



**Central Northside Neighborhood
Council
1310 Arch Street
Pittsburgh, PA 15212
Phone: 412-231-7742**

**RESIDENTIAL DEVELOPMENT:
REQUEST FOR PROPOSALS**

PROPOSAL INFORMATION

Purpose:

This Request for Proposal (RFP) is for development of properties controlled by CNNC¹. These properties include both vacant structures and vacant lots. Interested parties may respond with proposals for individual or multiple properties. Proposals should be consistent with the CNNC's recently completed Community Plan (www.cnnc-pgh.org).

Who May Respond:

Any individual or company with credible development experience may respond. Respondents will be required to demonstrate that they have the financial capacity to implement their proposal.

Issuing Agency:

Founded in 1970, the Central Northside Neighborhood Council (CNNC) is a community development corporation serving the Central Northside and Allegheny Center neighborhood. During its tenure, CNNC has guided the development of nearly 200 housing units and overseen other projects designed to improve the quality of life in the neighborhood. The organization's current residential real estate project, Federal Hill, has sold extremely well.

Response Due Dates:

Proposals will be accepted by the CNNC between Friday, April 9, 2010 and Friday, May 7, 2010. Five (5) hardcopies and one (1) electronic copy must be sent to 1310 Arch St., Pittsburgh PA 15212 and to tom@paloaltoconsult.com. CNNC may decide to extend the submission deadline, or to accept submissions on a rolling basis.

Developer Selection:

Developer selection will be based on the evaluation of the proposal and interview. CNNC may select one or more developers, or it may decide not to select any developers at this time. CNNC's Development Committee and Board of Directors will be involved in the selection process.

Inquiries:

Inquiries concerning this RFP should be directed to Tom Hardy at (412) 874-7351 or via email at tom@paloaltoconsult.com

¹ CNNC holds title to some of the properties and controls others through the City's Land Reserve program. CNNC is also willing to help developers assemble additional properties that it does not currently own or control.

PROPOSAL FORMAT

1. **Cover Letter:** State your understanding of the goals for the project, your approach to meeting those goals, and a summary of your proposed program including identification of the parcels that you are interested in.
2. **Development Proposal:** Prepare a brief narrative description of the key elements of your proposal. The proposal should include, at minimum, the following elements:
 - A. Conceptual site plan
 - B. Program Description including # of units, tenure, # bedrooms, square footage, and pricing levels
 - C. Project Budget including both the proposed Uses and Sources of funds. The budget should indicate a proposed purchase price for CNNC controlled properties.
3. **Evidence of Financial Capacity:** Include evidence of financial capacity for the project team. This may include one or more of the following:
 - A. Balance sheet or Personal Financial Statement for the company or principals
 - B. Copy of 2009 Tax Return
 - C. Copy of a bank or brokerage statement for company or principals
 - D. Commitment letter or line of credit from a lender
4. **Project Organization and Staffing:** Summarize the qualifications of key personnel assigned to this project. Include recent experience that is directly applicable to this project, a project organizational chart and resumes of the personnel assigned to the project. Also include information about any project partners that will have more than 20% interest in the development. If you have identified other vendors such as a general contractor or architect, you may wish to include information on these firms.
5. **Related Experience:** Discuss your experience in developing housing related to this RFP.

PROJECT SCOPE

Introduction & Location

The Central Northside and neighborhood is directly across the Allegheny River from downtown Pittsburgh. Included within these boundaries is one of the largest and most successful historic districts in the region—the Mexican War Streets. In addition, Central Northside has significant frontage along one of Pittsburgh’s most spectacular urban parks—Allegheny Commons. The neighborhood is home to a number of regional institutions and attractions including: The Children’s Museum of Pittsburgh, Allegheny General Hospital, the National Aviary, and the new Allegheny Branch of the Carnegie Library. The neighborhood has a population of approximately 3200 residents and spans an area of .5 square miles. More information can be obtained at www.cnncc-pgh.org. The neighborhood has recently undergone a neighborhood planning process. We encourage prospective developers to review this information which may be obtained through our website.



Aerial shot of Central Northside and surroundings

Existing Conditions

Within the Central Northside market conditions often vary significantly from block to block. For example, in the Mexican War Streets, the area of the Central Northside that is closest to the park homes consistently sell in the \$200,000 and \$300,000 range. In other portions of the neighborhood, particularly the area north of Jacksonia Street, sale prices tend to be lower and vacancy rates tend to be higher. CNNC’s most recent housing development, Federal Hill provides evidence that a quality product will be well received by the market. These homes, which occupy a formerly blighted stretch of Federal Street, have sold quickly at pricing between \$150,000 and \$250,000. All 23 homes in the completed first phase of this development have been sold or are under contract. The second phase of this development, consisting of 19 homes, is currently under construction and is 68% subscribed.

A summary of some existing housing and demographic indicators appears below:

City of Pittsburgh		Central Northside
333,527	2000 Population	3,200
-6.2%	Pop Change % (Est). 2000-08	-6.0%
163,414	Housing Units	1992
12.0%	% Housing Units Vacant	22.1%
52.0%	% Owner Occupied	37.7%
48.0%	% Renter Occupied	62.3%
\$75,000	Median Sale Price 2008	\$91,000
4,446	# Sales Counted 2008	52
	2008-9 BLDG CONDITIONS SURVEY	
6.8%	% Good / Excellent Buildings	42.9%
89.7%	% Average Buildings	45.6%
3.5%	% Poor / Derelict Buildings	11.5%
All data is from 2000 unless otherwise noted		

Property Information

Most of the properties included in this RFP are in the Northern section of the neighborhood. A list of parcels is included as an appendix to this proposal. A more detailed description of the properties and the suggested projects is provided in an attachment to this RFP titled *Project Scope and Description*.

The CNNC controls these properties via the City's Land Reserve process which acquires tax delinquent properties on behalf of CDC's via Treasurer's Sales. CNNC targeted this area based on its high degree of vacancy with the intention of assembling a critical mass of properties for redevelopment. CNNC is also willing to work with developers to assemble additional parcels.

The properties will be conveyed without any entitlements or warranty on the suitability of the property for redevelopment. It will be the responsibility of the selected developer(s) to undertake any necessary due diligence activities.

Responses to the RFP should include a proposed price for the requested properties. The condition and potential for the properties varies significantly. Most structures are in poor condition and in need of complete rehabilitation. No assessment of any structural or environmental conditions has been completed for any of these properties. Sample photographs appear below.



1534-32 Federal St.



105 Jacksonia St.

Goals and Objectives

The CNNC hopes to build on the market momentum in the neighborhood and spur development in the most disinvested portions of the neighborhood. Given the increasing interest in the neighborhood from private developers and a recently completed community plan, the CNNC made a decision to seek a development partner or partners through an RFP process.

CNNC expects that the responses to this RFP will be consistent with related goals in its community plan including:

- Increase the rate of homeownership
- Reinforce social and economic diversity
- Build on strengths of what is existing in the neighborhood and allow for new housing types. Respect history, but allow for something new and innovative

Funding and Financial Resources

CNNC is expecting that proposed projects will leverage private financial resources to the maximum amount possible. To the extent that gap financing is required, CNNC will work with the selected developer and developers to secure such funding. CNNC has relationships with number of organizations that provide this type of financing. It should be noted that in the current economic climate, gap financing is extremely limited so preference will be given to projects that maximize private financing. Proposals should indicate in the budget the amount, if any, of gap financing required.

Deal Structure

CNNC has not set specific parameters about the structure of the deal and to its involvement or ownership in the project. In certain circumstances, CNNC would be willing to take on an ownership role as it has with S&A Homes to develop the Federal Hill project. CNNC is willing to assist in the entitlement process and to act as a community liaison.

The CNNC reserves the right to reject any and all proposals received in response to this RFP.

Appendix A: List of Available Properties

Address #	Street	Lot / Block	Type
107	Alpine	23-F-352	Lot
250	Alpine	23-F-255	Structure
251	Alpine	23-F-269	Structure
253	Alpine	23-F-268	Structure
1527	Arch	23-F-224	Structure
209	Carrington	23-F-226	Structure
237	Carrington	23-F-244	Lot
1532	Federal	23-G-305	Structure
1534	Federal	23-G-302	Structure
105	Jacksonia	23-F-390	Structure
106	Jacksonia	23-F-346	Structure
108	Jacksonia	23-F-345	Structure
1321	Reddour	23-K-334	Structure
104	Sampsonia	23-F-402	Structure
1525	Saturn	23-F-261-A	Structure
1527	Saturn	23-F-261	Structure
105	Brim	23-K-371-A	Lot
107	Brim	23-K-372	Lot
27	Jacksonia	23-F-386	Lot
29	Jacksonia	23-F-387	Lot
209	Alpine	23-F-289	Lot
211	Alpine	23-F-288	Lot
212	Alpine	23-F-228	Lot
213	Alpine	23-F-287	Lot
214	Alpine	23-F-229-A	Lot
216	Alpine	23-F-230	Lot
217	Alpine	23-F-285	Lot
223	Alpine	23-F-282	Lot
229	Alpine	23-F-279	Lot
237	Alpine	23-F-275	Lot
238	Alpine	23-F-245	Lot
240	Alpine	23-F-246	Lot
242	Alpine	23-F-247A	Lot
244	Alpine	23-F-249	Lot
245	Alpine	23-F-271	Lot
248	Alpine	23-F-253	Lot
249	Alpine	23-F-270	Lot
255	Alpine	23-F-267	Lot
108	Brim	23-K-374	Lot
213	Carrington	23-F-229	Lot
215	Carrington	23-F-229-1	Lot
104	Jacksonia	23-F-347	Lot
1215	Reddour	23-K-376	Lot
1323	Reddour	23-K-333	Lot
1325	Reddour	23-K-332	Lot
108	Sampsonia	23-K-320	Lot