

For Release MARCH 1, 2021

# REQUEST FOR QUALIFICATIONS

FOR THE ADAPTIVE REUSE AND REDEVELOPMENT  
OF SURPLUS CLEVELAND METROPOLITAN SCHOOL  
DISTRICT SITES

CITY OF CLEVELAND  
CLEVELAND METROPOLITAN SCHOOL DISTRICT



**Table of Contents**

Introduction	3
RFQ Timeline	4
Available CSMD Sites	5
Development Goals	6
Process	7
Submission Requirements	9
Information Session	11
Building Tours	11
Questions and Requests for Information	12
<i>Appendix (each appendix will be separate pdf documents)</i>	
Citywide Site Location Map	
CMSD Board Resolution	
Opportunity Zones	
Waiver of Liability Form for Site Visits	
Site Specific Documents- Audubon	
Site Specific Documents- Mount Auburn	
Site Specific Documents- Central School	
Site Specific Documents- Willson	
Site Specific Documents- Empire	
Site Specific Documents- Nathaniel Hawthorne	
Site Specific Documents- Robert Fulton	
Site Specific Documents- Paul Revere	
Site Specific Documents- Martin Luther King, Jr. High School	
Site Specific Documents- Case	
Site Specific Documents- Iowa-Maple	
Site Specific Documents- Fullerton	
Site Specific Documents- Mount Pleasant	
Site Specific Documents- Giddings	
Site Specific Documents- John D. Rockefeller	
Site Specific Documents- John W. Raper	
Site Specific Documents- Stephen E. Howe	
Site Specific Documents- Charles Lake	
Site Specific Documents- Mound	
Neighborhood Plans	
Cleveland Economic Development Programs	
Cleveland Community Development Programs	

## **INTRODUCTION**

The City of Cleveland (City) and the Cleveland Metropolitan School District (CMSD) are jointly issuing a Request for Qualifications (RFQ) to select real estate development project teams for the redevelopment of 12 vacant school buildings and 7 sites of vacant land. In total this offers 61.6 acres of developable land containing 967,000 square feet of existing buildings for reuse.

Redevelopment proposals are to be submitted for one specific building or one specific vacant land site. Project teams may submit proposals for more than one site; however, each site proposal must be submitted separately.

The deadline for the RFQ responses is **5:00 PM on Friday, April 30<sup>th</sup>, 2021.**

The intent of the RFQ process is to identify qualified real estate development project teams interested in each site. Teams are invited to submit site-specific redevelopment proposals for consideration by an evaluation team comprised of representatives of the City, CMSD and the community. Upon selection, development teams will be invited to commence additional due diligence for specific sites. The RFQ and selection process will be facilitated by the City of Cleveland. The City and CMSD are permitted to accept or reject any or all proposals.

Each proposal is required to indicate a purchase price and justification for the proposed price, such as through the submission of an independent, third-party justification or appraisal. Other criteria including development goals and the selection criteria (listed below) also will be considered as part of the purchase price negotiation. CMSD and City officials are currently only authorized to accept a purchase price for each property based on the Fair Market Value (see Appendix). If proposals are for less than the listed Fair Market Value, the proposal will need to be approved by both the Cleveland Board of Education and City of Cleveland.

**RFQ TIMELINE:**

City & CMSD Release RFQ March 1, 2021

Informational Session w/Developers March 16 and 17, 2021

*(Send RSVP to [SchoolSitesRFQ@city.cleveland.oh.us](mailto:SchoolSitesRFQ@city.cleveland.oh.us) by March 12)*

Deadline to Submit CMSD Documentation Request March 19, 2021

Building Tours March 22, 23 and 24, 2021

*(Send RSVP to [SchoolSitesRFQ@city.cleveland.oh.us](mailto:SchoolSitesRFQ@city.cleveland.oh.us) by March 19)*

Final Responses to Questions Released April 16, 2021

*(Send Questions to [SchoolSitesRFQ@city.cleveland.oh.us](mailto:SchoolSitesRFQ@city.cleveland.oh.us) by April 12, 2021)*

RFQ Responses Due April 30, 2021

*(Email single PDF to [SchoolSitesRFQ@city.cleveland.oh.us](mailto:SchoolSitesRFQ@city.cleveland.oh.us))*

Respondents Notified of Preliminary Selection May 31, 2021



**AVAILABLE CMSD SITES:**

Each site will be identified in the appendix with additional information. The properties are as follows:

<b>LANDMARK BUILDINGS</b>				
<b>School Name, Year Built</b>	<b>Ward</b>	<b>Address</b>	<b>Est. Acreage</b>	<b>Est. Usable Building Area</b>
Audubon, 1922	4	3055 Martin Luther King, Jr. Drive	3.1	154,277
Mount Auburn, 1922	4	10110 Mount Auburn Avenue	2.0	45,306
Central School, 1939	5	2199 E. 40 <sup>th</sup> Street	4.6	122,906
Willson, 1903, 1927	7	1625 E. 55 <sup>th</sup> Street	2.9	71,775
Empire, 1915	9	9113 Parmelee Avenue	3.0	62,491
Nathaniel Hawthorne, 1917, 1927	16	3575 W. 130 <sup>th</sup> Street	2.5	33,688

<b>NON-LANDMARK FORMER SCHOOL BUILDINGS</b>				
<b>School Name</b>	<b>Ward</b>	<b>Address</b>	<b>Est. Acreage</b>	<b>Est. Usable Building Area</b>
Robert Fulton, 1929; <i>former landmark</i>	1	3291 E. 140 <sup>th</sup> Street	3.5	68,895
Paul Revere, 1923	2	10706 Sandusky Avenue	5.3	87,228
Martin Luther King, Jr. HS	7	1651 E. 71 <sup>st</sup> Street	11.0	167,833
Case	7	4050 Superior Avenue	2.1	64,347
Iowa-Maple	8	12510 Maple Avenue	2.0	65,709
Fullerton	12	5810 Fullerton Avenue	2.9	22,545

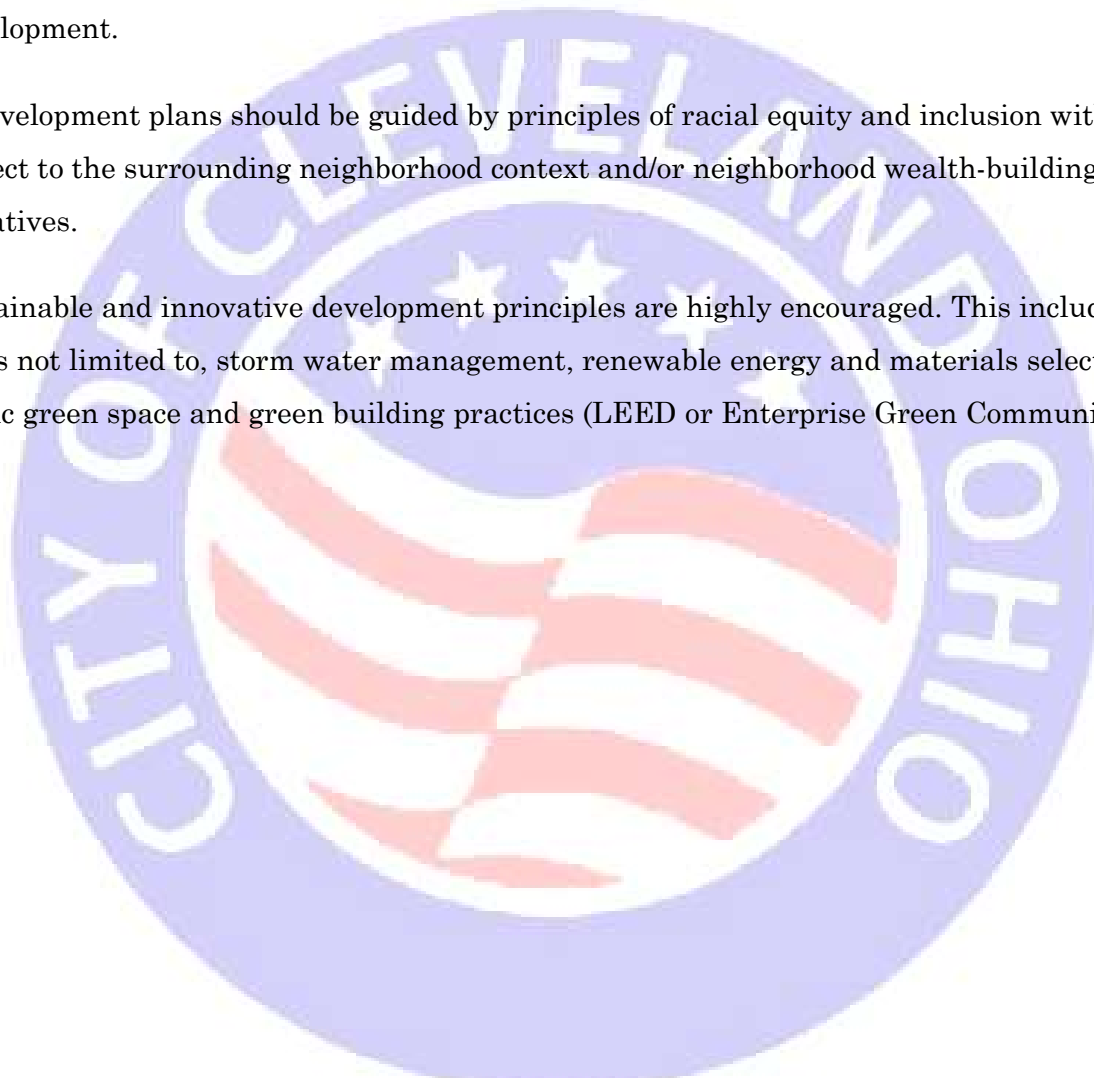
<b>VACANT LAND PARCELS</b>			
<b>School Name</b>	<b>Ward</b>	<b>Address</b>	<b>Est. Acreage</b>
Mt. Pleasant	2	11617 Union Avenue	2.0
Giddings	5	2250 E. 71 <sup>st</sup> Street	2.0
John D. Rockefeller	7	5815 Whittier Avenue	2.9
John W. Raper	7	1601 E. 85 <sup>th</sup> Street	2.6
Stephen E. Howe	9	1000 Lakeview Road	2.2
Charles Lake	10	9201 Hillock Avenue	3.7
Mound	12	5405 Mound Avenue	1.3

**DEVELOPMENT GOALS**

The redevelopment of each school site will complement its surrounding neighborhood and will generate community revitalization through investment and community engagement. Development goals and proposed uses for each site are included on each summary page in the Appendix and have been determined by the City of Cleveland Planning Commission in partnership with the Department of Community Development and Department of Economic Development.

Redevelopment plans should be guided by principles of racial equity and inclusion with respect to the surrounding neighborhood context and/or neighborhood wealth-building initiatives.

Sustainable and innovative development principles are highly encouraged. This includes, but is not limited to, storm water management, renewable energy and materials selection, public green space and green building practices (LEED or Enterprise Green Communities).



## **PROCESS**

The City of Cleveland and CMSD will use the RFQ process to determine interest and select qualified project teams to move forward into due diligence and predevelopment plans for each site.

The Proposed Process is as Follows:

### **Phase I- RFQ Responses**

*RFQ to be released March 2021 with responses due April 30, 2021*

- The City of Cleveland will release a Request for Qualifications.
- Developers can respond to individual or multiple sites. However, developers should submit a separate submission for each site of interest.
- **CMSD will retain ownership of all sites until Phase III**

An evaluation team shall be comprised of representatives from the City, CMSD and the community. The evaluation team shall determine a short-list of qualified real estate development firms based upon a qualitative review of each submission. The RFQ submissions will be evaluated according to the following criteria (See Page 5, SUBMISSION GUIDELINES, for more information):

- Relevant (successful) project experience
- Description of project and uniqueness of plan
- Relevant team member experience
- Financial capacity

RFQ respondents shall be notified of the evaluation team's preliminary selections by **May 31, 2021**.

### **Phase II- Select Developers to proceed with 6-month due diligence for specific sites**

- Selected development teams will enter into a Memorandum of Understanding (MOU) with the City and CMSD
- Developer to commence Due Diligence for select sites
- Developer to submit conceptual and schematic designs to the evaluation team and the City of Cleveland Planning Commission

**Required Deliverables under Phase II:**

- Conceptual Approval from the Planning Department (*For more information, visit [CPC Design Review Submittals Checklist](#)*)
- Proforma demonstrating feasibility of the project financing
- Commitment letters from other funders
- Finalize negotiation on any tax abatement, City non-forgivable loans, forgivable loans and/or grants to address any project financial gap not addressed by other funding sources.

**Phase III- Proceed with final, 12-month planning phase to get to ground**

**breaking**

- City to provide commitment letters for project
- Developer to secure financing
- City to pass Legislation and coordinate transfer of title from CMSD through City to developer
- Developer to complete Preliminary and Final Design, Construction Plans
- Permitting (*For more information, visit [City of Cleveland Permit Guide](#)*)

The RFQ process is non-binding, does not imply a commitment to move forward with the project and is subject to the Codified Ordinances of the City of Cleveland and the laws of the State of Ohio. The property owners reserve the right to discontinue the RFQ/RFP process at any time.



## **SUBMISSION REQUIREMENTS**

Interested firms shall submit their qualifications as part of their proposal submission.

Respondents are encouraged to include the following information in their submissions:

### **1. Executive Summary**

- Project Overview including renderings
- Identify Site of Interest (\*EACH SITE REQUIRES A SEPARATE SUBMISSION)
- Present Offer Price for Site of Interest
- Why your team is interested in this redevelopment initiative on this Site?

### **2. Project Description**

- Description of your team's understanding of the project
- Proposal for Site
- How will the property be used?
- How will the use of the property engage and serve the nearby neighborhood or contribute to neighborhood revitalization?
- Does your project conform to existing zoning or does it require zoning variance(s) or rezoning?
- Does your project conform to current neighborhood plans?

### **3. Project Team**

- Team member Names, Roles and Responsibilities
- Qualifications and Experience of the individual project team members
- Organizational Chart
- Unique features and benefits that your team provides
- References

### **4. Project Financial Information**

- Project Conceptual Proforma
- Project Conceptual Sources and Uses
- Demonstrated ability to secure financing for projects of this scale and complexity, including use of Historic Preservation Tax Credits, Low Income Housing Tax Credits, New Market Tax Credits, or HOME funds along with other financing methods
- Lender relationships

- Past performance and /or Current works-in-progress

5. **Relevant prior project experience.** *Provide up to 3 examples of completed projects that demonstrate:*

- Experience with the adaptive reuse and rehabilitation of historic buildings, if applicable
- Experience with phased development projects that incorporate historic structures with vacant land redevelopment, if applicable
- Demonstrated ability to navigate environmental, technical, political, and/or financial obstacles that may arise during the development process
- Experience working with community stakeholders and facilitating community engagement
- Experience completing projects incorporating sustainable design principals
- Demonstrated commitment to diversity and inclusion

6. **Project Challenges and Proposed Solutions**

- Summarize the challenges that exist for your project
- Summarize proposed solutions you propose for each of the listed challenges

RFQ responses shall be submitted by **5:00 pm on Friday, April 30<sup>th</sup>, 2021.**

Responses should be no more than twenty (20) pages in length, including attachments.

Please submit the response as a PDF file via email to [SchoolSitesRFQ@city.cleveland.oh.us](mailto:SchoolSitesRFQ@city.cleveland.oh.us)

## **INFORMATION SESSION**

Developers and Project Teams interested in submitting responses to the RFQ are invited to participate in a virtual Information Sessions hosted by CMSD and the City of Cleveland.

**One-Hour Information Sessions will be held on March 16 and 17, 2021 via Webex,** a virtual meeting application. Please RSVP to [SchoolSitesRFQ@city.cleveland.oh.us](mailto:SchoolSitesRFQ@city.cleveland.oh.us) by March 12 in order to attend. Questions should also be submitted via email to the address listed above.

## **BUILDING TOURS**

RFQ respondents are encouraged to visit the school sites for which they are submitting proposals, in order to familiarize themselves with the building, site and adjacent context.

**Building tours are scheduled for March 22, 23 and 24, 2021,** per the schedule below. March 25 and 26 will be reserved as alternate dates in case of a weather event. To RSVP, submit a signed Waiver of Liability form included in the appendix to [SchoolSitesRFQ@city.cleveland.oh.us](mailto:SchoolSitesRFQ@city.cleveland.oh.us) no later than March 19 and identify the building or buildings you intend to tour. Attendees are required to arrive at the start times indicated below.

*Adjustments may need to be made due to COVID-19 conditions and public health guidelines.*

<b>Day One – March 22nd</b>	<b>Times</b>
Empire	8:00 AM - 9:30 AM
Audubon	10:00 AM - 11:30 AM
Mount Auburn	11:45 AM - 1:15 PM
Willson	1:45 PM - 3:15 PM
<b>Day Two – March 23rd</b>	
Nathaniel Hawthorne	8:00 AM - 9:30 AM
Central	10:00 AM - 11:30 AM
Robert Fulton	11:45 AM - 1:15 PM
Iowa Maple	1:45 PM - 3:15 PM
<b>Day Three – March 24th</b>	
MLK	8:00 AM - 9:30 AM
Case	10:00 AM - 11:30 AM
Paul Revere	11:45 AM - 1:15 PM
Fullerton	1:45 PM - 3:15 PM

In addition, on a case-by-case basis, technical information such as floor plans and environmental reports will be made available for respondents to review if available. When possible, access to these materials will be made electronically. To request documents, email [SchoolSitesRFQ@city.cleveland.oh.us](mailto:SchoolSitesRFQ@city.cleveland.oh.us) .

**QUESTIONS AND REQUESTS FOR INFORMATION**

Questions regarding the RFQ process should be submitted in writing, via e-mail to [SchoolSitesRFQ@city.cleveland.oh.us](mailto:SchoolSitesRFQ@city.cleveland.oh.us) by **12:00 PM on Monday, April 12, 2021**.

Responses will be sent to all parties interested in responding to the RFQ by the end of business on **Friday, April 16, 2021**.

