



REQUEST FOR PROPOSALS
PHASE THREE

MASTER DEVELOPER
or DEVELOPMENT PARTNER

Presubmittal Conference
February 28, 2019

Response Deadline
March 22, 2019

REQUEST FOR PROPOSALS: Master Developer or Development Partner

Phase III | Legacy at Saint Luke's Pointe

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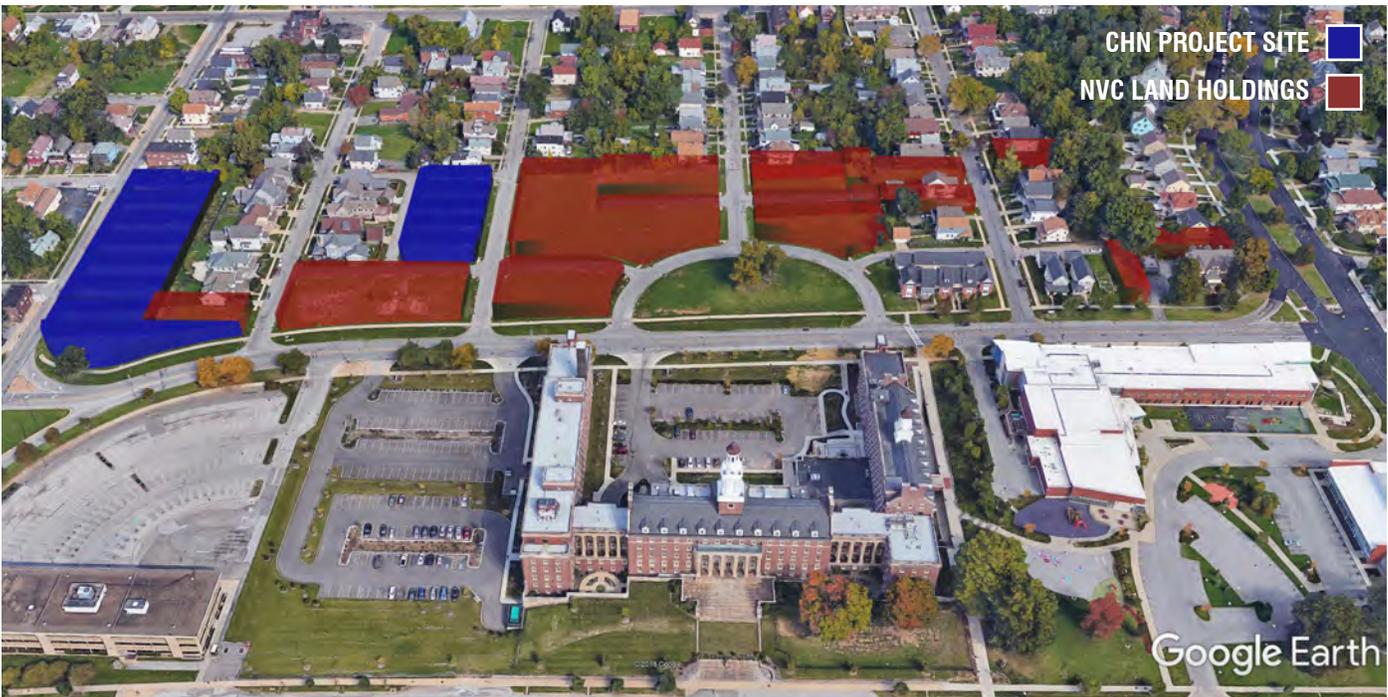
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I. Opportunity

New Village Corporation (NVC) is seeking proposals from market rate housing developers interested in developing 4.2 acres of strategically located land in Cleveland's Buckeye neighborhood. The mostly contiguous site is directly across from the revitalized Saint Luke's hospital landmark and surrounds a new park in the center of the Saint Luke's District neighborhood planning area. The land most recently served as parking for the historic hospital, but became part of a planned unit development when NVC took ownership of the hospital grounds in 2006, but housing construction stalled at 22 completed units shortly after the market collapse two years later. This reissued RFP comes on the heels of several subsequently completed (and forthcoming) milestones, including:

- Harvey Rice Elementary School, \$17Mn, 2009
- Rice Branch Library, \$9Mn, 2011
- Saint Luke's Hospital Renovation, \$63Mn, 2014
- Intergenerational Playscape, \$450K, 2017
- Britt Oval, \$385K, 2019
- E116/St. Luke's Train Station Rebuild, \$8Mn, 2019
- CHN Housing Partners, 27 Units, \$6.8Mn, 2020

ORIGIN

As originally envisioned, "Legacy at Saint Luke's Pointe" would accommodate an additional 40-plus attached and detached single-family homes along roads installed by the City of Cleveland fifteen years ago. However, NVC understands that 2019 is a different development environment than 2006 and is prepared to consider new land use approaches, development strategies, housing typologies, and project and

development team structures. The project name and branding could also be revisited to leverage inherent site advantages and promote the development as a peer to other trend-setting Cleveland developments.

OBJECTIVES

The purpose of this request is to select either a master developer or development partner with the capability, vision, and experience necessary to deliver all of the components of this project in a manner consistent with NVC's enduring objectives:

- To facilitate mixed-income neighborhoods with a variety of housing products and amenities.
- To elevate Cleveland neighborhoods with high quality development.
- To attract new residents to Cleveland and retain those looking for new housing options.

II. Community

The development originally conceived as "Legacy at Saint Luke's Pointe" spans an area between E110 and E116 Streets, from Woodland Avenue to Martin Luther King, Jr. Drive in Buckeye. Originally populated by Hungarian immigrants, the neighborhood has always been working class, not far from more affluent districts in University Circle, Larchmere, Cleveland Heights, and Shaker Heights to the north, northeast, east, and southeast, respectively. In the 1970s, Buckeye rapidly transitioned from a densely populated Hungarian community to a sparsely populated, primarily African American enclave with myriad sub-neighborhood districts and remains that way today. The main arteries of the community—Larchmere and Shaker Boulevards and Buckeye Road—

PROJECT SPOTLIGHT

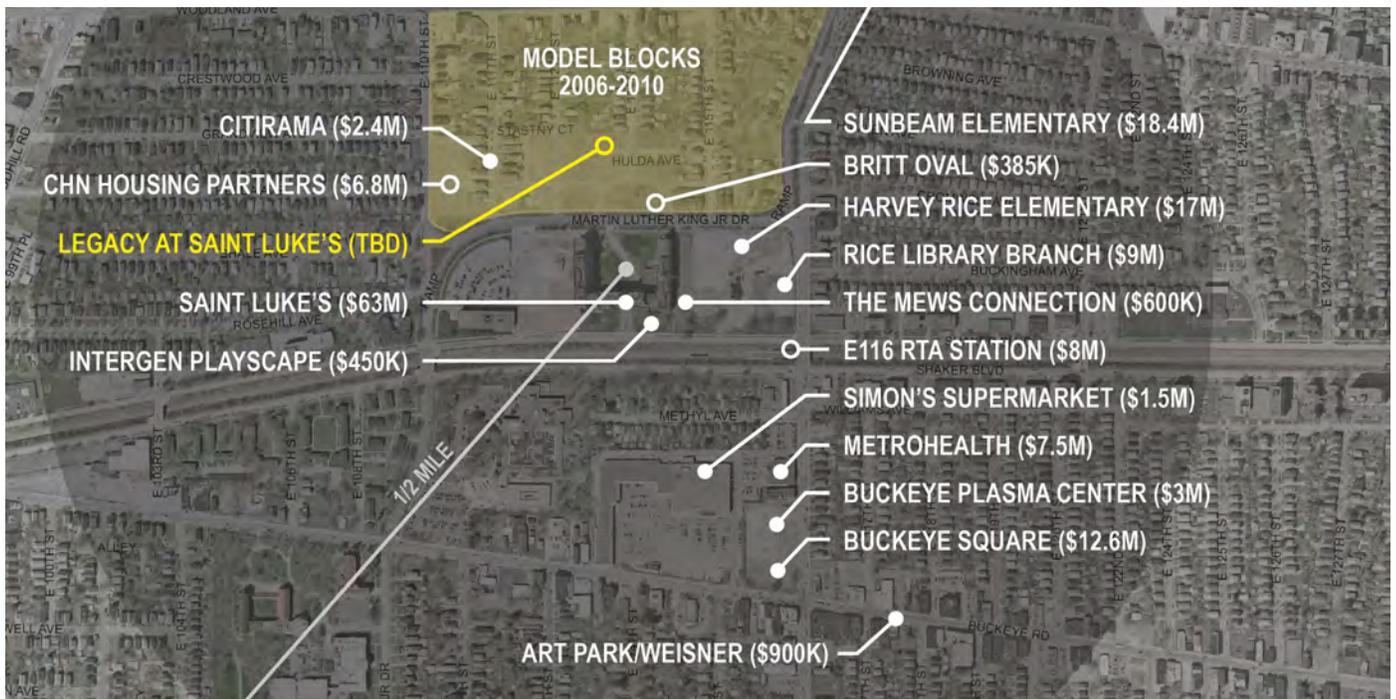
Saint Luke's Adaptive Reuse

Finished: 2014

Cost: \$63Mn TDC

The renovation and adaptive reuse of former Saint Luke's Hospital, a landmark on the National Register of Historic Places, serves as a model for strategic initiatives involving historic rehabilitation, neighborhood revitalization, and intergenerational community engagement. Phase III builds upon earlier phases (south and west wings) of the project that comprise 139 units of senior housing. The mixed-use east wing is anchored by The Intergenerational School, a top-ranked K-8 charter school, which occupies the majority of levels one through four.

Other tenants include the Boys & Girls Club, Cleveland Neighborhood Progress (and its subsidiaries New Village Corporation and Village Capital Corporation), the Community Financial Centers (a program of CNP), and the Saint Luke's Foundation on the sixth floor of the east wing.



PARTNER SPOTLIGHT
Cleveland Neighborhood Progress

Three Portfolios:
Placemaking
CDC Advancement
Economic Opportunity

Two Subsidiaries
New Village Corporation
Village Capital Corporation

One Mission:
To Foster Resilient and Inclusive Communities of Choice and Opportunity Throughout Cleveland

The vision is for all of Cleveland's neighborhoods to be attractive, vibrant communities where people from all incomes, races, and generations thrive, prosper, and choose to live, learn, work, invest, and play. Working in partnership with community development corporations, local foundations, the business community, and government, our efforts have worked to create a strong and productive system that has visibly improved many neighborhoods and enabled thousands of the city's residents to enjoy a better quality of life.

reflect the range of those districts. Larchmere's demographics, for example, were similarly affected by the neighborhood's broader shift, but its proximity to Shaker Heights and Shaker Square helped it retain a larger proportion of homeowners and professionals on its compact single-family lots and apartments abutting the Square.

LARCHMERE BOULEVARD

Well known for its boutique retail, antique stores, and eclectic restaurants, Larchmere is at its best during the "Porchfest" summer festival. The retail district has leveraged an active merchant group and shared boundary with Shaker Heights to avoid the extent of vacancy and blight that overtook Buckeye Road.

BUCKEYE ROAD

Although mostly vacant and frequently blighted, the historic fabric of the Buckeye Road corridor is still largely intact, which increases its odds of recovery. The Burten Bell Carr Development Corporation (BBC) has enlisted their capacity and staff resources in doing just that. Working with a grant from the Saint Luke's Foundation, BBC has facilitated a public process and is implementing a nodal strategy to reverse the decline of the important—and still well traveled—corridor.

SHAKER BOULEVARD

Lined with mid-century office and multi-family residential buildings, Shaker Boulevard hosts the blue and green-line passenger rail and the correlating station infrastructure of the Greater Cleveland Regional Transit Authority (GCRTA) along its median. This includes the E116/St. Luke's station, which

neighborhood residents can access directly from the Mews. The dynamism of Shaker creates a very active multi-modal street section; it can also be an impenetrable and even stark barrier between north and south neighborhoods.

III. Land

As indicated above, the site is surrounded by significant community investment, totaling more than \$150Mn, since just 2006. With the forthcoming ribbon cutting of the E116/St. Luke's RTA rail station this spring, the Saint Luke's district of Buckeye will take another step toward becoming one of Cleveland's most vibrant and comprehensive transit-oriented neighborhoods.

The majority of the site is just over a block away from two elementary schools (The Intergenerational School, Harvey Rice Elementary), a library (CPL Rice Branch), the afore-mentioned train station, and is walking distance to two other schools (Cleveland Arts & Science Academy & Sunbeam Elementary, 8 minutes), historic Shaker Square (15 mins), and the Larchmere District (10 mins). Perhaps more importantly, the site is a four-minute drive from the heart of University Circle, Ohio's fastest-growing employment center and home to the Cleveland Clinic, Case Western Reserve University, University Hospital, Cleveland Institute of Art, Little Italy, and dozens of renowned cultural amenities (symphony, botanical garden, museums, etc.). The site is also less than a mile from the forthcoming Opportunity Corridor and a short drive or train ride from downtown Cleveland and all that it offers.

SITE

The existing project site is roughly 4.2 acres, spread across 13 parcels. A breakdown of the site parcels, as well as those recently transferred to CHN Housing Partners, can be seen at the right. The lots are currently vacant with a number of infrastructure improvements facilitated in preparation for development in the mid-2000's, including new streets, curbs, curb-cuts, clay caps under proposed foundations (specific locations unknown); and utility stub-ins that can either be used or abandoned by the developer. The development was originally envisioned as a mix of detached single-family and row homes, at varying price points, but all of that may be reconsidered.

ZONING

All parcels are currently zoned 2F-B1, a residential designation allowing for up to two-family construction. The first phase of this development was completed as a planned unit development (PUD), approved by the City of Cleveland on May 21, 2003. Due to inactivity, however, that PUD has expired and no longer guides development on the site. Additionally, NVC expects that Cleveland's new townhouse code will likely play a significant role on the proposed product(s).

CONVEYANCE

The parcels will be conveyed "as-is" and without warranty by NVC as to the condition of the land and infrastructure. Respondents should draw their own conclusions concerning conditions that may affect the method or costs of development. All assumed development and remediation costs should be noted in the Respondents' submission. NVC will share multiple soil test records.

COVENANTS

The project site (and those units previously developed) are subject to a declaration of covenants, conditions, easements, and restrictions recorded by the St. Luke's Pointe Homeowners' Association, Inc. with the Cuyahoga County Recorder on 11/10/2005 as AFN 200511100549. The document will be made available to those that file an intent to respond. The respondent's proposal should enumerate any material changes seen as necessary to this document.

IV. Incentives

Prospective partners should familiarize themselves with the following incentive programs, as they may affect the financing structure of the project and sales prospects. Aside from these sources, no other subsidies or financial support should be assumed.

OPPORTUNITY ZONE

This area of Buckeye has been designated by the State of Ohio as an official Opportunity Zone. Although a qualifying Opportunity Zone project has yet to be completed in Cleveland, exploration of this development tool is an option for any submitter.

SECOND MORTGAGE POOL

The Cleveland Community Development Department has financial assistance available for a \$240,000 grant to fund up to six (6) \$40,000 second mortgages. NVC is in the process of applying for this support to defray the gap of the initial (typically loss-leading) units and ensure completion of this catalytic project.

GREATER UNIVERSITY CIRCLE LIVING INITIATIVE

The fund was established jointly by the Cleveland philanthropic community, with major employers

NEIGHBOR SPOTLIGHT

University Circle

Anchored by their hospitals and universities ("eds and meds"), University Circle is the fastest growing employment center in Northeast Ohio and boasts more than a dozen museum and cultural institutions to complement the growth.

Take a ride on Euclid Bus Rapid Transit to the modern arts and cultural district emerging uptown at Euclid and Mayfield or find yourself in the Wade Park museum campus or along the historic side streets of Magnolia, Ford, Bellflower, and Juniper where 19th century mansions and carriage houses are restored as boutique hotels, lively restaurants, and hip coffee shops.

Wade Oval is University Circle's year-round outdoor venue with Parade the Circle every spring, live concerts and movie nights running throughout the summer season, autumn scarecrows, and The Rink throughout the winter. Whatever the time of year, or your interest, there is something for everyone.



NEIGHBOR SPOTLIGHT
Intergenerational School

Founded: 2000
Years in Community: 8

The Intergenerational School (TIS) has been recognized for their work in closing the achievement gap by the US Dept. of Education's Office of Innovation. TIS currently serves 247 students, of whom 95% are African American or multiracial background and 71% qualify for free or reduced-cost lunch programs. The school emphasizes small, multi-age classrooms where students are grouped by their developmental levels rather than grade level equivalency. There is also great focus on intergenerational mentors and community partnerships. The school was celebrated as the 2014 recipient of The Eisner Prize for Intergenerational Excellence.

At Saint Luke's, TIS benefits from the senior residents on-site who may serve as mentors, and from joint programming with other building tenants.

from the Circle and it applies to the eight Cleveland communities immediately surrounding the cultural hub. Employees from any University Circle not-for-profit institution are eligible for financial assistance in the form of forgivable loans, ranging from \$5,000 to \$30,000 and forgiven based on continued employment and owner-occupation for five years.

TAX ABATEMENT

Fifteen-year property tax abatement is available to all newly constructed homes in the City of Cleveland. The abatement applies to all property improvements and its only requirement is that design and construction comply with Enterprise Green Communities Criteria, which NVC would expect, regardless.

V. Sustainability

"LEED for Neighborhood Development (LEED ND) was engineered to inspire and help create better, more sustainable, well-connected neighborhoods. It looks beyond the scale of buildings to consider entire communities" (USGBC, 2015). The "St. Luke's Neighborhood District" was awarded LEED ND Silver certification in 2009 and maintains that accreditation today. The Legacy plan was an integral component of the district and its geography falls squarely within its boundaries. This LEED ND certification (one of Ohio's first) will require any new development to adhere to these now relatively common sustainable development approaches. The project scorecard is included as an appendix.

STORM WATER

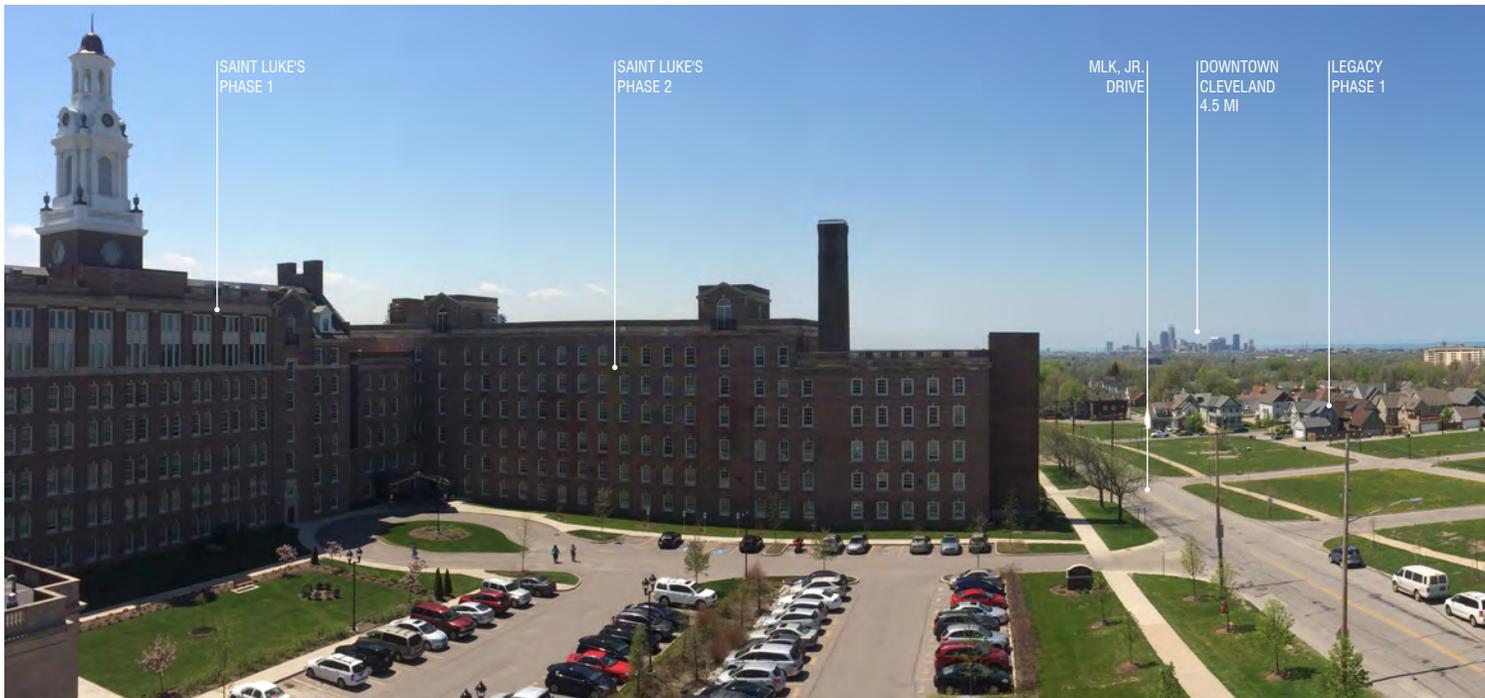
Combined sewer infrastructure in this part of Buckeye

was separated when the new roads were installed in 2003. As such, progressive storm water management approaches and tools are not eligible for NEORS grant support. The developer will be responsible for following all water management requirements, but NVC is hopeful that the possibility of exceeding those basic standards could result in environmental placemaking that would help elevate the community.

VI. Partners

New Village Corporation was formed as a wholly owned subsidiary of **Cleveland Neighborhood Progress** (CNP) in 1991 to manage the real estate assets of the parent and directly facilitate catalytic development projects across Cleveland. Throughout its history, NVC has developed projects that tend to be too large for local development organizations to take on and too risky for the private development community. Over its twenty-eight year history, New Village has partnered to develop hundreds of residential units and more than 1.2 million square feet of commercial space in 21 projects, totaling over \$206 million investment. Its completed projects include for-sale market rate housing, retail, adaptive re-use, and new construction financed by a range of conventional and public financing and tax credits, including historic, low income, and new market credits. For the purposes of this project, the best example of NVC's development capacity is in the project directly adjacent to this development site: Saint Luke's Hospital.

The striking six-story brick building with soaring clock towers became an immediate icon for the middle-class Hungarian community upon its completion in



1929. The hospital's 92-foot bell tower soars above Shaker Boulevard and serves as one of Cleveland's most recognizable landmarks. The building sat vacant after its closure for eight years and the community had all but written off the beloved structure by 2004, when CNP began working closely with the local community development corporation via the Strategic Investment Initiative. With funding assistance from the Saint Luke's Foundation, CNP facilitated a community planning process in Buckeye that identified several stakeholder concerns (housing maintenance, blight elimination, neighborhood perception and identification, social and health amenities, safety and security, and commercial corridor upgrades). During that process, participants literally circled the Saint Luke's campus as a mixed-use project critical to the future of the community. The resulting plan is among the most successful neighborhood plans in Cleveland, having implemented several projects

NVC subsequently purchased, partially demolished, and rehabilitated the 380,000 square foot structure into a mixed-use facility comprising senior apartments, a high-performing K-8 charter school, youth club, and office space. The adaptive reuse project has flipped the script for the neighborhood; its rebirth serving as demonstrable proof that anything is possible again in the neighborhood.

Buckeye Shaker Square Development Corporation is the official CDC of the area and was a close partner of Neighborhood Progress, from 2006 until 2012, and co-owns the land with NVC, who is the managing member of the legal partnership.

CHN Housing Partners is a Cleveland institution, having recently surpassed construction of 6,000 affordable homes. At any given time, more than 30,000 Clevelanders are living in a CHN property and, as such, have access to the full array of educational and financial assistance programs CHN offers. CHN will be a partner in this project, insofar as they will begin construction on 27 affordable units in the late summer of 2019. Efforts have been made to ensure that their connected townhouse product can contextualize with a contemporary market rate development, while keeping within the strict economic parameters required by the Ohio Housing Finance Authority (OHFA). CHN will also be a participant in the HOA until their units are individually transferred to home owners, sometime in the future (the property structure is a 30-year lease purchase). CHN will also be available on the pre-submittal conference call to respond to inquiries.

VII. Momentum

The area formerly served as the sprawling surface parking lots for the Saint Luke's Medical Center. When the campus was acquired, the City aided NVC with the lot removal and road construction necessary to properly frame and serve the 81-unit planned unit development. Eleven detached single-family homes were built as part of CitiRama 2006—a homebuilder showcase. Concurrently, NVC developed and sold another eleven units (five attached townhomes and six single-family homes) from 2006 to 2010, but the recession took its toll and made the construction of the remaining homes impossible. Nine years and several completed projects later, organizational

NEIGHBOR SPOTLIGHT

Saint Luke's Foundation

Founded: 1997
Years in Community: 22

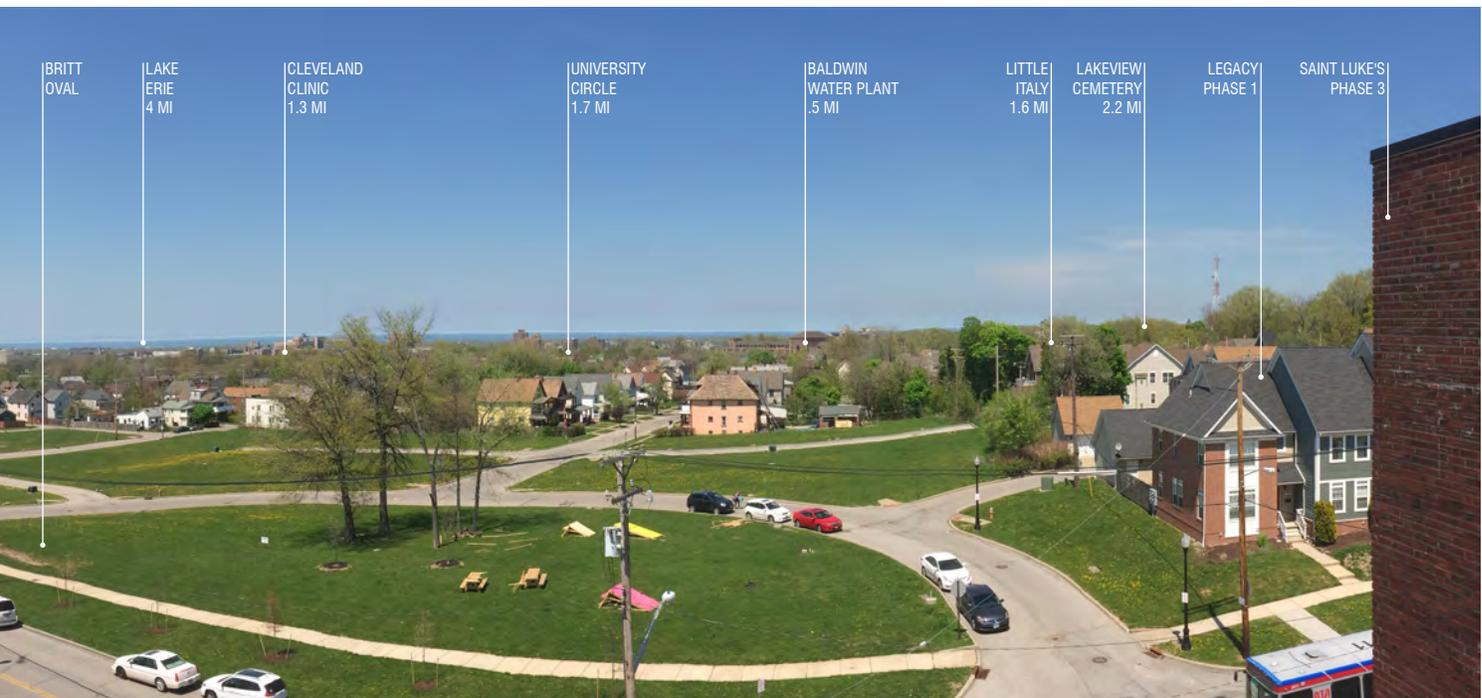
Established with the proceeds of the Hospital's sale in 1997, the Foundation ensures that the charitable mission of the Medical Center continues today.

Vision: People thrive as a result of living free of racism and poverty and experiencing equitable economic opportunities and conditions that enable them to lead healthier lives.

Strategies

- Close the health equity gap.
- Advocate for more equitable and responsive policies and practices that reduce the unfair treatment and disparate impact of structures, institutions and systems.
- Be a high performing foundation.

The Foundation returned to its roots in 2014 when it relocated into the former Saint Luke's Hospital. The Foundation occupies the penthouse of the renovated east wing.



PROJECT SPOTLIGHT
E116/St Luke's RTA Station

Renovation: 2016
Cost: \$8.1M

Project Team
GCRTA
City Architecture
Michael Baker International
Lawton & Associates

Summary
The proposed undertaking is to rehabilitate and bring into ADA compliance the existing East 116th Street Station at Shaker Boulevard. The platform length is sufficient for 3-car trains with curb ramps and access to the station entrance, which will also be brought within ADA compliance.

The design features one ramp with a butterfly-roofed canopy on the north side of station and one new stair with canopy on the south side. The ramp would connect to E. 116th Street and has a secondary connector to Shaker Boulevard, near the Saint Luke's property. ADA accessibility for the south side will be accomplished with a track crossing.

NEIGHBOR SPOTLIGHT
PENNROSE PROPERTIES

Founded: 1971
Years in Community: 9

Pennrose has crafted a national reputation of excellence for real estate development and multifamily property management, including many historic property transformations.

The adaptive reuse of Saint Luke's Hospital is a portfolio project for them and their continued role as the property manager provides stability to the neighborhood. Today, they manage 137 units of income-restricted senior housing and 2 units of market rate senior housing at "Saint Luke's Manor".

leadership is confident that a tipping point has been reached and the residential development is now well positioned. Contributing to this optimism, are several recently-completed and forthcoming projects:

RICE LEARNING CAMPUS (TOP LEFT)

The "upper" parcel of the Saint Luke's campus formerly housed the nurse's dormitory, but was the first element of the redevelopment completed. Due primarily to advocacy by BSSDC the corner lot was transformed into highly functioning learning campus. The beautiful and resilient new Harvey Rice Elementary School accommodates more than 400 public school students while the Rice Branch Library, which was previously located two blocks south of its current location, went from the second least-used branch library in the Cleveland Public Library network to the second most popular, once completed.

SAINT LUKE'S HOSPITAL (LOWER LEFT)

As described above, it is worth reiterating that twenty-two homes were sold across the street from an abandoned hospital building. Now that the facility has become a regional asset, there is one less hurdle for home sales.

INTERGEN. PLAYScape (MIDDLE)

Conceived as an interactive and engaging landscape for the myriad generations served by the building, Neighborhood Progress secured a combination of public and philanthropic financial support to remake the front lawn of the former hospital into an intergenerational amenity. The park features a "Figure-8" walking track, wildflower meadow, slide, multipurpose field, performance platform, game tables, willow tunnel, and unscripted play area—all arranged in such a manner that force simultaneous and even collaborative play between members of different generations.

BRITT OVAL (LOWER RIGHT)

With assistance from the State and local philanthropic community, NVC is currently in the process of implementing an array of landscape and programmatic improvements to what will be the central amenity of the completed residential development. Included in these improvements is a peripheral walking track, limestone cut-through, great lawn, events stage with electrical service, tree canopy, wildflower mound, timber swings, retaining wall seating, and 34 guest parking spaces. The construction scope of the amenity was nearly completed before winter set-in. That scope will be wrapped and the landscaping work completed, as well, this spring with a public dedication being planned for mid-summer. The public/private funding partnership utilized to improve the oval will yield to the Home Owner's Association for basic

maintenance and upkeep. Additional improvements that were planned but not implemented will be at the discretion of the development partner and future HOA leadership.

E.116/ST. LUKE'S TRAIN STATION (TOP RIGHT)

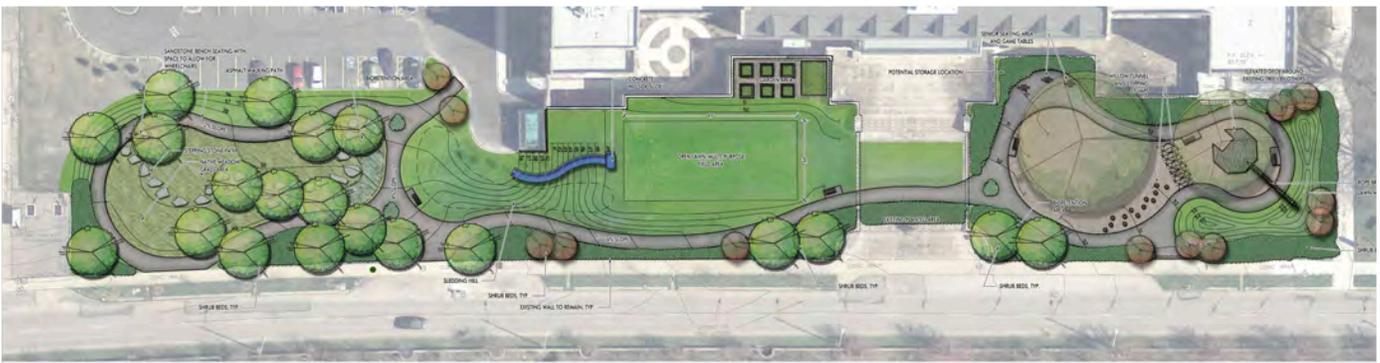
Also expected for completion in the spring, the reconstructed train station will offer riders an accessible and far more convenient and beautiful station experience. A third—and new—station entrance is now accessible immediately across from the termination of the Mews walkway that will now serve as an immediate access point from the housing to the station and vice versa. New station lighting, drop off lane, waiting platform, awnings, seating, and public art will all accentuate the experience. Some of these improvements (specifically the public art, alignment of the new entrance with the mews, and parking pull-off lanes) could not be accommodated in the RTA budget, which had to be increased twice to accommodate the basic scope. To ensure the inclusion of these elements (and the operational success of the station), Neighborhood Progress raised \$300,000 from the Saint Luke's and Cleveland Foundations.

CHN HOUSING PARTNERS (NEXT PAGE, TOP)

The affordable housing project was approved by OHFA in their 2018 funding cycle and construction is expected to begin in the late summer of 2019. A lot of thought has gone into the massing of the four structures and the choice of materials, which will optimally relate to a contemporary materials palette of the forthcoming market rate product. CHN will also be responsible for the landscaping improvements necessary at the southern terminus of the block between 110th and 111th Streets. A more complete set of plans will be made available to all respondents that file an intent to respond.

WOODHILL ESTATES (NOT PICTURED)

Chartered in 1933, the Cuyahoga Metropolitan Housing Authority became the first authority in the nation and Woodhill Estates (Originally "Morris Black") was among its first projects. Located one-quarter mile from the site, the 715-unit property has been maintained over its long history, but now requires significant reinvestment. Fortunately, CHMA was successful in their pursuit of a CHOICE planning grant from HUD in 2018. That planning is scheduled to conclude this year, with implementation hopefully following one to three years, thereafter. If/when the rebuild proceeds, it is imagined that it will be a 3P (public, private, philanthropic) venture and will be a transformative project for the area and the broader community, as well.



Intergenerational Playscape - Master Plan

Saint Luke's - Cleveland, OH **berk**

1-25-17



IX. Submission Schedule (Key Dates)		
Monday, February 4, 2019	RFP Released	Intent to Respond may be submitted at any time prior to submit deadline.
Friday, February 22	Deadline to Submit Written Questions	All questions should be emailed directly to: JFleming@ClevelandNP.org Answers to received questions will be provided during the presubmittal conference and forwarded digitally to all interested parties.
Thursday, February 28 11:00 AM ET	Presubmittal Conference (Optional) A site tour will immediately follow this meeting, for those in attendance.	Cleveland Neighborhood Progress 11327 Shaker Blvd, Suite 500W Cleveland, OH 44104 Web Access: GoToMeeting, Link Provided upon Request
Tuesday, March 5	Q&A Summary	Response summary forwarded to all conference participants, Intent to Respond submitters.
Friday, March 22 4:00 PM ET	Proposals Due (See Section IX)	
Week of March 25	Due Diligence	New Village Corporation will review each submittal, check references, and may request additional information.
Tuesday, April 2	Finalist(s) Contacted	
Week of April 15	Team Interviews (If Necessary)	Interviews with selected respondent teams may be scheduled in Cleveland, OH during the first two weeks of August. (Interviews may be done via teleconference for non-local teams.)

NEIGHBOR SPOTLIGHT
Rice Learning Campus

Completed: 2009 & 2010
Cost: \$26Mn

Components
Harvey Rice Elementary
Rice Branch Public Library
Public Art
Site Improvements

Harvey Rice is a Pre K-8 school and one of the Cleveland Metropolitan School District's newly-created wraparound programs. They work with the Centers for Families and Children as their lead agency. Harvey Rice aims to support students in achieving personal excellence through developing knowledge, skills and character. They also aim to educate the whole child and "wraparound" the community.

VIII. Selection Criteria

New Village Corporation will review the proposals, scoring each on the scale presented below.

- 5 pts – Team Qualifications/Structure
- 10 pts – Project Approach
- 5 pts – Design/Placemaking
- 5 pts – Project Financing
- 25 total available points

IX. Submission SCHEDULE: SEE ABOVE

REQUIREMENTS

Respondents are asked to provide a complete proposal that addresses the following topical areas:

PROPOSAL CONTENT

1. Cover Letter (max 2 pages)

Please include a letter that summarizes your team's interest in the project, states the purchase price of the offer and discusses key components of the submission, signed by an authorized representative.

2. Team Qualifications (10 pages)

A. Team Composition - Please identify all known

design and development personnel with a brief description of roles and responsibilities; include brief vitae for team leaders.

B. Completed Work - Please provide three recent examples of projects completed by the team (or subsets thereof) that demonstrate the team's ability to execute the presented vision.

- i. Provide an overview of the scale and scope of these projects, including development timeline, cost, total square footage, program, and ownership structure;
- ii. Include any meaningful outcomes in these projects; and
- iii. Provide one client contact for each project.

3. Project Approach (6 pages)

A. Narrative – Please describe your approach to the site and built product(s), specifically:

- i. Development vision and concepts;
- ii. Overall development program, including proposed uses, amenities, open space strategy, unit types, unit mix, parking assumptions, and square footage;
- iii. Target marketing and sales/leasing strategy;
- iv. Community objectives your team will seek to accomplish with the proposed strategy.



B. Management and Execution – Please outline how your team will coordinate and implement the project, including how the team will coordinate internally, with client partners, and with the greater community.

C. Timeline – Please provide a timeline for predevelopment/planning, parcel take down, design, and construction for each component of the development proposal.

4. Project Financing (6 pages)

At Closing, it is anticipated that the selected Team/Entity will complete a fee simple purchase of the parcels. Please provide a narrative that summarizes your team’s proposed business deal and transaction structure, including:

A. Project Pro Forma (included in Excel format and in Appendix A of proposal) with sources and uses, including soft and hard costs, financing costs, and any related contingencies as well sales projections or operating budget (if rental housing is being proposed) clearly indicating all assumptions and specifically:

- i. Projected rents/sales figures;
- ii. Operating expenses;
- iii. Carrying Costs (Taxes, Insurance, Debt Service, Etc.);
- iv. Net operating income and cash flow;
- v. Annual debt service; and
- vi. Equity returns.

B. Letters of interest and term sheets from lenders, equity providers, and partnership agreements, if available, MAY be provided in Appendix B and will not count against page limits.

C. If selected, the Respondent will be required to provide additional evidence of its (or its third party guarantor’s) ability to guaranty the full completion of construction, including any cost overruns

D. Equity sources and debt-financing strategy;
 E. Development timetable and phasing; and
 F. Resources to guarantee completion of construction.

5. References (1 page)

Please provide complete contact information for at least four former clients or end users that can speak to the firm’s capacity and performance. As many as five letters of support can be included in the Appendix.

6. Illustrations

Visuals may be conceptual in nature, but should appropriately convey the intent and vision of the development team’s initial concept. They should be integrated into the document and include at least the following:

- A. Site Plan with Entries and Amenity Areas Designated
- B. Architectural Illustrations/Sketches (Plans & Elevations)
- C. Renderings or Character Photography
- D. Phasing Diagram (if Necessary)

7. Reservations

The client partners understand that there are always unknowns with this type of project. Please use this section to identify any outstanding questions or concerns that would affect your team’s interest in—or performance on—this project.

FORMATTING

All materials should be formatted into a single, non-encrypted digital document in Adobe PDF format, with the Pro Forma documentation provided as a separate Excel file. The proposal may be formatted in whatever manner is convenient to the Team, but should observe the same order and numbering system of the submission requirements. Page limitations refer to a

NEIGHBOR SPOTLIGHT
 Shaker Square

Completed: 1929

The historic American Colonial-Georgian shopping center was the nation’s second planned shopping area (Country Club Plaza, Kansas City) and was built by the Van Sweringen brothers, who also developed much of Shaker Heights. They envisioned the Square as a gateway between the urban and suburban enclaves of the early 20th century.

Since 2004, the Square has been owned and managed by The Coral Company and is the heart of a neighborhood comprising more than 4,000 units of rental and condominium apartments, townhouses, and many private homes.

In 2018, CNP partnered with LAND studio to facilitate a public realm improvement project called, "This is SHSQ". The effort is a public dialogue that revolves around repairing critical physical and social connectivity in Greater Shaker Square and reinvigorating the Square, itself, for its *next* ninety years. Implementation is expected to begin in 2020.

PROJECT SPOTLIGHT
Buckeye Square

Completed: 2014
Cost: \$12.6M

Project Team
Cleveland Housing Network
EDEN, Inc.
FrontLine Services
Enterprise Community
Partners
Housing First Consortium

Buckeye Square is a 65-unit permanent supportive housing project for chronically homeless individuals.

The building is within walking distance of major anchor projects including medical facilities, community, and public services. In addition, Enterprise Community Investment funded Saint Luke's Manor is also in the neighborhood.

Buckeye Square features on-site social services, common laundry facilities, a community room with kitchen, a computer lab, parking for residents, a 24-hour staffed front desk and outdoor courtyard space.

one-sided, letter-sized (8.5" x 11") sheet. Teams may submit their documents in one of three ways:

Registered Mail: New Village Corporation
Attn: Justin Fleming
11327 Shaker Blvd, Ste. 500W
Cleveland, OH 44104

Email: JFleming@ClevelandNP.org

DropBox: Registered teams will be invited to a project folder and may upload files to that venue.

All materials must be received no later than 4:00 PM local time on Friday, March 22. New Village Corporation reserves the right to accept materials after this deadline, but is not obligated to do so.

X. Miscellaneous Provisions

The following provisions apply specifically to this RFP and govern the proposal process.

1. CHANGE IN RESPONDENTS' INFORMATION

If after Respondent has provided a response to NVC, information provided in a response changes (e.g., deletion or modification to any of Respondents' team members or new financial information), Respondents must notify NVC in writing and provide updated information in the same format for the appropriate section of the RFP. NVC reserves the right to evaluate the modified response, eliminate Respondents from further consideration, or take other action as that NVC may deem appropriate. NVC will require similar notification and approval rights of any change

to Respondents' response or development team following award, if any.

2. OWNERSHIP AND USE OF RESPONSES

All responses shall be the property of NVC. NVC may use any and all ideas and materials included in any response, whether the response is selected or rejected.

3. SELECTION NON-BINDING

The selection by NVC of a Respondent indicates only NVC's intent to negotiate with the Respondent, and the selection does not constitute a commitment by NVC to execute a final agreement or contract with the Respondent. Respondents therefore agree and acknowledge that they are barred from claiming to have detrimentally relied on NVC for any costs or liabilities incurred as a result of this RFP.

4. NON-LIABILITY

By participating in the RFP process, Respondents agree to hold NVC, its officers, employees, agents, representatives, and consultants harmless from all claims, liabilities, and costs related to all aspects of this RFP.

5. SITE LIMITATIONS

Any property conveyed to the Respondents shall be conveyed or leased in "as is" condition, without warranty by NVC as to physical condition of the land or any existing structures. NVC makes no representations regarding the character or extent of soil or subsurface conditions or the conditions and existence of utilities that may be encountered during



the course of any work, development, construction or occupancy of the any property on the Project Site. Respondents will be responsible for any environmental remediation that may be associated with removal or disturbance of existing improvements or other preparation of any parcels that it is selected to develop on the Project Site.

6. RESERVATION OF RIGHTS

NVC reserves the right, in its sole discretion and as it may deem necessary, appropriate, or beneficial NVC with respect to this RFP:

- A. Cancel, withdraw or modify the this RFP prior to or after the response deadline;
- B. Modify or issue clarifications to the RFP prior to the response deadline;
- C. Request the submission of more-detailed offers or additional information from some or all of the Respondents;
- D. Consider one or more proposals that are noncompliant with the RFP requirements
- E. Begin negotiations with the next preferred Respondent in the event that a development agreement cannot be executed within the allotted period for negotiations with a prior selected Respondent;
- F. Reject any responses it deems incomplete or unresponsive to the RFP requirements;
- G. Reject all responses submitted under the RFP;
- H. Terminate, in its sole and absolute discretion, negotiations with any Respondents if such Respondents introduce comments or changes to a development agreement that are inconsistent with its previously submitted response materials;

- I. Modify the deadline for responses or other actions; and
- J. Reissue the original RFP, (ii) issue a modified RFP, or (iii) issue a new RFP, whether or not any responses have been received in response to the initial RFP.

XI. Appendices

- A. INTENT TO SUBMIT FORM
- B. MAPS AND PARCEL INFORMATION, RENDERINGS, LEED ND SCORE SHEET

XII. Digital Documents

- A. PARCEL, INFRASTRUCTURE, UTILITIES DRAWINGS/AS-BUILTS
- B. HOME OWNER'S ASSOCIATION DOCUMENT
- C. CHN HOUSING PARTNERS DRAWING SET
- D. SOIL TESTS

NOTE: Digital documents will be made available for download upon receipt of a respondent's intent to submit form.

PARTNER SPOTLIGHT CHN HOUSING PARTNERS

Founded: 1981
Years in Community: 38

CHN is an affordable housing developer and service provider that works with its partners to solve major housing challenges for low-income people and underserved communities. Through their partnerships, they have developed over 6,000 homes, and serve over 30,000 families, annually.

Entrepreneurial Culture:

Willingness to take calculated risks in support of mission

Solutions-driven:

Ability to customize integrated housing solutions

Sense of Urgency:

Knowing how to swiftly operationalize and execute when rapid response is vital

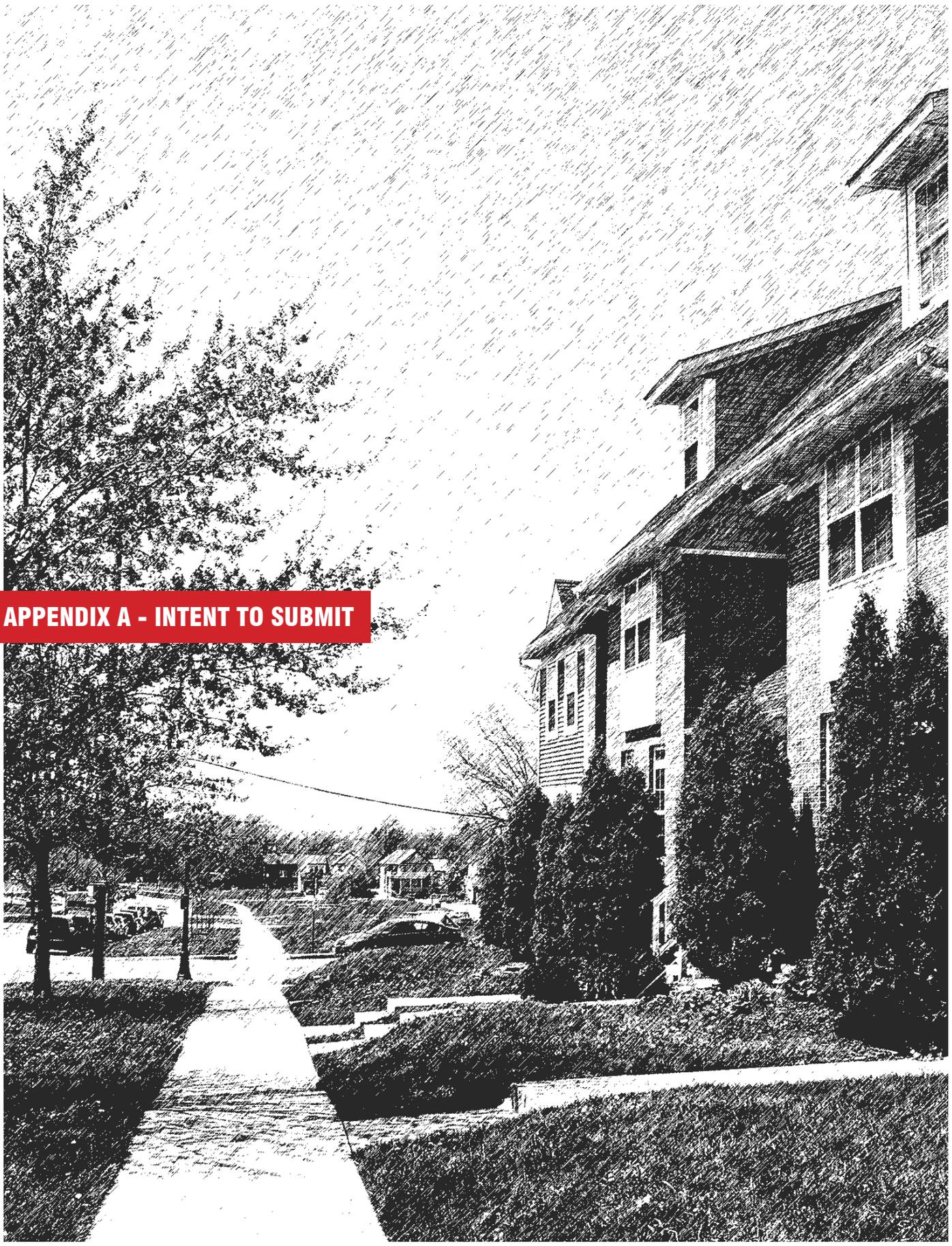
Collaboration Oriented:

Working through coalitions to achieve scale and impact

Client Centered:

Focused on achieving impact for partners, the community and those they serve





APPENDIX A - INTENT TO SUBMIT

APPENDIX A - INTENT TO SUBMIT

NAME

FIRM/COMPANY

BUSINESS ADDRESS

PHONE NUMBER

EMAIL ADDRESS

SIGNATURE

DATE

PRESUBMITTAL CONFERENCE & SITE TOUR

In connection with this Request for Proposals for a Phase III developer, New Village Corporation will be hosting a presubmittal conference and site tour on Thursday, February 28 at 11:00 AM.

Attendees should meet at Cleveland Neighborhood Progress, which is accessible by way of the E116/ Saint Luke's RTA Station (blue/green line) or by car at approximately East 113th and Shaker Boulevard. The guest entrance is on the East side of the rear courtyard of Saint Luke's Manor, accessible off of Martin Luther King, Jr. Drive. If driving, please utilize the parking spaces marked "Guest" upon arrival.

The conference and tour are optional events and all parties that submit an intent to respond will receive a digital summary of the proceedings.

Please email completed form to

JFleming@ClevelandNP.org

RSVP

_____ I plan to attend conference in person.

_____ I plan to attend via telephone.

_____ I do NOT plan to attend the conference.

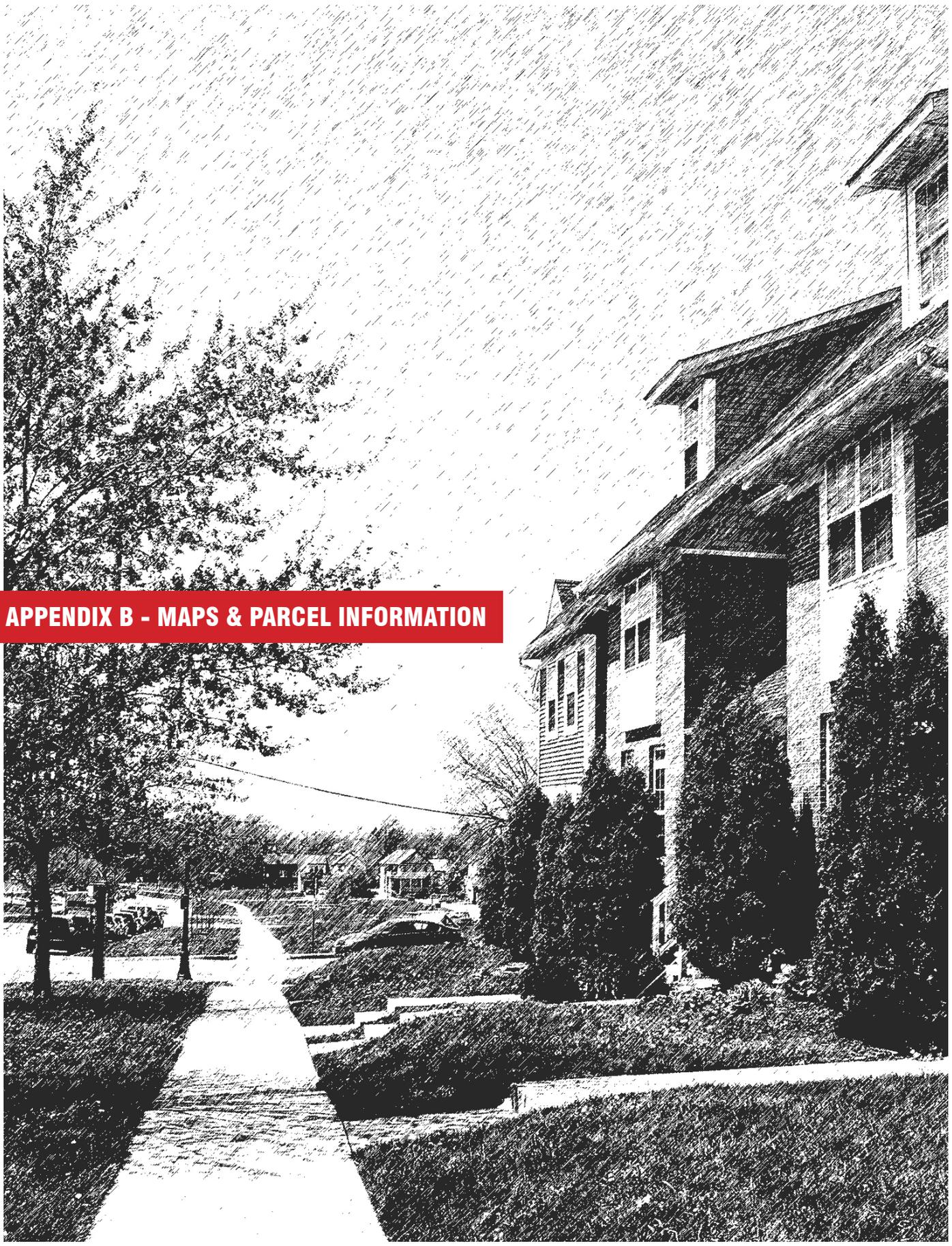
A total of _____ guests will be joining me.

CONFERENCE LOCATION

Cleveland Neighborhood Progress
11327 Shaker Blvd, Suite 500W
Cleveland, OH 44104
Phone: 216.830.2770

WEB ACCESS

GoToMeeting
Credentials Provided upon Inquiry

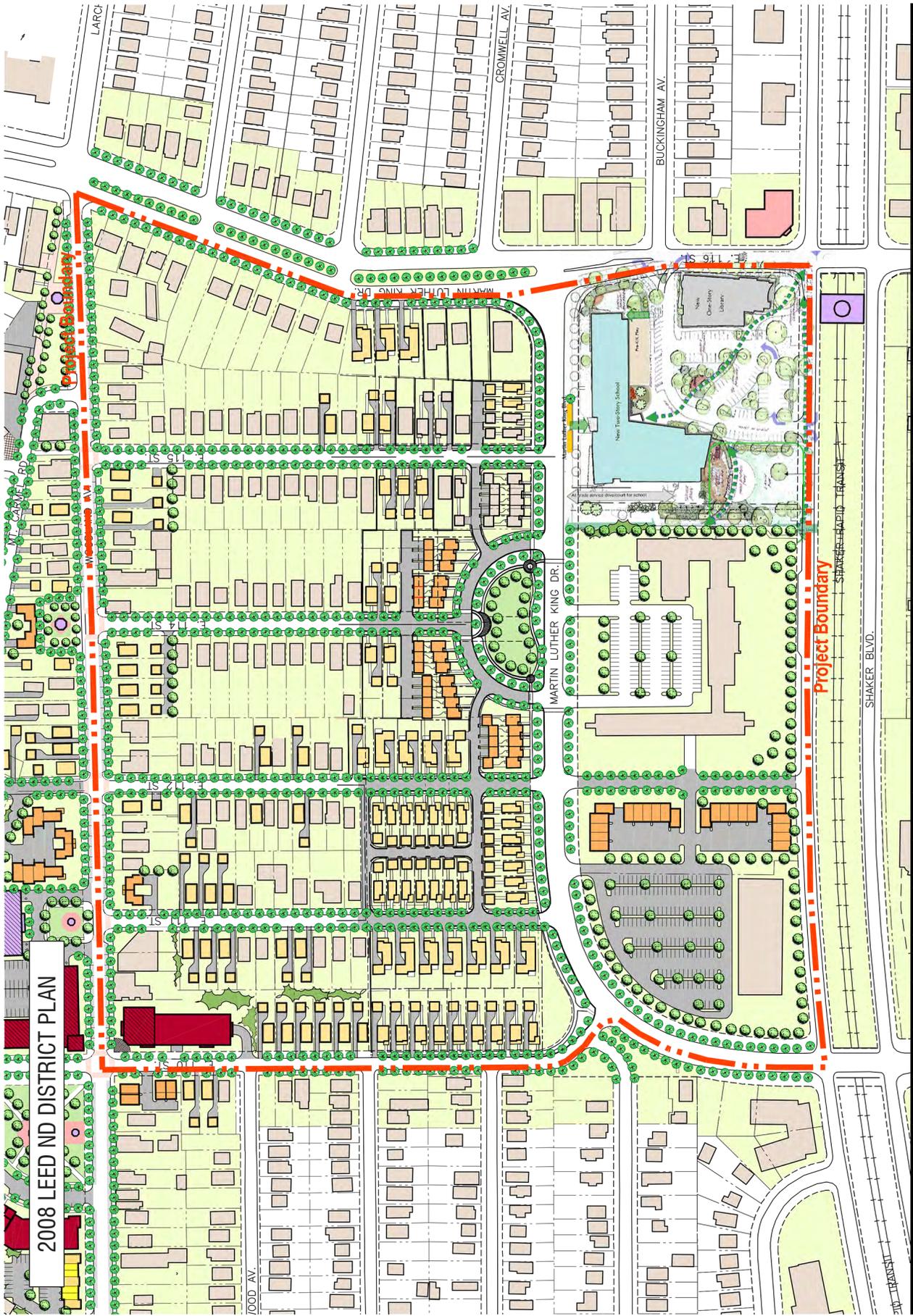


APPENDIX B - MAPS & PARCEL INFORMATION

SITE PARCELS

Parcel Number	Number	Street	Frontage (SF)	Depth (SF)	Zoning Code	Zoning Description	Parcel SF*	Parcel Acreage*	S/L	Housing Type	Notes
128-04-043	11415	-	40	120	2F-B1	RESIDENCE TWO FAMILY	5,657	0.13	-	-	eastern section of two single family s/l's, north portion of one townhouse s/l
128-03-029	11315	BRITT OVA	377.5	293.6	2F-B1	RESIDENCE TWO FAMILY	97,318	2.23	19	mixed	7 single-family s/l's, 12 townhome s/l's, eastern portions of Hudla, Britt Oval, and Glencrest
128-04-038	11322	BRITT OVA	55.3	860	2F-B1	RESIDENCE TWO FAMILY	48,032	1.10	7	townhome	southern portion of 7 townhome s/l's along Britt Oval, western portion of Britt Oval common area, western of Britt Oval
128-03-051		E 110TH ST	47.9	130.3	2F-B1	RESIDENCE TWO FAMILY	6,522	0.15	3	single-family	a total of 9 single-family homes were envisioned along E 110th, across 7 current parcels. Counted 3 here to make up for that difference
128-03-052		E 110TH ST	50	130.3	2F-B1	RESIDENCE TWO FAMILY	6,525	0.15	1	single-family	
128-03-053		E 110TH ST	50	130	2F-B1	RESIDENCE TWO FAMILY	6,519	0.15	1	single-family	
128-03-054		E 110TH ST	50	130	2F-B1	RESIDENCE TWO FAMILY	6,513	0.15	1	single-family	
128-03-055		E 110TH ST	50	130	2F-B1	RESIDENCE TWO FAMILY	6,507	0.15	1	single-family	
128-03-048	2684	E 111TH ST	55.5	125	2F-B1	RESIDENCE TWO FAMILY	6,924	0.16	1	single-family	
128-03-043		E 112TH ST	40.7	107.5	2F-B1	RESIDENCE TWO FAMILY	4,595	0.11	1	single-family	
128-03-064		E 112TH ST	38.4	108.4	2F-B1	RESIDENCE TWO FAMILY	4,537	0.10	1	single-family	
128-03-065		E 112TH ST	42	108.4	2F-B1	RESIDENCE TWO FAMILY	4,541	0.10	1	single-family	
128-03-066		E 112TH ST	42	108.1	2F-B1	RESIDENCE TWO FAMILY	4,527	0.10	1	single-family	
128-03-067		E 112TH ST	42	107.8	2F-B1	RESIDENCE TWO FAMILY	4,514	0.10	1	single-family	
128-03-115		E 112TH ST	50	130	2F-B1	RESIDENCE TWO FAMILY	6,501	0.15	1	single-family	
128-03-116		E 112TH ST	50	130	2F-B1	RESIDENCE TWO FAMILY	5,948	0.14	1	single-family	
128-03-117		E 112TH ST	10	130	2F-B1	RESIDENCE TWO FAMILY	1,286	0.03	-	single-family	eastern section of Hudla Ave, northern portion of 5 townhome s/l's
128-04-044		E 114TH ST	40	134	2F-B1	RESIDENCE TWO FAMILY	8,374	0.19	-	-	
128-04-045		E 114TH ST	40	134	2F-B1	RESIDENCE TWO FAMILY	5,455	0.13	1	single-family	
128-04-046	2657	E 114TH ST	40	134	2F-B1	RESIDENCE TWO FAMILY	5,455	0.13	1	single-family	
128-04-068	2656	E 115TH ST	41.7	130	2F-B1	RESIDENCE TWO FAMILY	5,194	0.12	1	single-family	
128-04-070		E 115TH ST	39.2	130	2F-B1	RESIDENCE TWO FAMILY	5,194	0.12	1	single-family	
128-04-077	2661	E 115TH ST	34.6	143.8	2F-B1	RESIDENCE TWO FAMILY	5,720	0.13	1	single-family	
128-04-078		E 115TH ST	45.4	145.8	2F-B1	RESIDENCE TWO FAMILY	5,789	0.13	1	single-family	
128-03-042		MLK JR DR	112.7	238.2	2F-B1	RESIDENCE TWO FAMILY	24,679	0.57	7	townhome	common area along MLK between E 110th and E 111th
128-03-050		MLK JR DR	160.5	225	2F-B1	RESIDENCE TWO FAMILY	10,040	0.23	-	none	
128-04-030	2684	MLK JR DR	40	155	2F-B1	RESIDENCE TWO FAMILY	5,800	0.13	1	single-family	
128-04-032	2692	MLK JR DR	32.9	101.8	2F-B1	RESIDENCE TWO FAMILY	3,322	0.08	1	single-family	
								7.16	56		

*All areas measured with GIS software



SAINT LUKE'S NEIGHBORHOOD DISTRICT
 LEED FOR NEIGHBORHOOD DEVELOPMENT

NEIGHBORHOOD PROGRESS, INC. BUCKEYE AREA DEVELOPMENT CORPORATION CITY ARCHITECTURE

2008 LEED ND DISTRICT PLAN



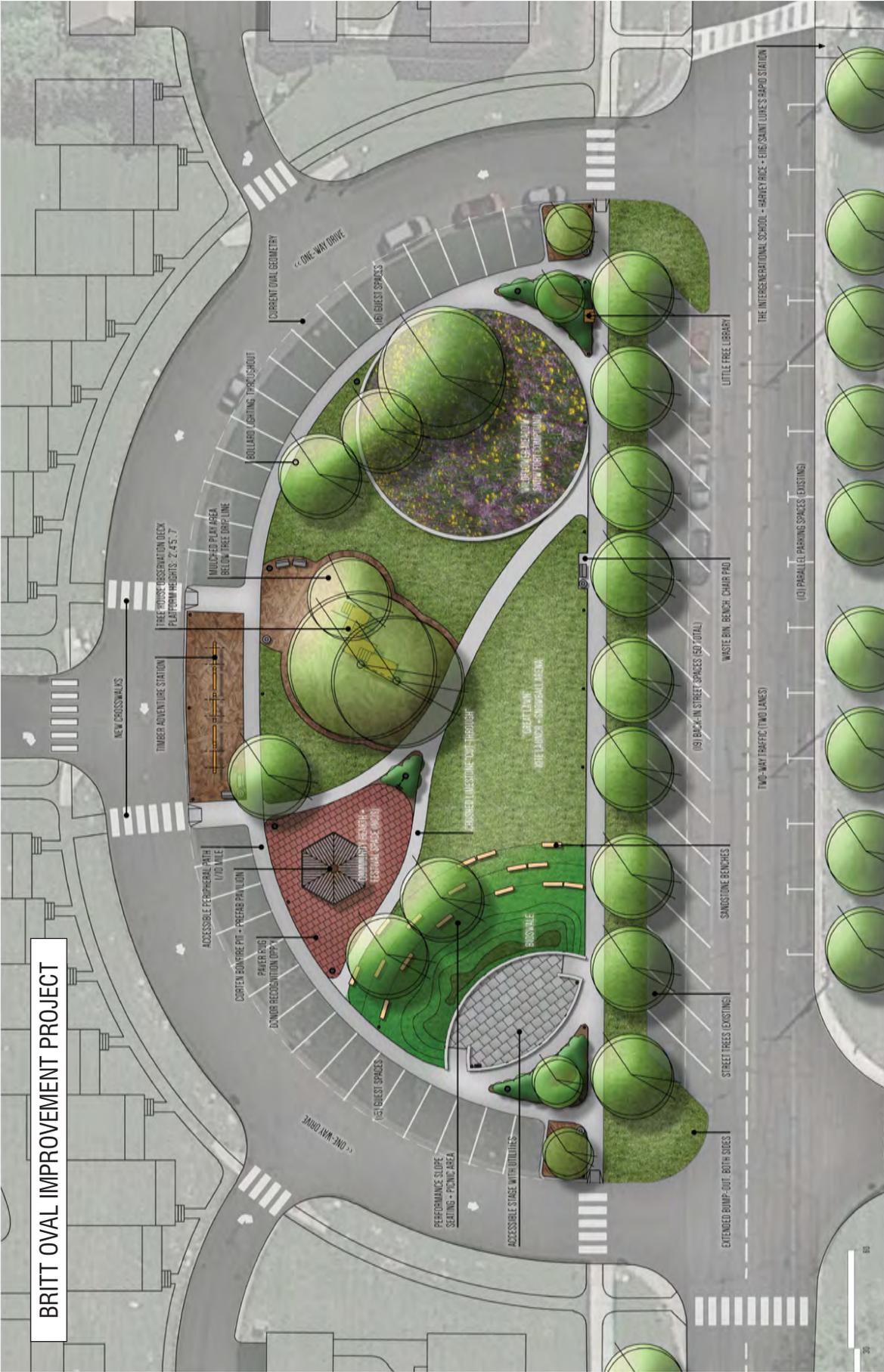
LEED for Neighborhood Development Pilot Project Checklist

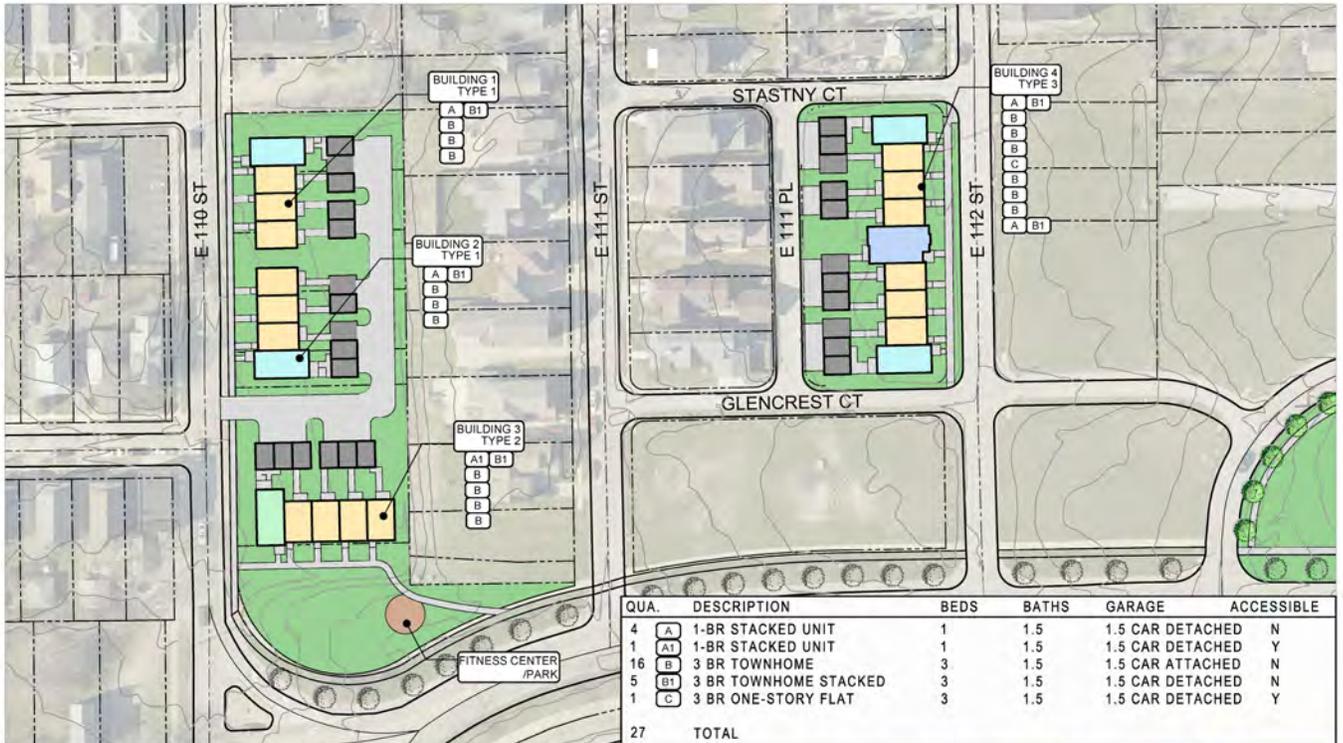
Project Name: St. Luke's Neighborhood District
 Stage of Certification: Stage 2

Points Attempted	Points Possible			Change since last Stage?	Notes
23	30	Smart Location & Linkage			
Y	Required	Prereq 1	Smart Location		
Y	Required	Prereq 2	Proximity to Water and Wastewater Infrastructure		
Y	Required	Prereq 3	Imperiled Species and Ecological Communities		
Y	Required	Prereq 4	Wetland and Water Body Conservation		
Y	Required	Prereq 5	Farmland Conservation		
Y	Required	Prereq 6	Floodplain Avoidance		
2	2	Credit 1	Brownfield Redevelopment		
1	1	Credit 2	High Priority Brownfields Redevelopment		
8	10	Credit 3	Preferred Location		
7	8	Credit 4	Reduced Automobile Dependence		
0	1	Credit 5	Bicycle Network		
3	3	Credit 6	Housing and Jobs Proximity		
1	1	Credit 7	School Proximity		
1	1	Credit 8	Steep Slope Protection		
0	1	Credit 9	Site Design for Habitat or Wetlands Conservation		
0	1	Credit 10	Restoration of Habitat or Wetlands		
0	1	Credit 11	Conservation Management of Habitat or Wetlands		
23	39	Neighborhood Pattern & Design			
Y	Required	Prereq 1	Open Community		
Y	Required	Prereq 2	Compact Development		
1	7	Credit 1	Compact Development		
3	4	Credit 2	Diversity of Uses		
3	3	Credit 3	Diversity of Housing Types		
2	2	Credit 4	Affordable Rental Housing		
2	2	Credit 5	Affordable For-Sale Housing		
2	2	Credit 6	Reduced Parking Footprint		
5	8	Credit 7	Walkable Streets		
2	2	Credit 8	Street Network		
1	1	Credit 9	Transit Facilities		
0	2	Credit 10	Transportation Demand Management		
0	1	Credit 11	Access to Surrounding Vicinity		
1	1	Credit 12	Access to Public Spaces		
0	1	Credit 13	Access to Active Public Spaces		
0	1	Credit 14	Universal Accessibility		
1	1	Credit 15	Community Outreach and Involvement		
0	1	Credit 16	Local Food Production		
8	31	Green Construction & Technology			
Y	Required	Prereq 1	Construction Activity Pollution Prevention		
2	3	Credit 1	LEED Certified Green Buildings		
0	3	Credit 2	Energy Efficiency in Buildings		
0	3	Credit 3	Reduced Water Use		
2	2	Credit 4	Building Reuse and Adaptive Reuse		
1	1	Credit 5	Reuse of Historic Buildings		
1	1	Credit 6	Minimize Site Disturbance through Site Design		
1	1	Credit 7	Minimize Site Disturbance during Construction		
0	1	Credit 8	Contaminant Reduction in Brownfields Remediation		
0	5	Credit 9	Stormwater Management		
0	1	Credit 10	Heat Island Reduction		
0	1	Credit 11	Solar Orientation		
0	1	Credit 12	On-Site Energy Generation		
0	1	Credit 13	On-Site Renewable Energy Sources		
0	1	Credit 14	District Heating & Cooling		
0	1	Credit 15	Infrastructure Energy Efficiency		
0	1	Credit 16	Wastewater Management		
0	1	Credit 17	Recycled Content for Infrastructure		
0	1	Credit 18	Construction Waste Management		
1	1	Credit 19	Comprehensive Waste Management		
0	1	Credit 20	Light Pollution Reduction		
4	31	Innovation & Design Process			
1	1	Credit 1.1	Innovation in Design: Affordable Rental Housing		Exemplary performance
1	1	Credit 1.2	Innovation in Design: Affordable For-sale Housing		Exemplary performance
1	1	Credit 1.3	Innovation in Design: Reduce Parking Footprint		Exemplary performance
0	1	Credit 1.4	Innovation in Design		(not attempted)
0	1	Credit 1.5	Innovation in Design		(not attempted)
1	1	Credit 2	LEED® Accredited Professional		
58	6	Project Totals (pre-certification estimates)		106 Points	

Certified: 40-49 points, Silver: 50-59 points, Gold: 60-79 points, Platinum: 80-106 points

BRITT OVAL IMPROVEMENT PROJECT







LEGACY AT SAINT LUKES
CLEVELAND, OHIO - FEBRUARY 2018

BUILDING TYPE 2 ELEVATIONS
SCALE: 3/32" = 1'-0"



12



LEGACY AT SAINT LUKES
CLEVELAND, OHIO - FEBRUARY 2018

BUILDING TYPE 3 ELEVATIONS
SCALE: 1/16" = 1'-0"



13



ISSUED BY:
New Village Corporation
11327 Shaker Blvd
Suite 500W
Cleveland, Ohio 44104

216.830.2770
www.ClevelandNP.org

New Village

