



CITY OF DOVER, NEW HAMPSHIRE
Cochecho Waterfront Development Advisory Committee

REQUEST FOR QUALIFICATIONS



COCHECHO WATERFRONT DEVELOPMENT

Issued: 9/29/2017 Responses Due: 12/6/2017, 2 P.M.



**OFFERING SUMMARY
REQUEST FOR QUALIFICATIONS (B18005)
COCHECHO WATERFRONT DEVELOPMENT, DOVER, NH
RESPONSES DUE 2:00 PM, DECEMBER 6, 2017**

29-acre Site for Development

The City of Dover and the Cochecho Waterfront Development Advisory Committee (CWDAC) are offering an underutilized site adjacent to the downtown for redevelopment. The site comprises 29 acres on the tidal Cochecho River of which approximately 15 acres are developable parcels. Developers are offered the opportunity to develop selected individual parcels or all of the parcels.

Easily Accessible Location in Historic Downtown

The site is located one mile from Exits 7 and 8 on the Spaulding Turnpike directly adjacent to Dover's vibrant historic downtown with more than 2,600 linear feet along the Cochecho River. The site provides an excellent opportunity for a mixed-use development that takes advantage of a favorable development climate in the fastest growing city in New Hampshire.

Over 300,000 Square Feet of Mixed-Use Development Can Be Accommodated

Based on a market study and planning and design studies, a conceptual plan has been formulated accommodating over 300,000 square feet of mixed-use development with 226 residential units as well as 13,000 sf of business/commercial including a waterfront restaurant pad.

TIF Improvements Will Create Superlative Shovel-Ready Site

The City and CWDAC are in the final stages of engineering design and permitting site work. The City has committed up to \$6 million of tax increment financing to pay for public improvements related to the waterfront park, streets, utilities and other sitework. These improvements will create a superlative environment ready for private development.

Private Development Scheduled to Begin in 2020

Public site work and improvements are estimated to allow private site construction to begin no later than spring of 2020.

Developer Selection is Two-Stage Process

This Request for Qualifications is the first in a two-step process for developer selection. The first stage RFQ asks for qualifications and development experience. From these submissions a short list of developers will be selected to submit more detailed proposals.

Inquiries

Inquiries should be made in writing to Ann M. Legere, Purchasing Agent, City of Dover at a.legere@dover.nh.gov



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INTRODUCTION

PURPOSE OF RFQ

The City and Cochecho Waterfront Development Advisory Committee (CWDAC) are interested in identifying developers qualified to propose and implement mixed-use development of the 29-acre City-owned Cochecho riverfront property, as seen in Figure 1 below, consistent with CWDAC's vision and goals. While the vision for the property has been consistent since the 2005 Cochecho Waterfront Design Charrette (see Exhibit B), it has been further refined in the 2015 Land Use Analysis Master Plan Chapter (see Exhibit C) and the 2017 Union Studio Concept Plan.

At the conclusion of the RFQ process, a short list of respondents will be invited to submit more detailed proposals in a second stage Request for Proposals (RFP).



Figure 1 - Project Site Aerial Map



CWDAC DESCRIPTION

The Dover City Council delegated development oversight authority and lead agency status for the project to the Dover Housing Authority (DHA). The Board of Commissioners of the DHA has authorized CWDAC, under the provisions of N. H. RSA 205, to conduct project site developer selection and negotiate final project site development proposals.

CWDAC is comprised of 12 members that are Dover citizens and 3 ex-officio members (Mayor, City Manager and Executive Director of the DHA).

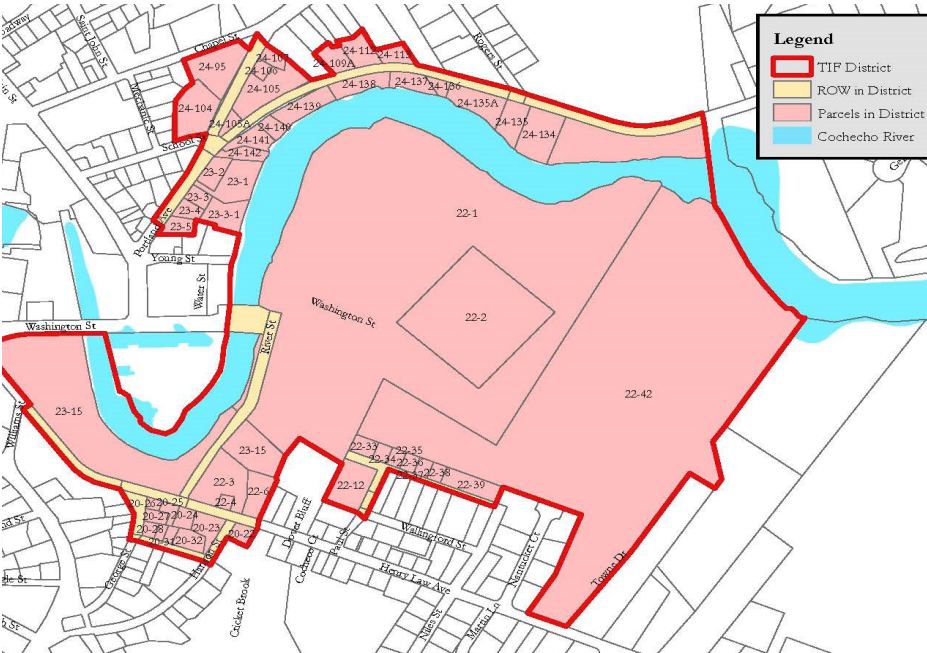


WATERFRONT TAX INCREMENT FINANCE DISTRICT

The property is located within the Waterfront Tax Increment Finance (“TIF”) District established by the City Council in 2015. TIF will be used by the City to fund planning, engineering, permitting and construction of public infrastructure improvements, including shoreline stabilization, site grading, waterfront park, street and other infrastructure improvements to create sites ready for private development.

The Waterfront TIF District (see Figure 2 below) covers an area of Dover identified through the Master Planning process as suited for new, urban mixed-use development as well as improved public recreation spaces.

Creating the Waterfront TIF District furthers goals that the community has identified in the Master Plan: a vibrant, walkable downtown with a diversity of housing, retail, dining, entertainment, and cultural opportunities. The TIF is expected to provide a number of public benefits, including:



- Leading efficient redevelopment of the City's waterfront,
- Providing for long-term growth of the City's nonresidential property valuation,
- Encouraging a more diverse property tax base and a shift toward a more equitable split in tax revenue sources,
- Encouraging continued positive growth, vibrancy, and prosperity in Dover.

Figure 2 – Waterfront Tax Increment Finance (“TIF”) District Map



PREVIOUS WATERFRONT DEVELOPMENT EFFORT

An RFP process initiated in 2005 culminated in the designation of Dickinson Development as master developer, responsible for financing and developing public and private improvements for the entire site in accordance with the Dover Waterfront Design Guidelines adopted in 2008.

In July of 2014, Dickinson Development withdrew from the project, citing the recession and the difficulty in finding investors and development partners. The considerable up-front investment in infrastructure and other public improvements required to be financed by the developer was also considered a major reason the developer could not make the project work.

Since then the City and CWDAC have taken a fresh approach to make the project more attractive for development. This approach entails the City and CWDAC undertaking planning, permitting, and construction of public improvements. This minimizes the need for front-loaded private investment and the lead time between development agreement and construction as well as enabling the possibility of the project being developed by multiple developers as well as by a master developer. Other important steps taken include the preparation of a market study of the site, creation of the Waterfront TIF District in 2015, and the hiring of a design team led by Union Studio to create a new concept plan.

VISION AND OBJECTIVES

It is the City's and CWDAC's objective to enter into developer agreement(s) for the redevelopment of the waterfront site. Successful proposals will recognize the need to provide mixed use development that has significant community and economic benefits, including yielding tax and disposition revenues that will, at minimum, allow the City to recoup its up-front investment.

MIXED-USE DEVELOPMENT

The development of this site will comprise a mixture of residential and commercial uses with an architectural character consistent with that of downtown Dover buildings and a high level of design and construction quality. Various forms of residential development are anticipated to be a primary use. A waterfront restaurant at a gateway site as well as ground floor commercial use (retail or office) in buildings in higher-traffic areas of the site will be required to facilitate activation and public use. Proposals for other uses such as a hotel or larger commercial projects will be considered.

Ultimately, the City and CWDAC intend to sell the property, or portions thereof, to one or more than one developer. Development agreements will specify a purchase price, a construction timeline, a minimum post development value for the property and a requirement for a payment in lieu of taxes should the property tax indicated by the subsequent assessed value for the project fall below the agreed upon value.

COMMUNITY AND ECONOMIC BENEFITS

One of the primary goals for the redevelopment of the waterfront site is to create a positive economic benefit for the City. The 2005 Cochecho Waterfront Design Charrette included these specific goals that are related to that theme:

- Provide opportunities that encourage visitors and tourists to experience the Waterfront Area and Dover's downtown as a recreational, cultural and historic environment.
- Ensure orderly development of the Waterfront Area that will enhance the revitalization of downtown Dover and augment the economic well-being of the City.
- Create a positive image for the Waterfront that will stimulate private and public investment within the area.

An important element of the City's and CWDAC's consideration of economic benefit will be the likelihood that proposed projects will be able to yield real estate taxes (and potentially disposition revenues) at least sufficient to support debt service on tax increment financing.



MARKET AND FINANCIAL FEASIBILITY AND TIF ANALYSIS

In 2014 CWDAC and the City hired Abramson and Associates, Inc. to prepare a market study (entitled “Cochecho Waterfront Market and Development Analysis”, dated 2015) to determine the types of development that could be supported on the site and inform the City’s consideration of potential financing and marketing of the property. The report indicated a strong market for residential use, a limited market for retail, restaurant, and office use which would be necessary to activate the site, and also acknowledged the possibility that larger commercial or hotel use might be feasible in later phases dependent on specific end-user requirements and evolution of demand generators. The report also indicated that potential real estate tax revenues could reasonably be anticipated to support debt service on tax increment financing. A copy of the report is available for public inspection in the Dover Department of Planning and Community Development and on the City web-site at this link: http://www.dover.nh.gov/Assets/government/city-operations/2document/planning/cochecho-waterfront/Studies/AbramsonFinal%20Report_Rev%203-23-15.pdf.

Market conditions are considered to have remained at least as good and in some cases significantly improved in the two years since the date of that report. Revised financial analysis based on the new concept plan described in the following section and the refined public improvement program continues to indicate that potential real estate tax revenues could reasonably be anticipated to support debt service on tax increment financing.

CONCEPT PLAN APPROVED BY CWDAC

As part of the redevelopment process, the City and CWDAC hired a consultant team led by Union Studio, an architecture and community design firm based in Providence, Rhode Island. One of the work products that was developed with input from CWDAC members, stakeholders, community members and the general public was an illustrative concept plan of the site. The crucial components of the plan include a public park along the river, extensions of River Street and Washington Street, a public plaza at the sharp curve in the river that includes public docks and mixed-use development including a restaurant, commercial space that could be office or retail, and 226 residential units of varying types. Buildings primarily range in height from two and a half to five stories with parking accommodated in in-building and on-site surface lots and on-street. The concept plan and rendering, seen in Figures 3 and 4, were accepted by CWDAC on March 23, 2017.

The City and CWDAC consider the planned waterfront park and alignment of the major streets which define the developable area (particularly River and Washington Streets) to be essentially set, providing the basis for ongoing engineering and permitting, though proposals for refinement will be considered. The parcelization and internal vehicular and pedestrian circulation network within the major development areas and the specific building site planning and massing (as well as use) in the concept plan should be considered illustrative. Proposals for alternative approaches will be considered. However, it is emphasized that individual buildings and internal circulation network and public realm environment should work to tie buildings into the greater whole of a vibrant neighborhood as in the illustrative plan rather than constitute a series of disconnected individual building projects.

SITE LAYOUT CONCEPT PLAN



Figure 3

SITE CONCEPT RENDERING



Figure 4



PARCELS AVAILABLE FOR DEVELOPMENT AND PHASING

The areas of the site available for private development, comprising approximately 15 acres, are partitioned into seven separate parcels of land (Figure 5) so that developers do not have to propose on the entire property, but can propose to develop one or more of the parcels. The goal is to provide more flexibility for developers with varying capacity levels to participate in the development of the site. The map of the parcels is presented below. Proposals for alternate parcel configurations will be considered to the extent a compelling rationale is presented.

Anticipating a phased development of the site, CWDAC and the City intend to prioritize initial development of parcels along River Street proceeding from Washington Street to the vicinity of the public plaza at the bend in the river. Development of other parcels may occur contemporaneously as long as such development is complementary and does not unduly jeopardize the timely completion and success of the prioritized initial development. Each phase of development should result in a project(s) such that the phases of development completed to that point collectively present a finished face to the public realm as opposed to the appearance of a half-built project. Early phase development of a significant waterfront restaurant is considered particularly desirable.

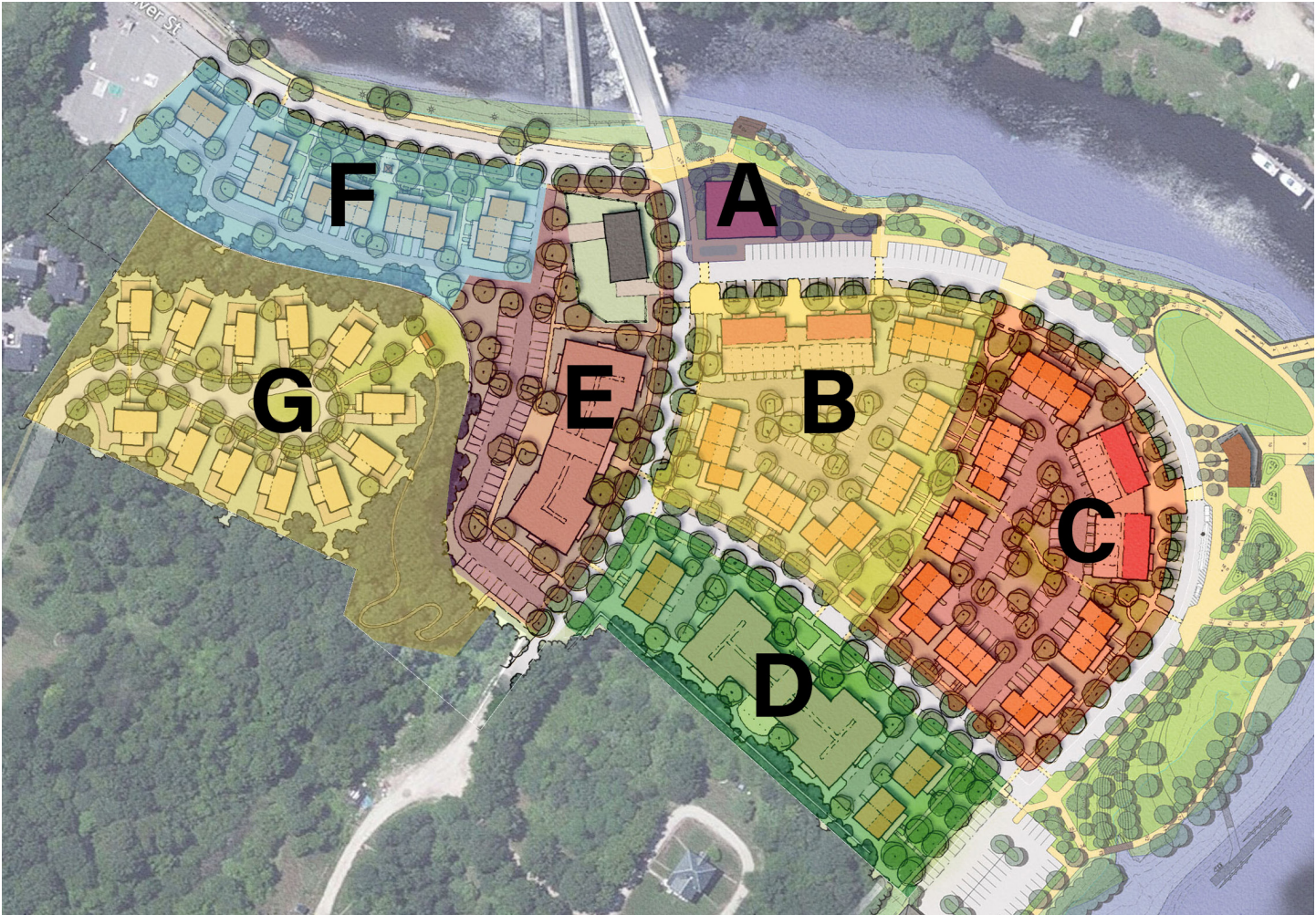


Figure 5 - Map of Parcels Available for Development

DESIGN GUIDELINES

In 2008 CWDAC worked with a consultant to develop Design Guidelines for the waterfront. As part of the more recent redevelopment efforts, CWDAC has updated the Design Guidelines to make sure they are compatible with the adopted concept plan. The updated Design Guidelines can be viewed on the City website at <http://www.dover.nh.gov/government/city-operations/planning/cochecho-waterfront-development/index.html>.

The purpose of the guidelines is to establish standards for the visual qualities of the design and subsequent development of the components of the projects that will compose the Dover Waterfront along the Cochecho River. The Design Guidelines are specifically intended to address those design characteristics of the redevelopment directly associated with established public purposes and interests. The design characteristics include:

- Architecture
- Landscape
- Streets and sidewalks
- Infrastructure (visible elements)
- Open Space
- Signage
- Lighting

The Design Guidelines are intended to establish objective or qualitative conditions that reasonably can be met in the design of improvements and verified through the design review process. They provide a clear framework for selection, design and approval, while deliberately ensuring flexibility in the specific design approach that may be employed in meeting these standards.



SITE DESCRIPTION



COCHECHO WATERFRONT

RECOMMENDED SCHEME - AERIAL

MARCH 29, 2016

SCALE: 1"=200'-0"

0 100 200 300 400 500

PAGE 1



UNION STUDIO
ARCHITECTURE & COMMUNITY DESIGN

Figure 6 – Aerial Photograph of Waterfront Site

SITE AND NEIGHBORHOOD DESCRIPTION

The project site consists of a 29-acre parcel (Figure 6) with over a half mile of frontage along the Cochecho River on its westerly and northerly boundary. Approximately 15 acres are suitable for development. To the south of the site is a residential neighborhood and Henry Law Park. To the east of the site is Maglaras Park, a City-owned facility with several baseball fields and frontage on the Cochecho River, as well as a privately-owned five-acre parcel occupied by a residence with historical significance. The project site is currently accessed by vehicles, from the south, via Henry Law Avenue and River Street and from the west by the Makem Bridge at the lower end of Washington Street.

The topography of the northern portion of the site (north of Makem Bridge and proposed Washington Street extension) includes a generally level area, approximately 10 to 12 feet above the river, which extends approximately 300 feet upland. Further inland in the northern portion of the site (in the vicinity of the private residential property) elevation rises to approximately 30 to 40 feet higher than the low lands at the river's edge. The southerly portion of the site has a high bluff with excellent views of downtown looking north and down the Cochecho River looking south. The bluff is approximately 60 feet above the river's edge, with less than ideal access via residential streets off of

Henry Law Avenue.

The site is located in a diverse neighborhood that is east of the central business area referred to as the downtown. This portion of downtown is home to several large historic mill buildings that are occupied by a mix of retail, office and residential uses. The area is characterized by many restaurants, retail businesses, office uses and an increasing number of dwelling units catering to people that desire to live and work in an urban environment. Also west of the site is Henry Law Park, one the City's most popular recreation areas and the Children's Museum of New Hampshire, a major attraction for families. One unique business, especially for a downtown, is an active marina on the north side of the Cochecho River. To the north of the site is mixture of residential neighborhoods with single family, duplex and multi-family units located along Cocheco Street, Rodgers Street and Gerry's Lane. To the east is Maglaras Park, a City recreation area that has playing fields and a large area of conservation land owned by the New Hampshire Fish and Game Department. To the south is a residential neighborhood containing mostly single family homes along Paul Street, Wallingford Street and Nantucket Court, as well as some large multi-family complexes along Henry Law Avenue.

EXISTING BUILDINGS ON PARCEL

There are only two buildings remaining on the property today. One, pictured below in Figure 7, is the River Street Sewer Pump Station. This 5,700 square foot brick building was built in 1990. This one story building contains the largest sewer pump station in the city and is a fixed feature that must remain.



Figure 7 – River Street Sewer Pump Station

The second building is a Butler building that is located in the northern portion of the site, approximately 70 feet from the Cochecho River. The 2,400 square foot building is currently leased to local rowing clubs for the storage of rowing shells and equipment. This building will be removed as part of the improvements to the waterfront park.



MAPS

Included in the RFQ exhibits are links to a survey of the parcel and a topographic map of the parcel. Both of these maps were prepared by Doucet Survey in August of 2017.

VEHICULAR AND PEDESTRIAN ACCESS AND TRAFFIC COUNTS

The parcel is currently accessed by vehicles and pedestrians, from the south, via Henry Law Avenue and River Street and from the west by the Makem Bridge at the lower end of Washington Street. There is an existing riverwalk that extends from the adjacent Henry Law Park into the site and the expectation is for this riverwalk to be continued through the site and up into Maglaras Park to the east.

Vehicular access to the Spaulding Turnpike (Route 16) is convenient, with Exit 7 and Exit 8 being just one mile from the site. The Dover Transportation Center is half a mile away and is only a 15 minute walk to the site. The Transportation Center is serviced by the Downeaster Amtrak Train and regional bus services.

The Cochecho River is tidal and provides boating access to the Piscataqua River, Great Bay estuary and its bordering communities, Portsmouth Harbor, and the Atlantic Ocean.

These are traffic counts for some of the streets in the area:

<u>LOCATION</u>	<u>AVERAGE DAILY TRAFFIC</u>	<u>DATE</u>
Washington St. (bridge west of Main)	14,772	Oct 2011
Main St. (Portland Ave. to School St.)	10,419	Aug 2011
Washington St. (Makem bridge)	1,747	July 2011

ZONING DISTRICT STANDARDS FOR SITE

The property is in the Cochecho Waterfront District (CWD). The purpose of this mixed use district is to provide appropriate locations for a mixture of residential and commercial uses on the waterfront parcels along the downtown portion of the Cochecho River. This district has very flexible dimensional requirements, with no minimum lot size, frontage or setback requirements and a density of forty three (43) dwelling units per acre. Water related land uses are permitted in the district. The architecture of the waterfront areas should encourage the development of marine, history or tourism related land uses and activities, which take advantage of the unique characteristics of the waterfront as well as its central location and proximity to historic areas.

A table containing the CWD permitted uses and dimensional regulations is included as Exhibit F.

The adjacent Maglaras Park parcel that is owned by the City, is being considered by the Dover Planning Board to be rezoned to CWD. This will make the parcel more compatible with the waterfront parcel and expand the permitted uses that would be allowed.



UTILITIES SERVING SITE

The site is served by the following utilities:

- Municipal sewer and water.
- Electric/Telephone/Cable Television.
- Natural Gas.

NATURAL RESOURCES

Wetlands: The wetlands on the site were delineated by James Long of GZA GeoEnvironmental, Inc., a State of New Hampshire Certified Wetland Scientist on March 2, 2016. A wetlands function and value assessment was performed on April 15, 2016 by James Long and Tracy Tarr, a State of New Hampshire Certified Wetland Scientist. There were twelve wetlands identified on the site of varying sizes and values. A copy of the wetlands report and map is available for public inspection in the Dover Department of Planning and Community Development.

River Frontage: The site features approximately 2,900 feet of frontage along the tidal Cochecho River. The City will retain all river frontage for incorporation into the public park being planned.

Floodplain: Portions of the property are located within the 100 and 500 year floodplains, as determined by the Federal Emergency Management Agency on panel 330 of the Flood Insurance Rate Maps issued on September 30, 2015. According to the maps, the base flood elevation of the river is between 9 and 10 feet above sea level. The proposed public park will incorporate all of the areas of 100 year floodplains.

Rare and Endangered Species: A survey of rare and endangered plant and animal species was conducted for the site by Horsley Witten Group in 2016, with the results presented in a report dated October 20, 2016. Two State-listed plant species were identified along the bank of the Cochecho River adjacent to the site. A copy of the report and map is available for public inspection in the Dover Department of Planning and Community Development.

SITE IMPROVEMENTS MADE BY CITY

Over the last 25 years, the City has made many improvements to the site to prepare it for redevelopment efforts. These include the following:

- Wastewater Treatment Plant Construction in 1991 off of Middle Road, allowing the old wastewater treatment plant on site to be demolished.
- Construction of a new Public Works Facility on Mast Road in 2000, allowing the old facility on site to be removed in 2002.
- Construction of a dredge spoils containment cell and dredging of the sediment from the Cochecho River from 2003 to 2007, to improve all tide boating access to the river.
- Construction of the new Makem Bridge over the Cochecho River at the east end of Washington Street in 2010, improving vehicular and pedestrian access to the site.



The City is in the process of building a public dock on the river that can be used for a variety of users such as kayaks, canoes, and rowing shells all the way up to 8-person boats. The dock will be fully ADA compliant so all members of the public will be able to gain access to the river. The construction of the dock is expected to be completed in early 2018.

SITE IMPROVEMENTS PLANNED BY CITY

As part of the plans to redevelop the waterfront parcel, the City has approved a Tax Increment Financing budget that plans for the City spending up to \$6 million to make improvements to the property. The original Waterfront TIF budget included:

- \$600,000 for the stabilization of the riverbank of the Cochecho River,
- \$250,000 for the remediation of soils on the site,
- \$300,000 for the closure of the dredge cell located on Maglaras Park,
- \$1,000,000 for site work, including site grading and the excavation of the bluff,
- \$1,300,000 for the design and construction of the riverfront park, and
- \$2,000,000 for the construction of roads and utilities.

Updated cost estimate for public improvements are being developed by the City's engineering consultants and should be available during the second stage of the process. Final decisions on the allocation of funds and phasing of public improvements will be made by the City Council based on cost estimates provided by the City's consultants, with consideration of potential increases to the City's financial commitment based on the nature, anticipated phasing, and city revenue generation anticipated from the development proposals and ongoing development implementation.

These public improvements will be constructed after plans are designed and engineered plans are prepared by the City's consultants, so that various permits can be applied for and obtained from state and federal agencies.

Final plans for the excavation of a portion of the bluff have been prepared by the City's consultants. The proposed excavation will remove 3.7 acres of the bluff and lower the elevation to match the existing River Street level. Permits have been obtained from the New Hampshire Department of Environmental Services for a wetlands impact and for an Alteration of Terrain Permit. The City has hired Severino Trucking to perform the bluff excavation, which is expected to begin in the fall of 2017 and be completed in one or two years.

Design plans for the shoreline stabilization, site grading and the riverfront park are underway and it is expected to have 75% plans ready for submission to the permitting agencies in 2018.

SUBMISSION REQUIREMENTS

Developers responding to this RFQ are required to submit detailed information as set forth in this section. Additional material and information, as deemed appropriate by the developer, may also be included in the submission package.

DEVELOPER IDENTIFICATION AND CREDENTIALS

1. Identify the development entity's name, street address, mailing address, and phone number, fax, email, and web page. Specify the legal form of the organization (e.g., corporation, partnership, LLC, joint venture, other).
2. Identify person(s) with the authority to represent and make legally binding commitments for the entity.
3. List all officers, partners, owners, shareholders, and members of the development entity by name, title, and distribution (percentage) of ownership and their addresses and phone numbers.
4. Identify members of the development team, including engineering, architectural and any other consultants or other participants (including any committed or interested tenants or other end-users or financing sources).
5. Indicate the role of each in implementing the development and managing the completed project.

DEVELOPMENT CONCEPT

A written description, supported by information in graphic and tabular format, of the developer's general approach and the overall vision for undertaking this project, including:

1. Which of the parcels the developer is interested in, which may be one or all of the parcels or any combination. Any preference of parcels should also be included in order of priority.
2. If phasing is contemplated, state the order of phasing and anticipated timeframes for later phases.
3. Anticipated preconditions for financing and construction of initial and any later phases.
4. Any other information the developer considers helpful in facilitating the Committee's understanding of the developer's vision which may include preliminary elevations, renderings, and/or precedent images (e.g. photographs of buildings comparable in scale and style to those proposed for this project).
5. Although it is not required, the developer may submit more detailed information, such as:
 - A. A preliminary program summarizing the proposed use or mix of uses for each parcel and each building or phases on each parcel.
 - B. Approximate estimates of gross and net square footage of building for each use.
 - C. Number of residential units, whether rental or for sale.
 - D. Anticipated type of use of commercial spaces (including any committed end users), number of seats of any restaurant.
 - E. Number of parking spaces.
 - F. Number of stories/height.
 - G. Building typology, materials, and general style.



DEVELOPER QUALIFICATIONS

Include information related to the financial capacity and development expertise of the developer to finance a development of the type and size proposed.

1. Relevant Development Experience - List and describe the development entity's experience and capability in financing, developing and operating comparable development projects, with emphasis on the following:
 - A. General description/history including date, name, location, development program, design concept, land uses, scope / size (number of units and square feet by use), costs (construction cost and total development cost), and status (date completed, leasing/sale absorption/occupancy);
 - B. Photographs of the projects;
 - C. The precise role of the development entity, its principals, partner(s) and team members;
 - D. Composition and sources of financing of the projects;
 - E. The unique challenges of the project(s);
 - F. Notable architectural, urban design, landscape architectural, and other design aspects of the project(s);
 - G. Integration of private development with active public open space;
 - H. Distribution of mixed uses types (both as proposed and as implemented);
 - I. Project and property management; and
 - J. Experience in public/private partnerships.
2. Describe the development entity's history of retaining ownership or leasehold rights of properties following development.
3. Firm description of the development entity or related companies, including number of years in business, number of employees, and primary markets served.
4. Resumes of key individuals of the development entity and other team members.
5. Identify any current or prior relationships with the City or members of CWDAC for the firm, officers, or board members of the developer entity or other team members. Identify and describe any instances in which the development entity, related firms, or principals have declared bankruptcy, been convicted of any crimes, are currently the defendants in any criminal litigation, been delinquent in paying City of Dover taxes or been involved in other legal disputes with the City of Dover.
6. References - Submit a minimum of three references for relevant development projects, including name, title, address, telephone number and e-mail address. Include any public or community partners in any public-private transactions. Submission can include reference letters or statements of reference.

SUBMITTAL INSTRUCTIONS

SCHEDULE

Pre-Proposal Meeting and Site Tour (non-mandatory) at 2:00 p.m., 31 River Street.	October 19, 2017
Last day for proposers to submit questions	November 13, 2017
Responses to questions provided	November 22, 2017
Stage 1 RFQ Submittals due on or before 2:00 p.m.	December 6 , 2017
Interviews	TBD

FORMAT REQUIREMENTS

Please submit eighteen (18) bound paper copies and one electronic copy on a disk or thumb drive of the required material by the date and time indicated above.

Submit the RFQ to the following address:

Cochecho Waterfront Development Advisory Committee
City of Dover
RFQ Response
288 Central Avenue
Dover, New Hampshire 03820-4169

The cover letter shall be a Letter of Interest. This letter must be signed by a duly authorized member of the prime development entity.

Provide all required qualification materials in a sealed box or envelope and clearly labeled on the outside of the package. Any large format presentation board(s) must be completely wrapped and labeled.

Proposals should follow the format of the above submission requirements and pages should be numbered with a table of contents.

All materials submitted in response to this Request for Qualifications become the property of the City of Dover and may be used as the City of Dover deems appropriate. All submittals will be subject to the provisions of RSA 91-A.



SELECTION PROCESS AND CRITERIA

REVIEW PROCESS

The goal in this stage of the RFP process is to identify a limited number of well-qualified and experienced development teams with a vision that aligns with CWDAC's and the City's objectives for the project.

Representatives of CWDAC and the City will form an RFQ Review Committee to evaluate submissions. At the conclusion of deliberations, a short list of respondents will be created and those parties will be invited for interviews.

The City and CWDAC reserve the right to reject any or all submittals received for any reason; and to request additional information as deemed necessary and appropriate.

SELECTION CRITERIA

All respondents' submittals will be reviewed and evaluated based on the information contained in the respective submission packages, interview results, responsiveness to the selection criteria, and other factors.

The factors to be considered in the selection process include but are not limited to:

DEVELOPER AND DEVELOPMENT TEAM

- Submittal meets all stated requirements.
- Developer's and development team's relevant credentials, particularly related to the type of development proposed and integrated with an urban waterfront.
- Developer's and development teams demonstrated ability to effectively execute the work in a timely manner.
- Developer's and development team's proven ability to work effectively and productively with public agencies and communities.
- Developer's history of adherence to relevant laws and regulations and reputation for fair business dealings.
- The quality of the Developer's and development team's previous work in terms of architectural and urban design aesthetic, construction quality, mix of uses, management of construction and operations.

OTHER

- Completeness and quality of the submission.
- Other compelling information and materials as provided by the team.



NEXT STEPS TO REQUEST FOR PROPOSALS

After conducting the interviews of development teams that responded to the RFQ, the RFQ Review Committee will select a short list of preferred developers. Those development teams selected to continue to the next step will be asked to provide additional information concerning financial capability and submit more refined proposals for the development, including financial proposals.

OTHER RFQ PROCEDURES

1. All inquiries concerning this RFQ must be made in writing to Ann M. Legere, Purchasing Agent, City of Dover at a.legere@dover.nh.gov. Responses will be distributed to all registered proposers in addenda. Proposers must register with the City's purchasing department to receive addenda.
2. All costs incurred by proposers in responding to this RFQ shall be the sole responsibility of the proposer.
3. Neither the City, CWDAC, nor DHA will be responsible for paying any brokerage fees relating to the disposition of the property offered in this RFQ.



EXHIBITS:

DOVER DEMOGRAPHICS

Please view Dover demographics at this link: <https://www.dover.nh.gov/Assets/government/open-government/reports/Planning.Demographics.pdf>

COCHECHO WATERFRONT DESIGN CHARETTE 2005

Please view the Design Charrette at this link: <http://www.dover.nh.gov/government/city-operations/planning/cochecho-waterfront-development/2005-charette/index.html>

2015 LAND USE ANALYSIS MASTER PLAN CHAPTER

Please view the Land Use Analysis Master Plan Chapter at this link: http://www.dover.nh.gov/Assets/government/city-operations/2document/planning/master-plan/LandUse/Land%20Use%202015%20Draft%20Chapter_01_22_15_certofadoption.pdf

MAPS

Property Line Survey Map

<http://www.dover.nh.gov/Assets/government/city-operations/2document/planning/cochecho-waterfront/Maps/4966B%20PLAN%20OF%20LAND%2009-14-17.pdf>

Property Topographic Map

<http://www.dover.nh.gov/Assets/government/city-operations/2document/planning/cochecho-waterfront/Maps/4966A%20EX-CONDITIONS%2009-14-17.pdf>

WATERFRONT MARKET AND DEVELOPMENT ANALYSIS

Please view the Market and Development Analysis at this link: http://www.dover.nh.gov/Assets/government/city-operations/2document/planning/cochecho-waterfront/Studies/AbramsonFinal%20Report_Rev%203-23-15.pdf

WATERFRONT DEVELOPMENT (CWD) ZONING TABLE

Please view the CWD Zoning Table at this link: http://www.dover.nh.gov/Assets/government/city-operations/2document/planning/cochecho-waterfront/Zoning/09281020163412_zoning%20tables2016.10.26.pdf

HISTORY OF THE SITE

Past development along the Cochecho Waterfront was directly related to the river's importance as a transportation link. The fact that the Cochecho connects with the Piscataqua and ultimately the Atlantic Ocean meant that the river could function as a means of transporting goods and materials to Dover via water.

The City's parcel has long been a destination point for commercial and industrial uses. In the 1800s the parcel was part of the Dover Landing. This seaport was home to small packets (keel boats 30 – 40 feet in length) which sailed regularly into Portsmouth, Portland, and Boston, carrying light freight and passengers. By 1825, with the formation of the Cochecho Manufacturing Company's gigantic mills surrounding the downtown falls, Dover was the second largest town in New Hampshire, behind Portsmouth. Local shipyards built at least a half a dozen vessels each year ranging from 30 to 600 tons.

By 1840, nearly 200 ships came into the port of Dover (many having to be "lightered" by the gundalows) and the value of goods shipped just between Dover and Portsmouth was \$2.4 million.

In 1877, the Dover Navigation Company began operations. Owners of the 10 schooner fleet were a group of Dover businessmen who made a profitable investment in shipping coal and finished cotton to and from ports around the world. In fact, because the Cochecho River had been dredged and widened, during the last decade of the nineteenth century, it was common to see eight or nine schooners in port at one time.

However, commercial shipping traffic to downtown Dover ended abruptly on Dover's Black Day: March 1, 1896. A late winter storm ravaged the city, destroyed bridges, and caused a ten-foot rise in river levels. The storm deposited back into the Cochecho River all the sand, silt, and debris that had been dredged out over the previous sixty years. The Landing never recovered from the devastating blow.

The City of Dover obtained the parcel from William Hale on January 19, 1859. Over the next 100 years the site was used by the City for various municipal uses. Principally the site was used by the City's public works employees as a rally point, solid waste facility, waste water treatment facility, fleet maintenance site, and headquarters, until 2000. Over the past 15 years, most municipal functions have been relocated to alternative sites, and the City has implemented improvements to make the site a marketable and developable attraction. In 2009, the City received an exemption from the State of New Hampshire for any shore land regulations, for the site.

