



Parsons Garage Requests for Proposals

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A. Introduction

Greater Jamaica Development Corporation (GJDC) is a community-building organization that plans, promotes, coordinates and advances responsible development to revitalize Jamaica (Hereinafter referred to as “Great Jamaica” or “Downtown Jamaica”) and strengthen the region. Marshalling the resources of the public, private, and not-for-profit sectors, GJDC’s work expands economic opportunity and improves quality of life for the ethnically and economically diverse residents of Jamaica and for the region at large, which benefits from rational, well-planned, and sustainable metropolitan growth.

GJDC is seeking proposals by qualified developers (“Respondents”) to enter into a Joint Venture partnership for the development of four lots on the site, totaling approximately 108,625 square feet, into a quality, mixed-use project. Proposals must maximize the potential of the project location and zoning while attracting visitor, residential, and commercial activity to this vibrant area in Jamaica.

The Project Sites, also collectively known as the (“Site”) is located in the heart of Downtown Jamaica, Queens. The site is owned and managed by GJDC (with the exception of Lot 40) and is located in Queens Community Board District 12 and New York City Council, District 24.

GJDC invites all qualified developers to submit complete responses (“Submissions”) to this RFP for the development of the project. Qualified developers may be for-profit, non-profit, or Joint Venture entities that demonstrate the experience and capacity to deliver the project in accordance with GJDC’s objectives.

GJDC is a New York not-for-profit, and an IRS recognized 501(c)(3) organization.

B. Project Overview

Site Location

The Site is advantageously located within the commercial center of a vibrant and diverse residential area in Southern Queens. Downtown Jamaica falls within Queens Community District 12 and is surrounded by the neighborhoods of Briarwood, Jamaica Hills, South Jamaica, Jamaica Estates, Hollis, South Ozone Park, St. Albans, Kew Gardens, and Richmond Hill.

The Site is nestled within the perimeter of Parsons Blvd. to the west, 90th Street to the north, 160th Street to the east and Jamaica Avenue to the south.

Site Description & Lot Sizes

The Site consists of 4 continuous lots, all owned by GJDC except Lot 40 which is leased to GJDC by New York City Economic Development Corporation (EDC), located on Block 9756. Total square footage is approximately 108,625.

SITE	ADDRESS	LOT	LOT SIZE – Sq ft	Lot Frontage/Depth
A	90-40 160 th Street/159-15 Jamaica Ave	54	10,095	68/140 ft
B	90-22 160 th Street	40	21,640	143/140 ft
C	90-15 Parsons Blvd. (Parsons Garage)	18	69,890	206/297 ft
D	159-17 Jamaica Ave.	60	7,000	50/140 ft

Type of Development

High-quality, mixed-use development that meets the needs of the bustling Downtown Jamaica community. Development should include over 500 mixed-income residential units with a 25% set aside for home ownership, commercial and community facility space and upwards of 300 parking spaces.

Land Use/Zoning

The project allows for up to a total buildable area of: 571,462 square feet (674,240 square feet MIH) for Residential and 456,990 square feet for Commercial uses. The Site is located in C4 5X, C6-3, Transit and FRESH zoning districts.

Rezoning of the Site is not anticipated, and the Uniform Land Use Review Procedure (ULURP) should be avoided.

Project Funding

Respondents should assume subsidy dollars from state and city agencies.

Disposition

Developers should be prepared to enter into a Joint Venture partnership with GJDC and include proposed share of developer fee in their proposal. We seek to enter into a Joint Venture, or similar structure, that

enables GJDC to maintain an ownership interest in the project without putting our 501(c)(3) status at risk. All respondents may propose a structure for purposes of preparing a response to this RFP, however, the exact structure will be determined during contract negotiations.

C. Site Context and Description

Downtown Jamaica serves as one of New York City's regional retail, employment, and transportation hubs with an influx of over 100,000 residents, office workers and students traversing through the city daily. The densely populated neighborhood is a cultural melting pot, with a variety of theaters, dining options and entertainment that attracts residents and visitors from both the region and around the world.

Centrally located in the thriving downtown area, the Site is comprised of 4 individual lots within Block 9756. Bordered by Parsons Blvd. to the west, 90th Street to the north, 160th Street to the east and Jamaica Avenue to the south, the Site is extremely accessible and just a short distance walking to the MTA's Jamaica Center, multiple bus and subway lines as well as many of the retail, dining and entertainment options that have put Downtown Jamaica on the map.



Figure 1-This images shows the land involves on the site highlighted in yellow.

Current Use

Currently, the structures on the Site include a mix of retail and commercial uses: a hair/beauty store, women's clothing store, EDC's Harvest Room (a communal event space) and a multi-story garage. Photos of the buildings currently on the Site are depicted below.

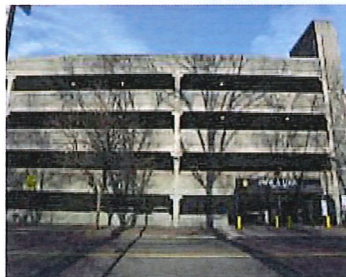


Figure 2- Existing buildings on the Site, which include but are not limited to commercial space, a parking garage, and a community event space.

Zoning

The Site includes A- Lot 54, B- Lot 40, C- Lot 18 and D- Lot 60, as seen below. Site A is zoned C4-5X with a C6-3 overlay. Sites B, C and D are zoned C4-5X. All the sites are included in the Special Downtown Jamaica District (SDJD). This zoning permits a high range of high-density commercial uses such as specialty and department stores, theaters, and other commercial and office uses that serve a larger region and generate more traffic than neighborhood shopping areas. The Site is also within a FRESH Zone, Transit Zone and Inclusionary Housing Zone.

Site rezoning is not anticipated. Respondents are encouraged to propose designs that would maximize current Floor Area Ratio (FAR). The target number of units is expected to range from 500-600 units.



Figure 3- Zoning and rules & regulations

The Jamaica Plan

The Jamaica Plan Rezoning (“The Plan”), which was adopted in 2007, was one of the largest rezonings in New York City’s history, covering 368 blocks of Downtown Jamaica and the surrounding neighborhoods). It was the first comprehensive rezoning for the area since 1961. The \$153 million dollar investment plan was designed to preserve and enhance Jamaica’s role as a regional transportation, civic, and commercial hub by promoting higher densities near transit and along wide, commercial thoroughfares, while at the same time respecting and preserving the character of the surrounding residential neighborhoods.

In the 5-Year Progress Report released in 2014, the rezoning supported the development of more than 1,200 residential units (with a subset of 550 units considered affordable) and 500,000 square feet of commercial space. Since this report in 2014, approximately 31 additional developments were planned or underway and provided upwards of 1,500 affordable units and 1,200 market-rate units.¹

The Plan also created the Special Downtown Jamaica District (“SDJD”) to encourage high to moderate density mixed-use development in Jamaica’s Central Business District. The SDJD covers all or parts of a 138-block area and features a hierarchy of FARs, ranging from 12.0 down to 2.0. The highest FARs would be centered on transit nodes and located within the Jamaica Gateway Urban Renewal Area, and would gradually “step down” to better integrate new development with the existing character of the lower scale neighborhoods. The SDJD provides special bulk, use, and parking guidelines as well as design guidelines for open space and streetscape improvements.²

Finally, The Plan increases opportunities for new housing development while providing an Inclusionary Housing Program in response to community needs. In areas of increased residential densities, the Inclusionary Housing Program provides up to 33% as-of-right FAR bonus to developments offering units affordable at or below 80% of AMI. Details of the program can be found here:

<https://www1.nyc.gov/assets/planning/download/pdf/plans/jamaica/jamaica.pdf>

Respondents should note that the relevant zoning information contained herein is intended for informational purposes only. Additional information on zoning, including an online version of the NYC Zoning Resolution, may be found on the NYC Department of City Planning website at <http://www.nyc.gov/planning>.

¹ https://queensbp.org/wp-content/uploads/2020/01/Jamaica-NOW-Action-Plan-Progress-Report_FINAL-1-1.pdf

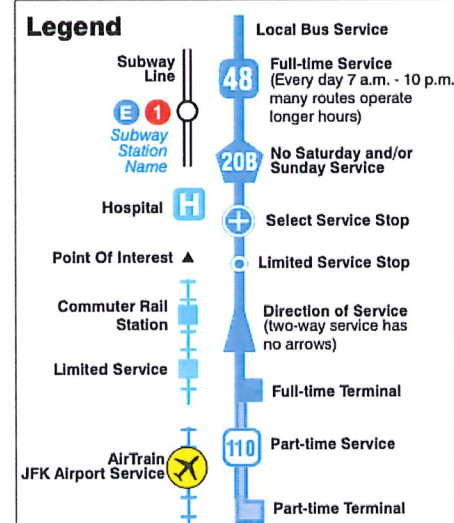
² <https://www1.nyc.gov/site/planning/zoning/districts-tools/special-purpose-districts-queens.page#:~:text=The%20Special%20Downtown%20Jamaica%20District,density%20neighborhoods%20and%20create%20affordable>

Transportation

Jamaica is one of New York City's main transportation hubs with 560,000 people passing through daily. The Long Island Rail Road (LIRR) is headquartered at Jamaica Station in the Downtown area. The LIRR provides a quick connection to Penn Station and (soon to be) Grand Central Station in Midtown Manhattan and to Atlantic Terminal in Downtown Brooklyn, as well as connections to other destinations in Nassau and Suffolk Counties. In addition, 49 bus lines, and the E, J, Z, and F subway lines serve Downtown Jamaica. The AirTrain provides an eight-minute connection between Jamaica Station and JFK International Airport via elevated rail.



Figure 4- Transit Map of road ways, bus routes and stops, subway service, and other public transit options around the Site., along with a rough outline of the Site.



Land Use

The dominant land use in Jamaica and the surrounding neighborhoods is low-density residential consisting of one- and two-family homes. These low-density residential neighborhoods surround Downtown Jamaica's core, which in contrast, features primarily higher-density commercial and institutional uses.



Figure 5- Land use map of the Site and the surrounding area .

D. Neighborhood Context

Jamaica has a stable residential population with a diverse mix of cultures and strong homeownership rates. The vibrant community, with an average household income of over \$84,000, boasts several commercial nodes where many nationally, regionally, and locally-owned businesses serve the community. Public sector employers in the vicinity include the Social Security Administration, the Long Island Rail Road headquarters, the New York Supreme, Family, and Civil Courts, York College (a senior institution of the City University of New York), and the U.S. Food and Drug Administration Northeast Regional Laboratory and its district offices. These facilities are complemented by a wide range of retail establishments and restaurants, primarily located along Jamaica Avenue and Sutphin Boulevard.

Downtown Jamaica has a strong cultural foundation as home to a variety of cultural centers which includes the Jamaica Center for Arts and Learning, King Manor Museum, the Queens Central Library, the Jamaica YMCA (Jamaica Y), the Black Spectrum Theater, York College Performing Arts and The Afrikan Poetry Theatre. Arts related festivals, performances, and the multi-cultural Jamaica Market, all add to the unique character and street life that characterize the area.

In September 2022, GJDC opened its doors to Jamaica's first affordable shared workspace, Greater Nexus. Located at 89-14 Parsons Blvd., this state-of-the-art facility has become home to entrepreneurial newcomers from around the world. Greater Nexus includes over 10,000 square feet of space that offers a plethora of working environments for coworking and business trainings. Members can choose from floating desks in the collaborative open area, dedicated cubicle desks, and a variety of spacious private offices ranging from single to quint offices. Amenities include conference rooms, soundproof phone booths and a podcast studio for content creators. The space also includes a large modular training room that is utilized for community events, educational programming, networking, and mentoring opportunities.

Population and Employment Demographics

Jamaica's population is most distinctively characterized by the diversity of its residents. Like many neighborhoods in Queens, Jamaica has a large foreign-born population, most of whom originate from the Caribbean, Latin America or South Asia. Over 52% of Jamaica residents speak a language other than English at home. Jamaica is also fairly densely populated, with nearly 110,000 residents living in the area. The community remains largely non-white, and truly mixed-income, with new employment offering local residents additional job opportunities.

	Jamaica ¹	SE Queens ²	Queens	New York City
<u>Population</u>				
Total Population	108,686	503,975	2,241,881	8,379,552
Female Percentage	52.3%	52.2%	51.6%	52.3%
Male Percentage	48.0%	47%	48.4%	47.7%
Households	33,699	151,697	771,853	3,191,691
Average Household Size	3.1	2.0	3.0	3.0
Median Age	36.6	40.5	40.3	36.9
<u>Employment (Population 16+)</u>				
In Labor Force	78,735	408,260	1,105,269	4,040,006
Employed	85.6%	88.4%	91.6%	92.3%
Unemployed	12.4%	1.6%	8.4%	6.2%
Not in Labor Force	44,353	216,535	653,889	2,450,555
<u>Household Income</u>				
Median Household Income	\$66,270	\$78,528	\$77,255	\$67,046
% of population under poverty line	12.8%	10.7%	11.6%	16.7%
<u>Housing Units</u>				
Total Housing Units	33,699	151,697	850,503	3,191,691
Owner-Occupied Housing Units	43.1%	60.2%	45.1%	32.8%
Renter-Occupied Housing Units	56.5%	%	54.9%	67.1%
Vacant Housing Units	6.2%	6.7%	7.1%	9.2%

Figure 6- Sample demographics for Jamaica, Southeast Queens, Queens, and NYC. Source: 2020 American Community Survey 5-year Estimates. For a map showing the boundaries of Jamaica and Southeast Queens, please refer to Figure 6 on page 8.

Downtown Jamaica provides jobs to nearly 18,000 workers, of which more than half live within Queens County. These workers are employed in over 1,700 businesses, with the majority of these businesses in the service industry (39.2%, employing 54.5% of employees in the downtown area), or in retail trade (36.2%, employing 16.9% of employees in the downtown area). Only 2.4% of businesses are in government, but it comprises of nearly 18.5% of the employees in the downtown area.³ Unemployment, however, is an issue in Downtown Jamaica, with a rate of 9.6% which is higher than the unemployment rates for both the borough of Queens (11.6%) and the City (6.7%). Over twelve percent of the population lives under the poverty line (as compared to 11.6% borough-wide, and 16.73% citywide), while half the population lives on an annual household income of less than \$66,270.

¹ The population for Jamaica was taken from the 5-digit Zip Code Tabulation Area (ZCTA) for Zip Codes 11432, 11433, 11435, and 11451 - a 5.25 square mile area.

² The population for Southeast Queens was taken from the 5-digit Zip Code Tabulation Area (ZCTA) for Zip Codes 11411, 11412, 11413, 11414, 11415, 11416, 11417, 11418, 11419, 11420, 11421, 11422, 11423, 11426, 11427, 11428, 11429, 11430, 11432, 11433, 11434, 11435, 11436, and 11451 - a 41.6 square mile area.

³ ESRI Business Analyst Business Summary for Downtown Jamaica, 2010

Neighborhood History

In the early 1800s, Downtown Jamaica was called Jamaica Village. Until 1910, original street names were used on maps: 160th Street was known as North Washington, Jamaica Avenue was known as Fulton St. and Parsons Blvd. was known as Flushing Avenue, as indicated on the 1873 Beers Map of Jamaica Village, Queens, below. The development Site was home to Empire Livery Stable, Town Hall, private homes, taverns and stores. Within a block you could find a church, a bank, and restaurants. This block has always been a thriving community.

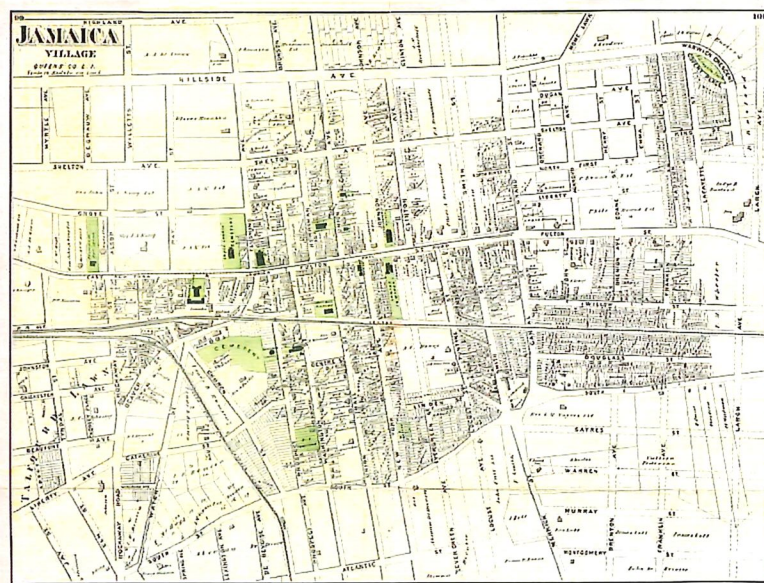


Figure 7-Beers Map of Jamaica, 1873

One historical site, the Jamaica Savings Bank (one block southeast from the Site), was incorporated in 1866. In 1805, Rufus King (1755-1827), a lawyer and statesman who was one of the original signers of the United States Constitution, and a leader in the early anti-slavery movement bought the house and property just two blocks from the Site. Located on 153rd Street, the country estate is now Rufus King Park and King Manor Museum. The museum is the second longest running historic museum in NYC. Across the street from the Site, immediately north, is the YMCA, located at 89-25 Parsons Blvd. The "Jamaica Y" opened in 1927 and has been providing 95 years of service to the community. Grace Presbyterian Church, 155-03 Jamaica Avenue, dates to 1702. One of the churches biggest benefactors was Rufus King. Residents that lived within our Site in the 19th and early 20th century did not have to walk farther than one block in each direction to meet their daily requirements of food, activity, banking and reading books from the local library and attending church.

Recent Investment

In recent years, over \$10 billion of public and private investments have transformed Jamaica. Some of the most catalytic of these investments have been the completion of the AirTrain, offering a direct connection to John F. Kennedy Airport; the opening of Hyatt's Resorts World, the only casino in New York City; and development of The Crossing at Jamaica Station, a 30-story, mixed-use, mixed-income tower offering luxury residential units.

Additionally, Jamaica benefits from the proximity of two of the nation's busiest airports. LaGuardia Airport (LGA), is approximately 10 miles from Midtown Manhattan, and 6.5 miles from the Site. While JFK International Airport is approximately 7 miles from Midtown, and 4 miles from the Site. LGA's Terminal B redevelopment was completed in January 2021 and was named UNESCO's 2021 Prix Versailles for Best New Airport in the World. The opening of Delta's newly renovated \$1.3 billion renovation of Terminal C, represents the near completion of this \$8 billion LGA redevelopment project. In August 2022, JFK began its own \$18 billion redevelopment project. Due to Downtown Jamaica's strategic location near the airport, the Mayor's Office has identified Jamaica as a priority Borough Business District, a designation that continues to spur further growth and investment.

In May 2022, the formation of an inter-agency panel aimed at improving the conditions in downtown Jamaica was launched by the Queens Borough President Donovan Richards and local City Council Member Nantasha Williams. This new group, Downtown Jamaica Improvement Council, is made up of community stakeholders, elected officials and members of city agencies. The objective of the group is to see this area reach its fullest potential as a thriving commercial, residential and transportation hub. The group will help fast-track projects that will improve conditions in Jamaica, making it a better place to live and work and support economic growth of the community.

Mayor Adams is fully committed to the further economic development of Jamaica, as he has spearheaded several growth initiatives, including a partnership with Habitat for Humanity (Habitat Net Zero) and city agencies aimed at transforming neglected properties into affordable housing. Other elected officials continue to push the redevelopment agenda forward by creating programs that will catapult the expansion.

The following chart offers a sample of some of the major projects that have recently been completed or are currently under construction.

Project Name Address	Construction/ Completion	Development Description	Square Footage & Units	Investment
Archer Green 92-23 168 th St.	Completed January 2022	<ul style="list-style-type: none"> Mixed-use, 130 parking (underground) Two towers- 20 & 23 stories 15,000 sf community center 68,000 sf of retail/commercial space 	<ul style="list-style-type: none"> 552,156 buildable sf 389 Units 100% Affordable Housing 	\$153 million
Jamaica Crossing 148-10 and 147-40 Archer Ave.	Completed 2021	<ul style="list-style-type: none"> Multi-use, 300 parking (underground) 30 story tower & 14 story midrise building 45,000 sf of community/retail space 	<ul style="list-style-type: none"> 816,000 buildable sf 669 units 75 affordable units 	\$400 million
Park Hill City 152-11 89 th Ave.	Phase 1 Completed 2019. Phase II Under Construction	<ul style="list-style-type: none"> Multi-family 4 buildings, 16 stories 20,000 sf of indoor amenities 	<ul style="list-style-type: none"> 624,289 buildable sf 482 units + 207 affordable senior units 	\$220 million
90Ninety 166-20 90 th Ave.	Completion Expected 2025	<ul style="list-style-type: none"> Mixed-use, 284 underground parking 12 stories 25,000 sf retail 5,000 sf community space 15,000 sf amenities 	<ul style="list-style-type: none"> 715,000 buildable sf 614 mixed-income units 185 affordable units 	\$378 million
Archer Tower 163-05 Archer Ave	Construction began April 2021. Completion Expected spring 2024	<ul style="list-style-type: none"> Mixed-use, 224 parking spaces 24 stories 30,000 sf of retail & amenity space 	<ul style="list-style-type: none"> 595,000 buildable sf 605 units 181 affordable units 	\$200 million

Retail

Downtown Jamaica is an area targeted by the City of New York's strategy to invest in its regional economic centers while protecting the character of neighboring communities. A number of improvements to public transportation, public spaces, infrastructure, and zoning have been recently completed or are planned for the near future. These investments, in addition to the market demand created by the area's regional commuters, travelers, and surrounding community, suggest the Site would be ideal for development of ground floor retail and mixed-income residential.

In the past, GJDC enlisted JGSC Group to conduct a public survey to measure consumer preferences among the people who live, work, shop, dine, and visit Downtown Jamaica. The survey found that respondents shopped less frequently in Jamaica than in other places and spent four times more money shopping elsewhere than they did in Jamaica. Respondents also mentioned that they would visit downtown Jamaica more often if it offered more full-service restaurants, more cafés and bistros, and more gourmet and specialty food, as well as being desirous of better merchandise selection and quality.



Some of the thriving businesses in Downtown Jamaica include Starbucks, Capital One, Walgreens, H&M, Old Navy, Burlington Coat Factory, CVS, Target and Marshalls. There is significant demand for this level of retail, and while the retail market in Downtown Jamaica is currently in a state of transition, the completion of residential developments is sure to spur on further retail attraction to the area.



Figure 8- Local commercial spaces around site.

To further support the success of this retail activity, the City's Jamaica Now! Neighborhood Action Plan intends to improve existing storefronts, among other initiatives, and the coordinated efforts of the three area Business Improvement Districts (BIDs) continue to improve effectiveness of businesses throughout the Downtown.

E. Development Objectives

GJDC's aim is to develop a high-quality, transit oriented, mixed-use project consisting of retail and mixed-income residential units while maximizing the Site's zoning and FAR.

The development must reflect our mission and provide a source of quality jobs for local residents during construction and post construction as well as exceed our internal MWBE participation goal of 30%.

A successful mixed-use development proposal for this Project must accomplish the following objectives:

1. Residential³

The residential portion of the development must consist of a minimum of 500-600 mixed-income residential units, ranging from 60% of AMI to Market Rate. Preference will be given to proposals that provide forty (40%) of the total units affordable to households earning between 60% and 100% of AMI, as adjusted by household size. Affordable units must be dispersed with market-rate units without differentiation in size and location. Diverse unit types (studios, one-bedrooms, two-bedrooms, and three-bedrooms) should be provided, in order to accommodate various household sizes reflecting community needs and demand.

Additionally, preference will be given to proposals that include a 20% set aside of units for homeownership opportunities. GJDC recognizes that the current racial wealth gap is greater today than it was 50 years ago.⁴ By including this homeownership set-aside, GJDC's intent is to minimize this gap and reduce racial inequality by creating generational wealth for members of the community.

Housing plans should incorporate subsidy from New York City's Housing Preservation and Development (NYC HPD) and/or New York City Housing Development Corporation (NYC HDC) New Construction Programs. For the homeownership component, respondents should incorporate funding from one of New York State Homes and Community Renewal homeownership programs. This list of funding agencies is not exhaustive, and respondents are encouraged to seek additional sources of subsidy.

Residential amenities should include, but not be limited to the following:

- Active Terraces/Rooftop
- Fitness Room
- Centrally Located Community Lounge
- Laundry Facility
- Bike Storage
- On-site Residential Management Office

³ Could change based on updates to public sectors plan

⁴ <https://www.urban.org/policy-centers/housing-finance-policy-center/projects/reducing-racial-homeownership-gap>

2. Community

The development must prioritize quality community space that enhances the lives and well-being of the residents of Downtown Jamaica. Currently, the Site is home to two GJDC community facilities that should be redeveloped and built into the first or second floor of the newly constructed development; the Jamaica Market and the Harvest Room.

The Jamaica Market currently serves the community and its workers as a local food market hall. The Jamaica Market allows local vendors to establish a presence in the community while serving delicious food and offering diverse retail at an affordable price. Proposals for development should include a similar food and beverage dining experience that hosts up to 4 local vendors and their patrons.

The Harvest Room is a unique community event space that can host up to 150 occupants for a variety of business and social events. The Harvest Room is currently operated by GJDC and located on lot 40. Lot 40 is owned by EDC and leased to GJDC.

Responses to this RFP should include a 3,000 square-foot event space/community on Lot 40 to be operated by GJDC and owned EDC. All plans/uses for this lot must be approved by EDC prior to construction.

In addition to the two existing community facilities, proposals should include a 5,000 square foot multi-purpose space that is built out to support a communal kitchen. The vision for this space is to not only provide a place of gathering for community events where local organizations can host healthy food cooking classes, but to also allow rising food retailers a space to grow their business and access to a professional kitchen.

Lastly, proposals should feature 6,000 – 7,500 square feet of office space to be owned and operated by GJDC.

3. Commercial/Retail

The Project must include a minimum of 35,000 – 40,000 square feet of retail space. This space must be located on the lower levels below the residential portion of the Project and must include the majority of space at street level. GJDC will give preference to proposals which achieve the following objectives: (1) encourage street frontage on with the presence of multiple retailers; (2) provide two levels of retail space; and (3) select retailers with a national or regional presence, which would fall under the category of general merchandise and/or sit-down restaurant. In addition, 6,000-7,500 square feet of office space, with hopes to relocate GJDC office to the Site.

Quality of space and proposed tenants will be a factor in the selection process. Proposals with letters of interest and/or term sheets from proposed retailers will be given preference.

4. Parking

As part of the objective, the Project must be built as-of-right, avoiding the NYC ULURP. Parking (in

conjunction with applicable uses) should be incorporated into the project, per the regulations set forth in the NYC Zoning Resolution Article III, Chapter 6 (Accessory Off-Street Parking and Loading Regulations) as modified by the Special Downtown Jamaica District, ZR 115-50. Since the development will be replacing an existing parking garage, responses that propose at least of 406 parking spaces, include ADA compliant spaces and EV charging stations will be given preference.

5. Design

Proposals must comply with all terms of subsidy programs utilized, and with the case of city programs, must comply with Design Guidelines provided by NYC HPD Office of Development Division of Building and Land Development Services (BLDS). These guidelines can be found at <https://www1.nyc.gov/site/hpd/services-and-information/new-construction-design.page>

Urban Design— The Special Downtown Jamaica District Plan includes regulations and requirements that the development must comply with. Further detail on these requirements can be found at <https://zr.planning.nyc.gov/article-xi/chapter-5>.

Active Design – Additionally, to promote healthier lifestyles of the residents and community members, the development should incorporate several elements from NYC’s Active Design Guidelines, found here: <https://www1.nyc.gov/site/planning/plans/active-design-guidelines/active-design-guidelines.page>

Green Building/Sustainable Design – GJDC supports green building, also referred to as sustainable design, and seeks proposals that enhance the energy-efficiency of buildings, use fewer raw materials, make the best of natural light where appropriate, improve the indoor air quality, and decrease the total impact on the natural and human environment. The goal of green building is to reduce the negative impact buildings have on the health of the environment and communities as well as create a healthy indoor environment for occupants through integrated design, best practices and emerging technologies. While green development certainly conveys benefits to the natural and built environment, it is also proven to reduce long term operating costs through increased energy efficiency.

Preference will be given to proposals that seek a Gold or Silver Leadership in Energy and Environmental Design (LEED) certification rating.

F. Financing

Financing

It is the responsibility of the selected developer to obtain construction and permanent financing from lenders in amounts consistent with the proposal. Respondents may use different lenders for construction and permanent financing. The amount of the Respondent's equity will be determined by the lender(s). The selected developer will be required to submit a term sheet and letter of intent from a lender indicating willingness to lend an amount for construction financing of the Project within six (6) months of selection.

Funds from City, State, and Federal sources may be available to subsidize construction of the residential component and enhance overall Project affordability. Projects can benefit from these programs and still receive the applicable FAR bonus under the Inclusionary Housing Program. Please refer to the NYC Housing Development Corporation (HDC) at <http://www.nychdc.com>, the NYC Department of Housing and Preservation Development (HPD) at <http://www.nyc.gov/hpd>, or New York State Homes and Community Renewal (HCR) at <http://www.nyshcr.org> for further information and program term sheets.

Proposals must comply with all terms of any subsidy program(s) utilized. Proposals that include subsidy in excess of program guidelines for assumed financing sources will not be considered.

Respondents may propose additional subsidy sources. While subsidy may be used, proposals will be evaluated based on the efficiency of proposed financing plans. Proposals that maximize affordability while minimizing subsidy will be given preference.

G. PROPOSAL REQUIREMENTS

The proposal must contain the following elements, **and in the following order**:

1. Proposed Purchase Price

We seek to enter into a Joint Venture, or similar structure, that enables GJDC to maintain an ownership interest in the project without putting our 501(c)(3) status at risk. All respondents may propose a structure for purposes of preparing a response to this RFP, however, the exact structure to be determined during contract negotiations.

2. Project Description

The project description should be a detailed narrative describing relevant aspects and objectives of the Project including:

- a) The type and size of development;
- b) A breakdown of all residential units by type, affordability levels, subsidy programs to be used and proposed rents;
- c) A description of the community spaces, location within the development and sizes;
- d) The number of parking spaces;
- e) The type and number of commercial tenants, and a list of potential and committed tenants for the proposed project along with letters of interest or intent and/or term sheets from tenants.

The Project description must address each of the objectives detailed in the Section E of this RFP.

3. Site Plan and Architectural Design

Respondents must provide a summary of the proposed building program with all square footages identified. Respondents should provide schematic drawings on 11x17 paper for the proposed development, including site use plans, floor plans, and renderings of the building. Drawings must indicate a graphic scale.

4. Green Building/Sustainable Design

Respondents should describe how the Project will incorporate sustainable design elements such as energy efficiency, use of natural lighting, high indoor air quality, and a limited total impact on the natural and human environment. LEED Silver-Gold Certification build out must be provided. The Project should be constructed using sustainable design practices with LEED elements. Respondents are encouraged to describe what rating level (Silver or Gold is encouraged), the Project will achieve under the Leadership in Energy and Environmental Design ("LEED") rating system, administered by the United States Green Building Council (USGBC), and how the Project will promote physical activity and health, as

defined by the City's Active Design Guidelines.

5. Zoning Calculation

Respondents must submit a preliminary zoning analysis showing all calculations, including proposed use groups, required and proposed parking, and identifying any required permits, authorizations, and discretionary approvals required. Inclusionary Housing FAR bonus calculations should be clearly laid out.

6. Construction Schedule

Respondents must provide a construction schedule and staging area plan for the proposed Project.

7. Employment Projections

Employment generation projections (direct and indirect construction and permanent jobs) and the method by which they have been calculated must also be supplied as part of the proposal.

8. Minority, Women-Owned and Disadvantaged Business (M/W/DBE) Participation Strategies

GJDC is dedicated to furthering the participation of local certified MWBEs and/or DBEs in its work. Respondents should include in their proposals methods for facilitating a goal to exceed 30% participation of certified Minority, Women-Owned and Disadvantaged Business Enterprises for this Project. Respondents to this RFP should also provide a section stating percentage of construction jobs for the local labor force. For more information on M/W/DBE programs offered at the city, state and federal levels, go to <https://edc.nyc/opportunity-mwdbe>.

9. Statement of Agreement

A statement signed by an authorized principal or officer of the Respondent that the Respondent has read this RFP and the Appendices fully and agrees to the terms and conditions set forth in this RFP and in the Appendices. See Appendix 7 for details.

10. Respondent Description

Each entity submitting a proposal must demonstrate sufficient financial resources and professional ability to develop the Site in a manner consistent with its proposal. Proposals must provide the following, and in the following order:

- a) Description of each member of the Respondent team that includes his or her relationship to the proposal, and capacity to commit to the timely implementation of the proposal;
- b) Résumés for each member of the Respondent team with information on comparable projects completed by each member. This information must be submitted for every participant in a Joint Venture;
- c) Name, address, telephone number, e-mail address, and qualifications of each member of the development team, including all persons or entities that will design, develop, manage, operate or lease space in the facility, as well as the lawyer and other professionals, as appropriate, who

will be involved in this Project.

- d) Name, address, telephone number, and e-mail address of the individual who will be authorized to act on behalf of the Respondent as the primary contact and who is available to answer questions or requests for additional information;
- e) The intended form and structure of any proposed partnership or Joint Venture must be clearly explained and a chart/diagram of the purchaser and/or development entity, showing structure (percentages) of ownership and investment must be included;
- f) Information demonstrating financial resources required for the timely implementation of the proposal;
- g) A description of project(s) that the Respondent team or proposed partnership/Joint Venture will be working on over the next five (5) years (between present day and the end of 2028), with a timeline suggesting the progress of these projects over that period of time.

11. Financial Information

Please submit the following, utilizing the forms provided in the Appendices to this RFP:

- a) Respondents must fill out and submit the financial form attached in Appendix 1, in addition to the financial analyses described above. Costs associated with the Artist Multi-Purpose Space (as described on page 14) *must* be included. The form should be included in the hard copy submission and reproduced in Excel and included in the electronic submission. Respondents may include the form as a separate tab or file in their electronic submission. This form will also be available electronically in the Site File.
- b) For the residential portion, complete financing forms included in Appendix 2, as applicable. The form should be included in the hard copy submission and reproduced in Excel and included in the electronic submission. Respondents may include the form as a separate tab or file in their electronic submission. This form will also be available electronically in the Site File.
- c) Construction sources and uses of funds, including details of equity and financing sources and a breakout of all soft and hard costs and development and financing fees to be paid on the “uses” side. Please clearly indicate escalation rates to account for any increases in construction costs in your budget or contingencies. Please use forms included in Appendices 3 and 4.
- d) Permanent sources and uses of funds including details of equity and financing sources and all development fees and financing fees to be paid. Please use forms included in Appendix 5.
- e) Comprehensive financial data and proforma cash flows, in the hard copy and in Excel format on computer disk for the development, lease-up, and project operation periods, including details of any as-of-right or discretionary real estate tax, other tax, energy, or other governmental benefits

assumed in the model. NOTE: Indicate clearly if the proposed Project is contingent on the receipt of assumed governmental benefits. Please note clearly any changes to this value assumed in your modeling. The cash flows should include a section outlining all assumptions on which all calculations were based, including assumptions regarding the number of proposed rental units/tenants and the rental rate by unit size, the minimum IRRs sought, and assumptions relating to exit strategies. This data should extend out to 20 years of operations from stabilization and include all necessary capital improvements over time, and reserves and debt service payments associated with the financings. Please use forms included in Appendix 6.

- f) Letters of interest and/or intent from equity sources and lenders. Please See Appendix 7.
- g) Market comps, in the form of a detailed listing of at least three (3) properties/projects with similar operations, as back-up for revenue and cost assumption.

H. SELECTION CRITERIA

GJDC will evaluate each proposal according to both the criteria listed below and any supplemental information made available to GJDC. GJDC reserves the right to request supplemental information from Respondents through interviews or presentations.

- **Purchase Price:** Respondents should have a track record of completing mixed-use projects on time and on budget.
- **Economic Impact:** Degree to which the proposal maximizes the potential of the Site to generate a substantial impact in the surrounding area, generate jobs, and contribute to the continuing development of Downtown Jamaica as a commercial center.
- **Development Team Qualifications:** Respondents should have the experience, development skills, and financial resources necessary to complete a high-quality project on time and within budget. Preference will be given to respondents with a history in developing projects of similar size or scale, along with demonstrated past retail and housing experience. Additionally, proposals will only be accepted from principals of respondent firms or a principal of a firm responding as part of a partnership.
- **Financial Feasibility:** Respondents should have the financial capacity to complete the Project in a timely manner and identify available funding sources to finance the Project. The Project should be economically viable, generating sufficient revenue to support operating expenses, capital costs and debt service.
- **Retail Space:** Quality of design and tenanting plan, ability of proposed development to further anchor the eastern edge of Downtown Jamaica's retail strip, provision of needed area amenities.
- **Affordability:** Extent of affordability, depth of affordability, and mix of affordable units.
- **Contract and Timeline:** Willingness of Respondent to adhere to the material terms of the Draft Contract. GJDC prefers Respondents that, in proposing development milestones in the Draft Contract, demonstrate a commitment to complete the purchase of the Site and complete the Project in a timely manner. Ideally, the Project will break ground before the end of 2023.
- **Land Use:** The Project should maximize the potential of the Site's zoning to create a dense, mixed-use development. GJDC prefers proposals that include street level commercial /retail, which will preferably provide products and/or services that serve local residents that are currently lacking by the area's existing retailers.
- **Design:** The Project should have a contextual, thoughtful and innovative architectural and urban design that responds to all applicable zoning, environmental, and other regulatory controls. GJDC will give preference to proposals that incorporate sustainable design and LEED elements and active design principles.
- **Hiring and Workforce Development:** Willingness of the Respondent to facilitate a goal greater than 30% participation in the project of businesses that have been certified as being MWBEs and/or DBEs, and of local labor force.
- **Confidentiality:** Respondents shall not disclose information regarding their submission of a proposal for this project to any third parties and will be required to sign a non-disclosure agreement.

I. DEVELOPER DUE DILIGENCE

Information provided in the RFP is for general informational purposes only. It is the Respondent's responsibility to conduct due diligence on the Site. Respondents are encouraged to review the Site Information File ("Site File"), containing important publicly available information regarding the Site, prior to submitting a proposal.

GJDC makes no representation regarding the presence or absence of hazardous materials, quality of earth condition, or any other environmental conditions that may impact the value of the Site, or its suitability for development. Each Respondent should conduct its own due diligence and independent sampling/research prior to closing. GJDC will require, before conveying the property, that the selected developer assume the obligation to remediate any environmental contamination, indemnify GJDC for any claims that may be made against it in the future, and release GJDC from any claims that the selected developer may have in the future arising out of the condition of the Site.

J. RFP PROCESS

Schedule

The following schedule has been established for this RFP:

RFP Release	January 10, 2023
RSVP Deadline for Information Session and Site Visit	January 31, 2023
Information Session and Site Visit	February 7, 2023
Question & Answer Deadline	February 15, 2023
Question & Answer Response Posting	February 24, 2023
RFP Submission Deadline	March 31, 2023
Closing	Q4 2023

Information Session & Site Visit

Interested parties are strongly encouraged to attend the information session, which will be held at 10:00 am on February 7, 2023 ("Information Session") at the Harvest Room (90-40 160th St, Jamaica, NY 11432) and the site visit, which will be held immediately after the Information Session ("Site Visit"). Those who wish to attend the Information Session and/or Site Visit should RSVP by contacting Tiana Liriano at parsonsgarage_rfp@gjdc.org on or before close of business on February 15, 2023. Directions and specific information will be provided upon RSVP.

Throughout the entire process, Respondents may submit questions and/or request clarifications by emailing parsonsgarage_rfp@gjdc.org. No questions will be accepted after close of business on February 21, 2023. All questions and answers will be posted to <https://gjdc.org/build/parsons-garage-rpf/>.

Procedure to Respond to This Request

Proposals are not limited to the requirements indicated. A Respondent may include any additional information it considers relevant to the response requirements of the RFP. All proposals must be submitted in accordance with the following procedures:

Two (2) hard copies of the proposal plus Two (2) hard copies of the drawings, one (1) electronic version on a flash drive in PDF and Excel formats, as well as one (1) electronic version e-mailed to parsonsgarage_rfp@gjdc.org must be submitted and received by GJDC by close of business on March 31, 2023, in a sealed envelope identified by **"Parsons Garage RFP"** to the following address:

Greater Jamaica Development Corporation
90-04 161st Street, 7th Floor
Jamaica, New York 11432
Attn: Tiana Liriano

The proposal must be signed by an officer authorized to bind the Respondent and will contain a statement to the effect that the proposal is a firm offer for a minimum period of ninety (90) days. Proposals that are not enclosed in a sealed envelope, not properly labeled, or received after the Submission Deadline may, in GJDC's sole discretion, be deemed ineligible. Proposals received by any delivery method other than the method indicated above, may not be accepted. GJDC reserves the right, in its sole discretion, to postpone the submission deadline for proposals. In case of any such postponement, notice will be given to the companies to whom this RFP was distributed; any proposal submitted prior to such postponement may, at the Respondent's election, be withdrawn and/or revised and resubmitted.

Respondents may receive a request for clarification or supplemental information following the Submission Deadline.

Land Process

Notwithstanding any other provisions contained in this RFP, GJDC shall not be under any obligation to select a Respondent or enter an agreement, until all parties have agreed upon terms of the transaction or to sell the Site to a Respondent unless and until a contract is fully executed by and among all requisite parties and all approvals for sale have been obtained. GJDC reserves the right to negotiate simultaneously with multiple parties.

At contract signing, the selected developer will be required to provide a good faith deposit. All cost related preparation of the response is the sole responsibility of the respondent.

Approvals

The developer selection for the Site will be subject to approval by the GJDC's Board.

CONDITIONS, TERMS AND LIMITATIONS

This RFP and any transaction resulting from this RFP are subject to the conditions, terms, and limitations set forth in Appendix 8.

FURTHER INFORMATION

For further information regarding the proposal requirements or the Site, please contact:

Tiana Liriano

Director

Real Estate Development and Capital Projects

Greater Jamaica Development Corporation

90-04 161st Street, 7th Floor

Jamaica, NY 11432

718.291.0282 x 146

parsonsgarage_rfp@gjdc.org

All inquiries and answers will be posted to <https://gjdc.org/build/parsons-garage-rpf/>

APPENDIX 1: ECONOMIC IMPACT ANALYSIS WORKSHEET

Development Program - Inputs (Add additional rows and/or columns as necessary)						
Type of Use	Gross Square Feet (GSF)	Leasable Square Feet (LSF)	Hard & Soft Construction Costs per GSF (2023 \$) (1)	Number of Units/Rooms/Spaces (2)	Sales per LSF per year (2023 \$) (1), (3)	Employment per Year
Destination / Anchor Retail						
Street Retail (on all 4 sites)						
Entertainment						
Dining (4)						
Office						
Residential (5)						
Market Rate (130% AMI)						
Affordable Non-Artist						
Affordable Artist						
Artist Multi-Purpose Space (6)						
Parking						
for Retail						
for Residential						
Other: [SPECIFY TYPE]						
TOTAL	0	0	0	0	0	0

- (1) If expressing dollar values in a different year, please specify the year and the assumed escalation rate.
- (2) Please complete for residential and parking uses (and for any other uses where applicable).
- (3) Please complete as appropriate. For the parking component, please complete in terms of annual revenue per car space.
- (4) For dining component, please specify the type of dining experience (i.e. fine dining, white tablecloth/sit down restaurant, etc.).
- (5) For residential component, please specify the distribution of market rate and affordable units.
- (6) For the artist multi-purpose space component, please add rows to specify type of use and enter required information.

Development Program - Additional Questions

Financial

What is the proposed purchase price for the site?

--

What is the total construction loan amount (and dollar year)?

--

Please list all private construction loans (amount and dollar year). **Add additional rows as necessary.**

- 1.
- 2.
- 3.

Please list all public construction loans (amount and dollar year). **Add additional rows as necessary.**

- 1.
- 2.
- 3.

What is the total permanent loan amount (and dollar year)?

--

Please list all private permanent loans (amount and dollar year). **Add additional rows as necessary.**

- 1.
- 2.
- 3.

--

Please list all public permanent loans (amount and dollar year). **Add additional rows as necessary.**

- 1.
- 2.
- 3.

What is the average rental price of residential units (and dollar year)?

Market Rate:

Affordable Non-Artist Affordable:

Art:

Construction Expenditure Schedule (Please indicate construction expenditures in 2022 dollars for each year (1). Add additional years as necessary.)										
	Year 1 (2023)	Year 2 (2024)	Year 3 (2025)	Year 4 (2026)	Year 5 (2027)	Year 6 (2028)	Year 7 (2029)	Year 8 (2030)	Year 9 (2031)	Year 10 (2032)
Demolition Costs										
Hard Costs (Excluding Demolition)										
Soft Costs										
Financing Costs										
Total	0	0	0	0	0	0	0	0	0	0

(1) If expressing dollar values in a different year, please specify the year and the assumed escalation rate.

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Construction Build-Out Schedule (Please indicate cumulative percentage complete in each year. Add additional years as necessary.)										
Type of Use	Year 1 (2023)	Year 2 (2024)	Year 3 (2025)	Year 4 (2026)	Year 5 (2027)	Year 6 (2028)	Year 7 (2029)	Year 8 (2030)	Year 9 (2031)	Year 10 (2032)
Destination / Anchor Retail										
Street Retail (Project Site corridor)										
Entertainment										
Dining										
Office										
Residential										
Market Rate (130% AMI)										
Affordable Non-Artist										
Affordable Artist										
Artist Multi-Purpose Space										
Parking										
for Retail										
for Residential										
Other: [SPECIFY TYPE]										
Tax Incentives (Please indicate any requested tax incentive programs below)										

APPENDIX 2: PROJECT INCOME AND AFFORDABILITY

Financing outlined below must reflect the guidelines outlined in the body of the RFP. Add additional rows as necessary.

Residential

Residential Gross Square Feet							
Residential Rentable Square Feet							
Unit Size	# of Units	# of Rooms	Avg. SF per Unit	Affordability (% of AMI)	Avg. Monthly Net	Annual Rent	
Studio							
1BR							
2BR							
3BR							
Other Type							
Other Type							
Super (as needed)							
Total	0	0	0	0	0	0	0
				Less 5% Vacancy			
				Total Annual Rent			

APPENDIX 2 (Continued): PROJECT INCOME AND AFFORDABILITY

Retail

	Tenant 1	Tenant 2	Tenant 3	Tenant 4	Tenant 5	Total
Gross Square Feet						
Rentable Square Feet						
Average Annual Rent per SF						
Gross Annual Rent						
				Less 10% Vacancy		
				Total Annual Rent		

Parking

	Retail Tenants	Residential	Total
Number of Spaces			
Average Annual Rent per SF			
Gross Annual Rent			
		Less 10% Vacancy	
		Total Annual Rent	

APPENDIX 3: CONSTRUCTION PERIOD USES OF FUNDS

Complete separate forms for total development and each component (residential, retail, parking, etc.) that will be separately financed. Attach a detailed explanation of all assumptions, used in calculations, including a breakdown of the multi-purpose space costs.

	Amount
I. PROPOSED CASH PURCHASE PRICE	
II. HARD COSTS	
Contractor's Price for Retail Component	
Contractor's Price for Residential Component	
Hard Cost Contingency @ %	
TOTAL HARD COSTS	
III. SOFT COSTS	
A. Financing Costs	
Construction Interest	
Bank Commitment Fee	
Bank Letter of Credit Fee	
Bank Mortgage Insurance Premium	
Bond Issuance	
Negative Arbitrage	
Partnership Publication Fee (if utilizing LIHTC)	
Partnership Management Fee (if utilizing LIHTC)	
Cost Certification (if utilizing LIHTC)	
Other:	
Other:	
B. Pre-Construction Costs	
Appraisal	
Surveys	
Borings	
Title and Recording	
Mortgage Recording Tax	
Mortgage Insurance Premium	
Real Estate Taxes	
Water & Sewer, Utilities	
Permits & Fees (including tax exemption filing fee)	
Insurance	
Bonding/Letter of Credit	
Other:	
C. Professional Fees	
Architect	
Engineer	
Landscape Architect/Urban Designer	
Lender Engineering Fee	
Environmental Services (CEQRA)	
Borrower Legal	
Lender Legal	

Syndication Legal (if utilizing LIHTC)	
Accounting	
Other:	
D. Sales/Lease-Up Costs	
Marketing/Sales	
Transfer Taxes (City and State)	
Other:	
Operative Reserve (if utilizing LIHTC)	
TOTAL SOFT COSTS	
IV. DEVELOPER FEE	
V. TOTAL DEVELOPMENT COST	

APPENDIX 4: CONSTRUCTION FINANCING SOURCES

	Amount	
Equity		Description of Equity Source
Cash Equity		
Other Equity Source		
Other Equity Source		
Total Equity		

Loans		Lender	Rate	Term
Bank Construction Loan				
2nd Construction Loan				
3rd Construction Loan				
Total Loans				

Total Sources of Funds*	
-------------------------	--

* This amount should be equal to the Total Development Cost

APPENDIX 5: PERMANENT FINANCING SOURCES

If the residential development is financed separately from the rest of the development, please estimate the Total Development Cost, and complete "Permanent Sources of Financing" for the residential component and "Total Permanent Sources of Financing" for the Total Development

If all components are financed together, only complete "Permanent Sources of Financing."

Permanent Sources of Financing

	Amount	
Sales Proceeds		
Equity		Description of Equity Source
Cash Equity		
Other Equity Source		
Other Equity Source		
Total Equity		

Loans		Lender	Rate	Term
Bank 1st Mortgage				
2nd Mortgage				
Other				
Total Loans				

Total Sources of Funds*	
--------------------------------	--

* This amount should be equal to the Total Development Cost

Total Permanent Sources of Financing

	Amount	
Estimated Retail Total Development Cost		
Equity		Description of Equity Source
Cash Equity		
Other Equity Source		
Other Equity Source		
Total Equity		

Loans		Lender	Rate	Term
Bank Permanent Loan				
2nd Permanent Loan				
3rd Permanent Loan				
Total Loans				

Total Sources of Funds	
-------------------------------	--

APPENDIX 6: RENTAL PROFORMA INCOME AND EXPENSE SCHEDULE

Attach a detailed explanation of all assumption used in calculations.

	Amount	Per DU
I. REVENUES		
Gross Residential Income		
(This amount must correspond to estimates for Total Annual Revenue in Appendix 2: Financing Proposal Form)		
Less Vacancy @ _%		
Net Residential Income		
Gross Community Income		
Less Vacancy @ _%		
Net Community Income		
Laundry Income		
Parking Income		
Other Income:		
EFFECTIVE GROSS INCOME		

II. EXPENSES		
Janitorial/Cleaning Supplies		
Repairs & Replacements		
Painting		
Grounds Maintenance		
Heating		
Cooking, Gas, & Electric		
Office Supplies & Equipment		
Elevator Maintenance & Repairs		
Superintendent & Maintenance Staff Salaries		
Security @ hours/day		
Management Fee		
Legal & Accounting/Auditing		
Fire/Liability Insurance		
Real Estate Taxes		
Water & Sewer Charges		
Capital Replacement Reserve		
Other (identify):		
TOTAL EXPENSES		
NET OPERATING INCOME		

III. DEBT SERVICE		
First Mortgage @ DCR		
Second Mortgage		
Third Mortgage		
TOTAL DEBT SERVICE @ DCR		

IV. TOTAL EXPENSES + TOTAL DEBT SERVICE		
V. NET CASH FLOW (NOI less TOTAL DEBT SERVICE)		

APPENDIX 7: SAMPLE STATEMENT OF AGREEMENT

SAMPLE

(On company letterhead)

Date:

Greater Jamaica Development Corporation
90-04 161 Street, 7th Floor
Jamaica, New York 11432
Attn: Tiana Liriano, Director Real Estate

Dear Ms. Liriano:

This letter hereby certifies that [Respondent] has read the RFP for “Parsons Garage” and its Appendices thoroughly. [Respondent] agrees to the terms and conditions set forth in this RFP and in its Appendices.

Sincerely,

Respondent

Respondent Title [must be authorized principal or officer of the respondent]

APPENDIX 8: CONDITIONS, TERMS AND LIMITATIONS

In addition to those conditions, terms, and limitations stated elsewhere, this RFP and any transaction resulting from this RFP are subject to the conditions, terms and limitations stated below:

- A. The Site is to be negotiated in “as is” condition and title is to be conveyed without warranty and without representation as to insurability.
- B. GJDC and its Directors, Officers, employees, and agents, make no representation or warranty and assume no responsibility for the accuracy of the information set forth in this RFP, the physical condition of the Site, the status of title thereto, its suitability for any specific use, the absence of hazardous waste, or any other matter. All due diligence is the responsibility of the Respondent and Respondents are urged to satisfy themselves with respect to the physical condition of the Site, the information contained herein, and all limitations or other arrangements affecting the Site. GJDC will not be responsible for any injury or damage arising out of, or occurring during, any visit to the Site.
- C. The proposed development shall conform to, and be subject to, all applicable laws, regulations, and ordinances of all Federal, State and City authorities having jurisdiction as all of the foregoing may be amended from time to time.
- D. A Respondent submitting a proposal in response to this RFP may be rejected if he/she or, if the Respondent is a business entity and any of its principal shareholders, principals, partners or members, is determined, in GJDC’s sole discretion, to be within a category of persons or entities with whom or which GJDC or agencies of the City of New York will not generally do business with.
- E. GJDC is not obligated to pay and shall not pay any costs incurred by any Respondent at any time unless GJDC has expressly agreed to do so in writing.
- F. Proposals will **only** be accepted and considered from principals of respondent firms or a principal of a firm responding as part of a partnership. Individuals in representative, agency or consultant status may not submit proposals in place of a principal. GJDC warrants and represents that it has not retained any broker in connection with the proposed sale or development of the Site.
- G. This is a Request for Proposal, **not** a Request for Bids. GJDC shall be the sole judge for each response’s conformance with the requirements of this RFP and of the merits of the individual proposals. GJDC reserves the right to waive any conditions or modify any provision of this RFP with respect to one or more applicants, to negotiate with one or more of the applicants, to require supplemental statements and information from any respondents, to establish additional terms and conditions, to encourage applicants to work together, or to reject any or all responses, if in their judgment it is in the best interest of GJDC to do so. If all proposals are rejected, this RFP may be withdrawn and the Site may be retained and re-offered under the same or different terms and conditions. GJDC will enforce the submission deadline stated in the RFP. Once submitted, all proposals shall become the property of GJDC.
- H. All terms in this RFP related to the permitted use and bulk of the Site shall be as defined in the NYC Zoning Resolution and any applicable Urban Renewal Plan, design guidelines, or similar development limitations and controls. Where any conflict arises in such terms, the most restrictive shall prevail.

- I. Except as specifically provided herein, the selected developer will pay all applicable taxes payable with respect to the Project, including transfer and mortgage recording taxes. The selected developer will be required to pay the New York City Real Property Transfer Tax and New York State Real Estate Transfer Tax.
- J. This transaction will be structured as a “net” deal to GJDC, with the selected developer being responsible for all fees related to the Project and all costs incurred by GJDC including, but not limited to, costs for outside legal counsel (if any), studies, and outside consultants.
- K. In furtherance of GJDC’s mission of economic development, the sale of the Site will be subject to restrictions in a restrictive declaration, for use and development obligations consistent with the selected proposal. Failure to comply with these restrictions will result in the right by GJDC to re-enter and re-acquire the Site for no consideration, or such other remedies as GJDC deems appropriate.
- L. Upon submission of a proposal to this RFP, respondents and their representatives and/or agents, shall treat their proposals and all information obtained in connection with the RFP (the “Confidential Information”) in a confidential manner, and shall not discuss, publish, divulge, disclose or allow the Confidential Information to be disclosed to any other respondents or any other person firm or entity, including the press or other media without GJDC’s prior written approval.
- M. GJDC is dedicated to furthering the participation of local, minority, women-owned, and disadvantaged businesses in its work. All respondents are urged to include in their proposals methods for facilitating the participation in the project of businesses that have been certified by City, State, or Federal agencies as being women-owned, minority-owned, or disadvantaged.