party shall be entitled to any recourse in the form of damages for benefit conferred or lost.
16. Governing Law. This RFQ and any related agreements and the rights and obligations of the parties hereunder shall in all respects be governed by the substantive law of the State of North Carolina, including all matters of construction, validity, and performance.

## II. RESPONSE FORMAT

Developers must submit an original and six (6) copies of bound responses and one (1) digital version (i.e., flash drive or CD) to the person at the address provided in the Administrative Information section of this RFQ. Envelopes containing responses should be marked "Historical Building RFQ".

Responses must address each point listed below; incomplete responses will not be considered. Responses must be organized using the numbering format provided in Section III below. Sections should be separated and bear headings to facilitate review and comparison.

## III. INFORMATION REQUESTED

Please provide information in the following format, observing the page limitations specified.

1. Section 1. Letter of Interest. (1 page) A letter, executed by an officer authorized to commit the Developer, stating the Developer's readiness to contract to fulfill the requirements of this RFQ.
2. Section 2. Developer Ownership and Structure. (2 page limit) List all of the Developer's owners, principals, members, managers, officers, directors, employees, and any other individuals who hold an equity interest or other (direct or indirect) controlling interest, or who have management responsibilities. Provide a description of the Developer's ownership and management structure in an organizational chart. List all parent, subsidiary, and affiliated entities.
3. Section 3. Project Team. (5 page limit) Provide a description of the Project team including Architects, Engineers, consultants, and contractors or other team members as may be proposed in the RFQ response. Information should include: names and titles; qualifications, degrees, licenses and certifications; years of experience and special expertise; employment experience, particularly experience on projects of similar size and type; detailed experience restoring National Historic properties; specific responsibilities for this Project; and current work assignments and availability for this Project.
4. Section 4. Financial Capacity and Related Information. (5 page limit) Provide the following information:
  - a. A statement providing ECU and the Foundation the right to inspect financial statements for the previous three (3) fiscal years; and
  - b. Three (3) most recent annual reports; and
  - c. List of all current non-performing loans or loan defaults in the last five (5) years; and

- d. Description of instances in which a principal or officer of the Developer or any individual member of the development team has been involved in litigation or other legal dispute regarding a real estate venture during the past five (5) years, including information about the disposition of any dispute; and
  - e. Information about instances in which any member of the development team has ever filed bankruptcy or has had projects lost to foreclosure or otherwise taken back by the lender through Deed in Lieu or similar process; and
  - f. Written confirmation that, prior to the execution of any binding agreements, the Developer will clearly demonstrate to the satisfaction of the Foundation or ECU its ability to secure debt and that the balance sheet of the Developer is sufficient to provide equity and support debt underwriting requirements relative to unencumbered equity and liquidity during the development risk period.
5. Section 5. Project Experience. (5 page limit) Provide the Developer's five (5) most recently completed projects of similar size and scope. Include the following information: a description of each project; project schedule; project value; a brief description of the services provided by the Developer; and client contact information for each project. Provide the Developer's experience/modification ratio for past three (3) years. Experience with projects obtaining and utilizing historic tax credits is highly preferred.
  6. Section 6. Development Approach. (5 page limit) Describe the approach the Developer would take in performing the services contemplated for the Project. Include the following information: site analysis and plan; design concepts; opportunities for review by the Foundation or ECU; budget and pro forma development.
  7. Section 7. References and Background Checks. Provide names and contact information of five (5) references from clients for whom the Developer developed similar projects. Submission of a response to this RFQ serves as consent for the Foundation or ECU to perform credit and related background checks on all individuals and entities listed in Sections 2 and 3 above.
  8. Section 8. Minority, Women, and Veteran Business Participation. (1 page limit) Minority, women, and veteran-owned businesses (collectively referred to as historically underutilized businesses or "HUB" for purposes of this RFQ) are encouraged to respond to this RFQ.

#### **IV. EVALUATION AND SELECTION**

ECU officials shall evaluate all responses to this RFQ and make recommendations to the Foundation concerning Developers who should be invited to make on-campus presentations to the Foundation (short-listed). The following criteria will be evaluated for these purposes:

1. Qualifications of staff proposed for the Project; and
2. Experience and outcomes in planning, designing, and constructing comparable facilities; and
3. Experience with projects obtaining and utilizing historic tax credits; and
4. Evidence of effective and efficient construction and project management; and
5. Compatibility with ECU's campus culture and physical environment; and
6. Developer's financial stability and longevity; and
7. Developer's capacity to finance, construct, and manage a project of the size and scope contemplated in this RFQ.

Short-listed Developers will be contacted by ECU officials to arrange site visits and schedule presentations for final selection. Developers who are not short-listed for presentations will be informed in writing at the address provided in their response to the RFQ.

At the conclusion of the presentations, the Foundation will select the Developer and, with ECU's assistance, negotiate and execute a development agreement and a sub-ground lease between the Foundation and Developer for development of the Project, subject to the requisite approvals from ECU and UNC governing bodies and officers.

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**APPENDIX 1**  
**MILLENNIAL CAMPUS WAREHOUSE PROPERTIES**







**APPENDIX 2**  
**AMERICAN TOBACCO BUILDING**







**APPENDIX 3**  
**HUGHES-PRITCHARD WAREHOUSE**







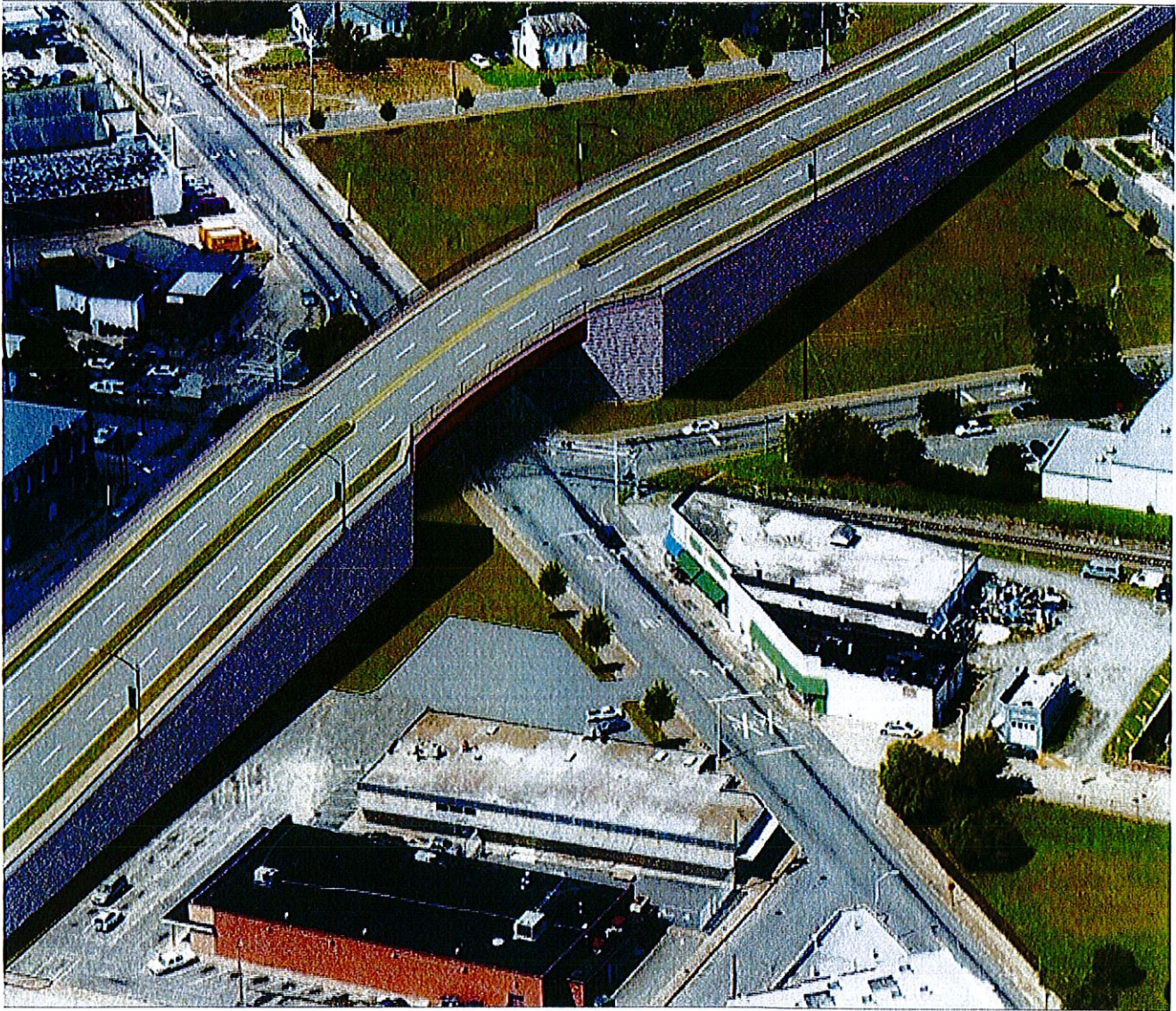
**APPENDIX 4**  
**EXPORT LEAF TOBACCO (HAYNIE) BUILDING**







**APPENDIX 5**  
**NC DOT 10<sup>TH</sup> STREET CONNECTOR PROJECT**



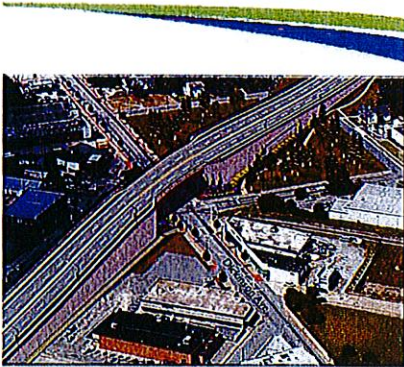
**Viewing Photo 1 / 1**

proposed sketch of the 10th Street Connector shows where the east-west corridor will rise over the railroad tracks at Dickinson Avenue. The will extend from Evans Street to Memorial Drive, connecting East Carolina University and Vidant Medical Center.





## 10th Street Connector



**Greenville**  
NORTH CAROLINA  
PUBLIC WORKS

### Project Contacts

#### **Bill Kincannon**

NCDOT  
252.830.3495  
[Email](#)

#### **Scott P.M. Godefroy, P.E.**

City of Greenville, Public Works Department  
252.329-4467



# Tenth Street Connector Project

Planning

Design

Construction

Completed



## Updates

The project consultants are completing their work on the project construction documents. Acquisition of necessary rights-of-way and easements are currently underway. More detail on project schedule can be found on the [project history page](#). For information from past meetings, visit the [public participation page](#).

## Maps

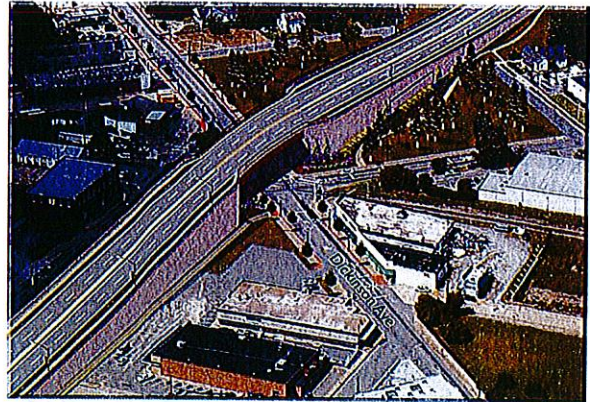
[Click here to view the Public Hearing Map for the East Half of the Tenth Street Connector Project.](#)

[Click here to view the Public Hearing Map for the West Half of the Tenth Street Connector Project.](#)

[Click here to view the 65% Design Map.](#)

[Click here to view the final Right of Way Plans](#)

[Click here to view the 10th Street Connector Project](#)



## Study Area

The study area for the Tenth Street Connector is generally bounded by West Fifth Street on the north, the railroad on the south, Moye Boulevard on the west, and Evans Street on the east. Click [here](#) for a map of the study area.

## Growth

At the present time, approximately 3,700 people live in the study area. Growth is expected to continue in upcoming years, as follows:

- Traffic along the corridor is expected to grow approximately 2% per year through 2025.
- The population of Pitt County has grown by 3% per year in the recent past, and it is expected to continue to grow, although at a slightly slower pace, through 2025.
- Employment in Pitt County has grown by 2% per year and is expected to grow by approximately 3% per year through 2025 (primarily at East Carolina University and Pitt County Memorial Hospital).

## Objectives

The following six objectives for the project are outlined below:

- Increase connectivity between places to the east and places to the west via improved multimodal access. This includes connecting the Hospital with areas to the east, the University and downtown Greenville with areas to the west, and ECU's main campus with the Health Science Center.
- Provide a grade-separated crossing with CSX Railroad from eastern North Carolina to the Hospital/Health Science campus to improve emergency response time.
- Create a direct connection between Stantonsburg Road and Tenth Street to improve vehicular, pedestrian, bicycle, and transit access.
- Provide an opportunity to change West Fifth Street Drive from a major thoroughfare to a neighborhood collector street.
- Sustain and support economic development of Greenville, ECU, and PCMH.
- Construct a facility consistent with recommendations from local and regional plans, including the 2004 Horizons plan, the 2005/2006 Center City-West Greenville Revitalization Plan, and the 2005 Greenville Urban Area Thoroughfare Plan.

The Tenth Street Connector project is intended to improve the study area in a variety of ways to accomplish its objectives. The process of study and design and the team carrying it out are described below.

## Improvements

The project will connect the intersection of Stantonsburg Road and Memorial Drive with the intersection of Tenth Street and Dickinson Avenue.

A critical piece of this project will be the separation of the CSX Railroad and Tenth Street so citizens traveling along Tenth Street can continue without being stopped by a train. The study will evaluate the advantages and disadvantages of Tenth Street going over or under the railroad.

There are a variety of alignment options being considered for the Tenth Street Connector. Visit the [public participation](#) page to read about them in the newsletters or in the January 2008 slideshow presentation.

## Process

The study and design phase of the project includes data collection, public involvement, a Community Impact Assessment, an Environmental Assessment, and design. Data to be collected includes socioeconomic, historic, and community data, as well as information on physical elements such as railroads, streets, and utilities. The study and design process for this project is anticipated to take 3-4 years. Construction will start no earlier than 2012, but it will begin soon thereafter assuming no unexpected delays are encountered. To view the timeline of project progression, visit the [project history page](#).

## Consulting Team

The consulting team, Kimley-Horn and Associates, Inc., is a national firm based in Cary, North Carolina. They have planners, engineers, environmental professionals, and landscape architects working side-by-side to tackle transportation challenges. They will assist the City of Greenville, the

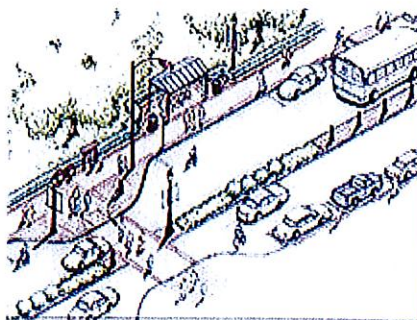


North Carolina Department of Transportation, East Carolina University, and Pitt County Memorial Hospital in completing the study and design of this project.

## Studies

As reports and other analysis documents are completed and made available to the public, they will be posted on this page.

- [Aerial Map G Modified](#)
- [Aerial Map H](#)
- [Aerial Map J Modified](#)
- [Traffic Capacity Report](#)



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