

REQUEST FOR DEVELOPER PROPOSALS



Issued: June 28, 2021

Due: October 1, 2021

**for the Redevelopment of the
Burtonsville Park and Ride Site**



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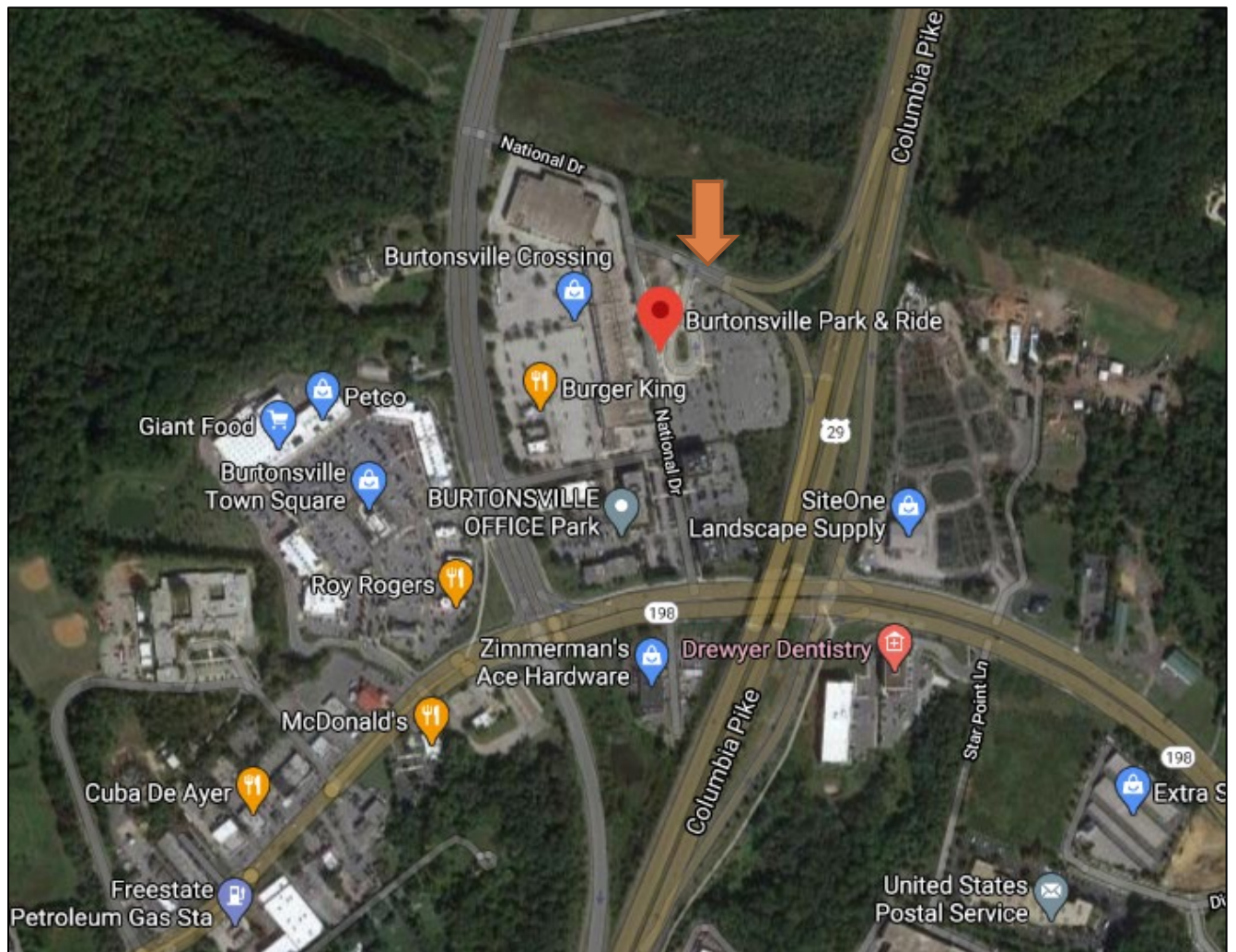
I. OVERVIEW

Montgomery County, Maryland through the Department of General Services (County) invites responses to this Request for Developer Proposals (RFDP) for the redevelopment of the Burtonsville Park and Ride site located near the intersection of Columbia Pike (US 29) and Sandy Spring Road (MD 198) in Burtonsville, Maryland (Site). The Site is currently improved with the County-owned Burtonsville Park and Ride Lot. The County is exploring mixed use development at this location while also maintaining and transforming the existing commuter parking, further described below.

1. Site Location

The Site is located at the northwest quadrant of the Columbia Pike/Sandy Spring Road intersection. The Burtonsville Crossing Shopping Center is to the west, across from National Drive. The Burtonsville Office Park is to the south. Pepco right-of-way and a stormwater management pond are to the north, with US 29 to the east. See Figure 1 below.

FIGURE 1: LOCATION MAP



2. Site Description

The Site contains two adjacent parcels that are improved with the Burtonsville Park and Ride Lot. Parcel One is 4.03 and Parcel Two is 2.03 acres, for a total of approximately 6.06 acres. The Park and Ride Lot includes a bus loop and approximately 475 parking spaces. The Site is accessible from National Drive and Sandy Spring Road, and the southbound lanes of US 29.

FIGURE 2: AERIAL OF SITE



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The Site has the potential to serve both local and regional markets. The Site has regional accessibility due to its location along US 29 with the ability to capture the significant number of vehicles that pass by the Site daily and its strong east-west connections via MD 198. Further, any redevelopment of the Site has the potential to capture the daily commuters using the County's Park and Ride Lot as well as customers of the County's Bus Rapid Transit (Flash) system, WMATA's Z-line and MTA's Commuter Services bus lines. Information on transit, traffic counts and future County plans are discussed below.

3. Master Plan and Zoning

The Site falls within the Burtonsville Crossroads Neighborhood Plan ("Burtonsville Plan") adopted in 2012. The Burtonsville Plan outlines the community's development goals for 190 acres near US 29 and MD 198. What started as a rural crossroads and low-density agricultural area evolved into a vehicular-oriented business district that has experienced a number of transitions, including those associated with major road improvements. Current challenges include prominent commercial vacancies, limited pedestrian activity and a general lack of "place". The Burtonsville Plan seeks to enhance the community through pedestrian connectivity, high quality design, investments in business and preservation of the environment. The Site is zoned CRT-1.5 C-1.0 R-1.25 H-75.

4. Burtonsville Enterprise Zone

The Site is located in the Burtonsville Enterprise Zone and is subject to the benefits that it provides, including property tax credits for tenants for five years. Specific information may be found in Council Bill 30-13:

https://www.montgomerycountymd.gov/COUNCIL/Resources/Files/bill/2013/20131210_30-13A.pdf

5. Transportation Information

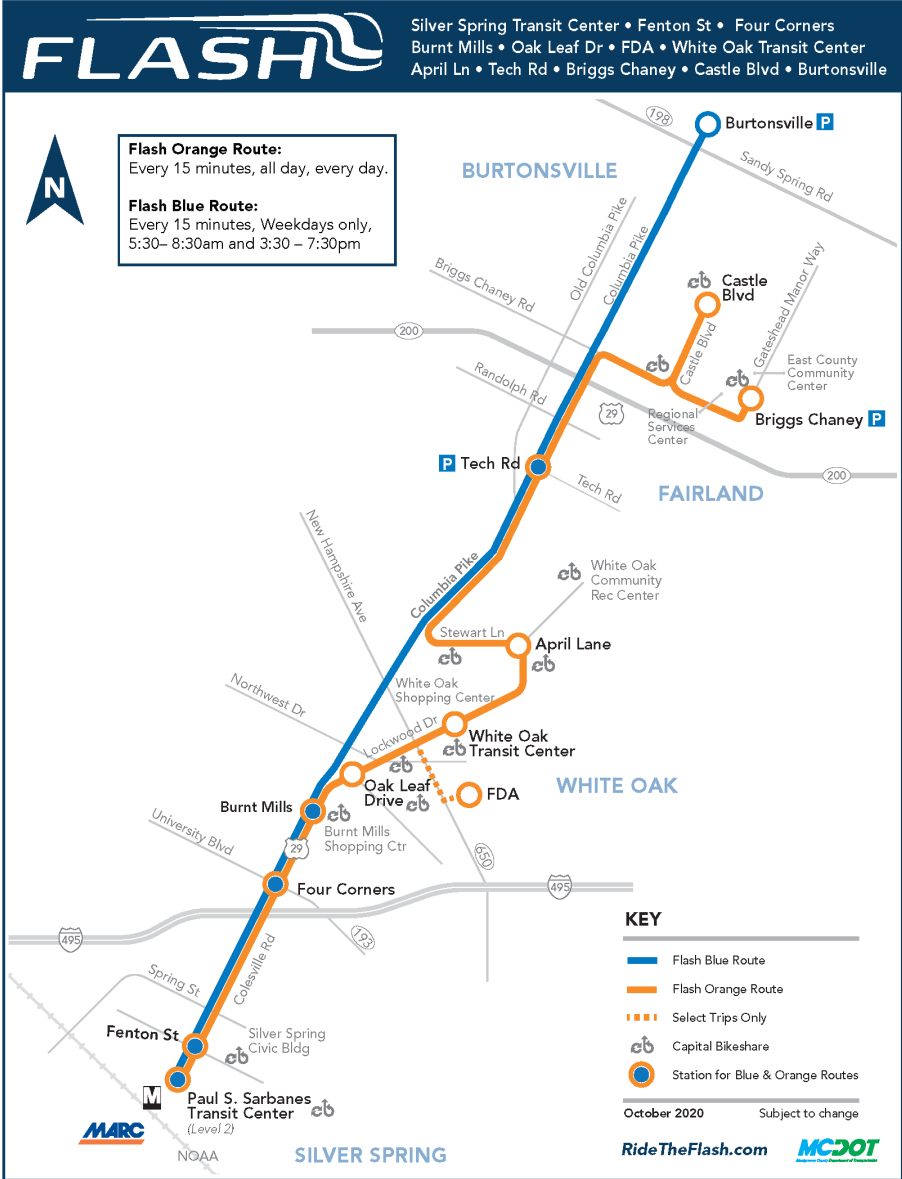
It is estimated that by 2040 there will be a need for up to 1,000 park and ride spaces at the Burtonsville Park and Ride Lot to support the transit routes serving the lot, including the County's Flash Bus Rapid Transit service, more thoroughly described below, as well as the WMATA Z-line bus and MTA Commuter Services. The current capacity of the Park and Ride Lot is 475 surface spaces. MCDOT is currently exploring the specific parking needs of the park and ride site, including future projections. In addition, Howard County is actively working on plans to extend the Flash service north to serve Howard County residents commuting into Silver Spring and Washington D.C. The Park and Ride Lot has strong access to US 29, but access from Old Columbia Pike and Maryland 198 relies upon connections through adjacent commercial development. The Burtonsville Crossing Shopping Center is immediately adjacent to the Park and Ride Lot and the rear of the center faces the Flash station.

US29 BUS RAPID TRANSIT (BRT) - FLASH

The US 29 Bus Rapid Transit, dubbed Flash, began service October 2020. This is the first BRT line in both the County and the State of Maryland and is a first step in implementing the County's 100+-mile BRT network. The US 29 line will ultimately connect with other lines along Georgia Avenue, New Hampshire Avenue, University Boulevard and Randolph Road, serving activity centers such as Silver Spring and White Oak. The County is also actively working on ways to provide additional lane priority for the Flash service along US 29, with funding proposed in the FY22-23 Capital Improvements Program for planning and design of a bus or bus/HOV lane.

A map of existing routes for Flash is included in Figure 3 below and can also be found at: <https://www.montgomerycountymd.gov/DOT-Transit/Resources/Files/maps/FLASH-map.pdf>.

FIGURE 3: FLASH SERVICE MAP



The Burtonsville Park and Ride Lot serves as the terminus for the Flash blue line. The station serving this line consists of one 71-foot and another 96-foot sawtooth platform located along National Drive. Adjacent to the station are bus shelters serving passengers of Metrobus and MTA commuter bus lines. Any redevelopment of the site will need to take into consideration movement/replacement of these transit facilities.

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Features of Flash include:

- **Frequent, reliable service:** The US 29 Flash service leaves the Burtonsville Park and Ride Lot every 15 minutes during the morning and evening rush hours. Combined with a line that leaves the Briggs Chaney Park and Ride Lot every 15 minutes, the Flash provides a combined 7.5-minute service along US 29 during peak periods.
- **Large vehicles with free WiFi and USB charging ports.** The colorful 62' Flash buses are the longest in the MCDOT fleet and come fully equipped with many amenities including bike racks inside the vehicle.
- **Faster boarding** through three doors. All three doors open when bus arrives, and riders can enter or exit from any door without waiting in one line. Payment for the Flash occurs at payment machines located at the station platforms, so there is no payment needed on the vehicle.
- **Level boarding** (no steps to get on or off bus) allows for faster, easier boarding for riders with disabilities, bicycles or strollers.
- **Unique stations** are easy to find and have weather protection, pre-payment stations, and real-time transit information.
- **Automated wheelchair securement system** provides improved experience and independence for wheelchair and scooter users. With the Quantum automatic system, passengers can safely secure themselves without assistance from bus operator (unless requested).
- **10 new Capital Bikeshare stations** have been installed along the corridor to help people access Flash.
- **Premium service, regular price.** SmarTrip is accepted and all discount fares (Senior SmarTrip, Kids Ride Free, transfers) apply.

FIGURE 4: BURTONSVILLE FLASH BUS STATION



FIGURE 5: BURTONSVILLE PARK AND RIDE FLASH SITE PLAN

This site plan can also be viewed online at:

https://www.montgomerycountymd.gov/DGS/Resources/Files/OPD/Burtonsville_Site_Plan.pdf

STATE AID

The Burtonsville Station is the northernmost Flash stop in Montgomery County and is well situated for Park and Ride access with direct ramps to US 29 and strong east-west connections via MD 198. With this strategic location, the Park and Ride can serve residents of Montgomery, Prince George's and Howard Counties, increasing transit ridership and lowering traffic demands on US 29 through Montgomery County. Expansion of this Park and Ride is needed to accommodate future ridership at this station and is part of longer-term plans to extend Flash service into Howard County and to provide all-day service in Burtonsville. The location can also serve as a hub for interconnecting local services to nearby communities such as Cloverly, Ashton, Laurel and Maple Lawn.

The 2021 Maryland General Assembly approved State aid of \$5 million for Burtonsville Commuter Parking. A portion of these funds, \$500,000, will be used to conduct a feasibility study for constructing a parking garage or other improvements at the Burtonsville Park and Ride Lot to facilitate reactivation and/or redevelopment of the area. The feasibility study will be based on the selected Proposer's concept plan. The \$500,000 is programmed for Fiscal Year 2022 (beginning July 2021) to assist in determining the design and access for the garage, and potentially reconfiguring Old Columbia Pike between the Burtonsville Crossing and Burtonsville Town Center Shopping Centers to better link these commercial properties and improve safety.

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The additional \$4.5 million in State aid is available to begin implementation of recommendations from the feasibility study. This \$4.5 million will likely be programmed for construction of the garage in a future Capital Improvements Program to spur redevelopment of the area.

TRAFFIC COUNTS

For count year 2020: Sandy Spring Road and Columbia Pike intersection had an Average Daily Volume (ADV) of 38,081; Old Columbia Pike and Sandy Spring Road had an ADV of 38,140; and Sandy Spring Road and Star Pointe had an ADV of 40,002.¹

The Annual Average Daily Traffic (AADT) for Sandy Spring Road between Old Columbia Pike and US 29 is 36,672. The AADT for Sandy Spring Road from US 29 to Riding Stable Road is 36,942.²

6. Demographic Information

The 2010 Census population in a five-mile radius was 163,935; the 2020 population estimate is 180,559 or a projected growth of roughly 10 percent. The 2025 population projection in a five-mile radius is 185,189.

The five-mile 2020 average household income was \$122,051, with approximately 65,225 households within a five-mile radius.

The 2020 Annual Spending/Total Specified Consumer Spending in a five-mile radius was about \$2,000,000.³

II. Project Goals and Requirements

The County is seeking proposals for the Site that can achieve the following objectives:

- Provision of park and ride spaces at the Site. Preference is to retain the current bus loop operations; however, it may be integrated into a new parking garage. The Flash station must be retained or replaced in-kind. State funding, described above, may be available to assist in the development of a new garage. The County seeks proposals that achieve at least 500 parking spaces immediately and demonstrate the ability to achieve up to 1,000 total spaces as transit service expands. The County encourages shared parking among proposed uses.
- Redevelopment of the Site to create a vibrant single-use or mixed-use development that generates economic and community activity. The County is interested in office, residential or retail, specifically a grocery, or any viable mix of uses.
- Creation of a financially feasible and economically viable project.
- Design that makes the project an asset to the surrounding neighborhood. The design should create a strong image for Burtonsville that serves as a model for thoughtful place-making.

The County envisions future development moving forward under a long-term ground lease.

¹ Source: CoStar Traffic Count Report for Burtonsville Office Park 4, 3919 National Drive, Burtonsville MD 20866. Retrieved April 12, 2021.

² Source: MDOT Annual Average Daily Traffic (AADT) Locator. Retrieved April 15, 2021.

³ Source: CoStar Demographic Reports for Burtonsville Office Park 4, 3919 National Drive, Burtonsville MD 20866. Retrieved April 12, 2021.

III. SUBMISSION REQUIREMENTS

All proposals must include a development concept and explanation of key factors and milestones for its successful implementation. The County reserves the right to request additional information during the review period.

Failure of a Proposer to submit all required information may render the proposal incomplete and ineligible for further consideration. The proposal must include the following elements:

1. Transmittal Letter

The transmittal letter should include:

- a. Information on the Proposer including a single point of contact including name, title, phone number and email address. Further, provide the address and legal form of the Proposer. If the Proposer is a joint venture, provide this information for all participants.
- b. A statement that the proposal will remain in effect for one year after the due date.
- c. A statement that the Proposer is not in arrears in the payment of any obligation due and owing to the State of Maryland or Montgomery County, including tax payments and employee benefits, and that it shall not become so during the term of the agreement if selected.
- d. A statement that, if selected, the Proposer will negotiate in good faith with the County.

2. Statement of Qualifications

- a. Background Information: Include a description of the Proposer, including ownership and organizational structure, identification of principals and length of time in business. If the Proposer is a joint venture, information for each entity should be furnished, as well as an explanation as to why a joint venture is the preferred arrangement for the proposed development project.
- b. Financial Capability: Provide evidence of proposer's financial strength and the ability to sign an agreement with the County. Include a description of the Proposer's financial capability to complete the proposed project including, with examples, typical financing mechanisms the Proposer has used on similar projects. This section should provide evidence of the Proposer's ability to obtain sufficient financing for the project.
- c. Project Experience: Demonstrate that the proposer is directly experienced in the disciplines required to make this development a success, including previous experience. This information should clearly describe the size, scope and financial structures of previous projects, where located and when completed. For projects not yet complete, the Proposer should include the anticipated completion date. Proposer should describe role in each

project. Additionally, provide references and contact information including name, telephone number and email address for each project described.

3. Project Vision

Vision Statement: Provide a summary statement that synthesizes your proposed development concept and approach, demonstrating that your proposal generally meets the Project Goals and Evaluation Criteria identified by the County. Describe how the proposal will accommodate up to 1,000 parking spaces as transit services expand.

- a. Concept Plan: Provide a concept plan that illustrates the proposed development plan, layout, square footage and other characteristics of the development, including how parking will be addressed, connectivity with transportation links and adjoining properties, building heights, density, and uses.

4. Development Timeline

Provide a preliminary schedule that includes general timelines for commencing construction and phasing of development. Provide a sequential narrative description of what the Proposer will do over the next two to five years, with elements including:

- a. The roles and responsibilities of the primary project team members or partners.
- b. Phasing, timelines, methodologies and milestones necessary to implement the vision (securing financing, property settlement, zoning entitlements, permitting approvals, etc.); and
- c. Critical path, including project risk factors, and Proposer's plan for mitigating these major risk elements.

Please be certain to address each of the above elements within the context of your overall plan.

5. Development Budget and Business Terms

- a. Budget: Provide a preliminary development budget showing sources and uses of development funds. The pro forma must include predevelopment, soft and hard construction costs.
- b. Contingencies: Identify whether the proposed redevelopment is contingent on any County or State government action (e.g., regulation changes or public funding such as grants or loans) and a listing of those contingencies.
- c. Financial Value: Provide the amount that the developer would pay to the County, including lease payments. Provide the projected timing of payment of any deposits and when transactions would occur.

IV. EVALUATION CRITERIA

The County's goal is to select the proposal from the most qualified Proposer that meets the County's objectives for this key property. Interviews may be conducted with development teams. Criteria for evaluation will be as follows:

- Meeting of County's objectives for the Site including efficiency and effectiveness to reconfigure the park and ride operations and to promote economic development at the Site.
- Overall vision and quality of the proposed development including to the extent the proposed project meets the vision and objectives of the Burtonsville Crossroads Neighborhood Plan.
- Developer's expertise, experience and financial capacity to implement the vision.
- Proposed timeframe for completion of the development.
- Financial and business terms offered to the County.

V. SUBMITTAL INFORMATION

Proposals are due by 3:00 p.m. on Friday, October 1, 2021 (New Due Date). Please submit electronic copies ONLY via email to OPD.DGS@montgomerycountymd.gov, with attention to:

Ronnie L. Warner, Chief
 Office of Planning and Development
 Montgomery County Department of General Services
 101 Monroe Street, 9th floor
 Rockville, MD 20850

Written Proposals will be evaluated only upon what is submitted, and it is incumbent upon the Proposer to submit sufficient information to enable the County to fully evaluate the Proposer's capabilities and experience. Proposals received after the date and time specified will be considered late and will not be considered. The County will not accept faxed Proposals or hard copy Proposals. Unless requested by the County, additional information cannot be submitted by the Proposer after the deadline. The Proposer may be notified in writing of any change in the specifications contained in this request.

Proposals may be modified and resubmitted prior to the due date and time. Modified proposals received after the date and time specified for receipt of proposals will not be accepted or considered regardless of the reason or reasons for lateness.

Written questions regarding the RFDP should be sent via email to OPD.DGS@montgomerycountymd.gov by **Friday, August 6 at 3:00 p.m.** No verbal questions will be accepted. All questions and the responses from the County will be posted on the Office of Planning and Development's website at www.montgomerycountymd.gov/DGS/OPD/Home.html.

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The County expects the RFDP to meet the following schedule, but reserves the right to amend this schedule or, in its sole discretion, to cancel this RFDP at any time.

RFDP Release: June 28, 2021

Deadline for questions: August 6, 2021

Proposals due: October 1, 2021 (New Due Date)

VI. CONDITIONS AND LIMITATIONS

The County reserves the right, in its sole and absolute discretion, to reject any and all Proposals received in response to this RFDP, advertise for new Proposals or to accept any Proposal deemed to be in its best interest, to suspend negotiations, and to cancel this RFDP at any time, for any or no reason, prior to entering into a formal contract. The County further reserves the right to request clarification of information provided in Proposals submitted in response to this RFDP without changing the terms of this RFDP.

A Proposal submitted in response to this RFDP does not constitute a contract and does not indicate or otherwise reflect a commitment of any kind on behalf of the County or impose any binding obligations on the County or grant any rights to the Offeror. Furthermore, this RFDP does not represent a commitment or offer by the County to enter into an agreement with an Offeror or to pay any costs incurred in the preparation of a Proposal to this RFDP. Furthermore, this RFDP does not commit the County to pay for costs incurred in the negotiation or other work in preparation of, or related to, a final agreement between the Selected Proposer and the County.

Any commitment made by the County will be subject to approval by the Montgomery County Council per Montgomery County Code Section 11B-45, Disposition of Real Property.

The Proposals and any information made a part of the Proposals will become a part of the project's official files. The County is not obligated to return any materials submitted or received in response to this RFDP. This RFDP and the selected Offeror's response to this RFDP may, by reference, become a part of any formal agreement between the Offeror and the County.

If an Offeror contends that any part of its Proposal is proprietary or confidential and, therefore, is limited to disclosure under the Maryland Public Information Act, MD Code Ann. State Gov't §§10-611 *et seq.* (the "MPIA"), the Offeror must identify all information that is confidential or proprietary and provide justification for why such materials should not be disclosed by the County under the MPIA. The County, as custodian of Proposals submitted in response to this RFDP, reserves the right to determine whether or not material deemed proprietary or confidential by the Offeror is, in fact, proprietary or confidential as required by the MPIA, or if the MPIA permits nondisclosure. The County will favor disclosure of all Submissions in response to any request for disclosure made under the MPIA.

Proposers should familiarize themselves with the Site and form their own opinions as to suitability for any proposed development on the Site. The County makes no representations as to the Site. The County assumes no responsibility for site conditions including, but not limited to, environmental and soil conditions on the Site. Offerors are responsible for their own background investigation as to restrictions, if any, bearing upon title, zoning, subdivision, transportation, developability, utilities, and physical conditions

at these sites. Soil tests and other invasive tests may not be conducted upon any of these sites during the RFDP stage.

VII. MINORITY, FEMALE AND DISABLED PARTICIPATION

The County encourages contracting and development opportunities with business interests reflecting its diverse population and interests. Therefore, the County encourages Proposers to include where possible and to the highest extent, meaningful minority, female and disabled (“MFD”) participation in the proposed project. This participation could include, but not be limited to, the Proposer teaming with MFD developers, builders and/or subcontractors for the proposed project.