



Welcome!

PRE-BID MEETING

Request for Qualifications (RFQ) for Development of *Mixed-Income For-Sale Housing* On Real Property Located at *2907-2915 Welton St.*

August 23, 2017

Blair-Caldwell Library

Julie Stern, Housing Development Officer, Office of Economic Development

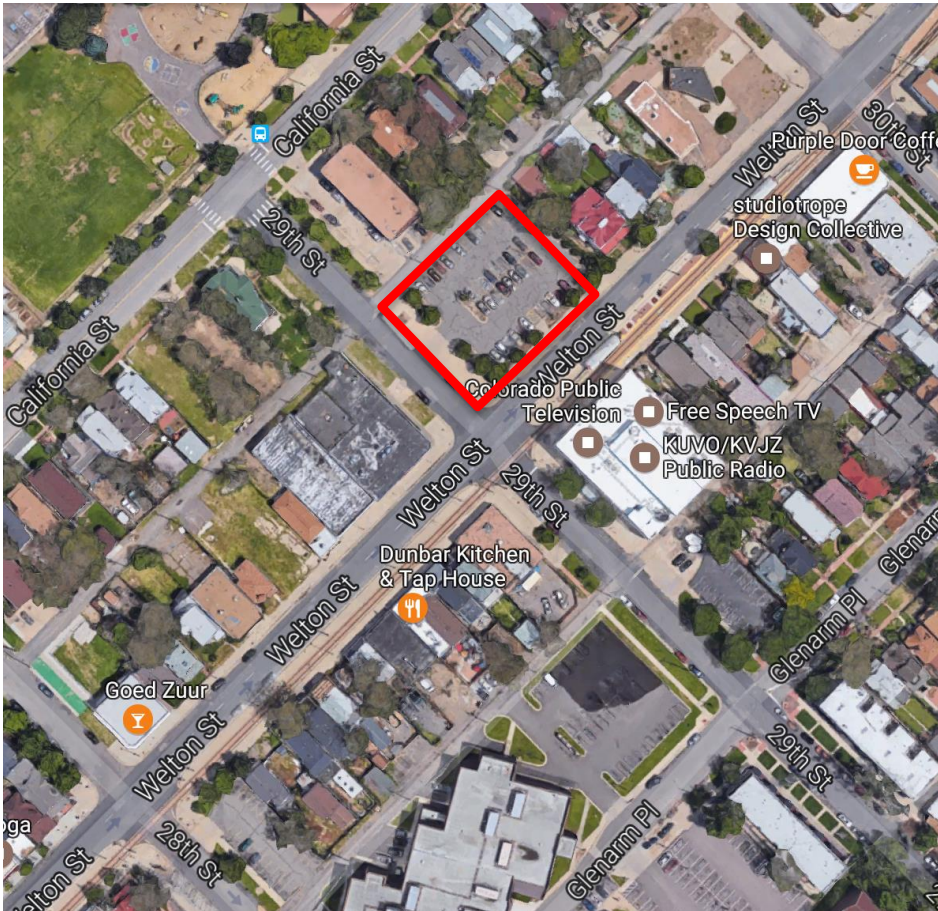
Rachel King, Contract Administrator, Office of Economic Development

John Hersey, Senior Associate for Transit-Oriented Development, RTD



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The Property: 2907-2915 Welton St.

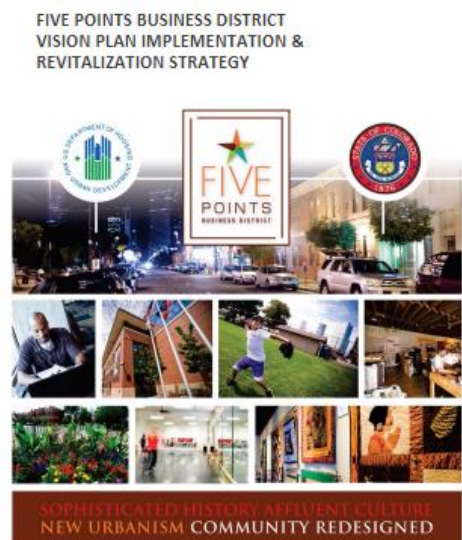


2907-2915 Welton Street

- 0.43 acres
- Within Five Points Historic Cultural District
 - Design Guidelines
- Adjacent to Curtis Park Historic District
- Zoned C-MX-5
- Approx. 50 units
 - Approx. 60 parking spaces below building

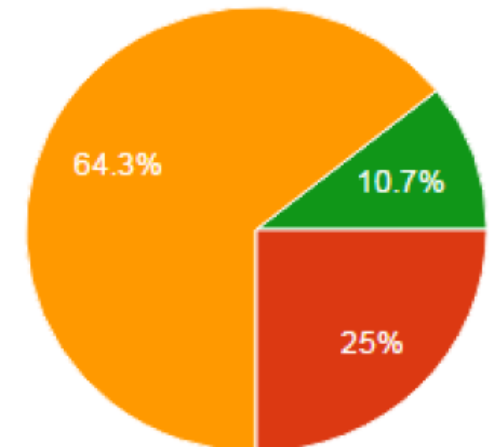
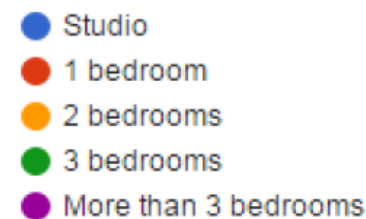
Site History

- 1993: RTD acquires site during Central Corridor construction
- 2010: RTD approves TOD Pilot Program, lists Welton Corridor
- 2013: FPBDO Vision Plan Implementation & Revitalization Strategy calls for less parking, more activation & affordability
- 2016: RTD approves sale of site contingent upon mutual selection of developer
 - For-sale condominium
 - At least 25% of units affordable at 80% AMI
 - Developer must secure financing



Site History

- 2017: RTD and OED host community meeting and launch online survey to gauge public interest in redevelopment
 - Project should replace existing parking
 - Project should look attractive, use brick, not look cheap (2300 Welton)
 - Commercial ground-floor use is important
 - Grocery (71%), restaurant/bar (61%), retail (54%)



The Outcome: Mixed-Income For-Sale Housing

Welton Corridor Economic Development

Welton Design/Development Challenge
Through the Welton Design/Development Challenge, the Denver Office of Economic Development has sparked discussion of a wide range of future development activity in Five Points. A total of 10 projects—ranging from retail-use developments to retail—applied for financing offered through the Challenge. These projects offer a glimpse of further economic revitalization of the Welton Street corridor. Collectively, the projects represent \$48 million of development activity that is estimated to create nearly 500 jobs. The proposals include 77,000 square feet of retail space, 63,000 square feet of office space, and 277 new housing units.



Little High United Way Headquarters
The \$12 million headquarters project will help activate the area with 140 units and daily clients and visitors. In addition to providing direct capital support, OED selected for all 6 months in New Market Tax Credits to support this new anchor development.

Seneca Lawrence Park
OED recently provided \$10,000 to Inland Community Development Block Grant funding to support improvements to Seneca Lawrence Park, including new amenities designed to help bring users into the park and improve accessibility.



Rosenberg Development
2000 block of Welton St. Renovation and conversion of historic hotel to be complemented by new retail use construction. Project spans 187,257 sq ft, including 64 new residential units.



The Arcade - Rosenberg's Regis
2714 Welton St. Historic Arcade building to be renovated and transformed into 2,800 sq ft space of retail housing Rosenberg's Regis and Delicatessen, equal residential space on upper floor to provide 2-4 residential units.



Sun Mesa Properties
2801 Welton St. Renovation of a 170-year-old brick building into retail/restaurant space (ground floor) and commercial space above.

Welton St. Loft
2825, 2823, 2831, 2835, 2847 Welton St. Mixed-use project with street-level retail and parking on the ground level and four floors of residential space (see units).



2300 Welton
OED has committed Inland housing funds to support 2300 Welton, a signature affordable housing project that will feature 28 rental units for low- and moderate-income households.



Bellevue Parkview
2640 Welton St. Two adjacent vacant parcels at the intersection of 26th and Welton to be developed into 62 townhomes, 14 townhomes and 1,000+ sq ft of ground floor retail.



Twenty-Third
2530 Welton. Development of a vacant lot into a multi-level, multi-purpose development of 40,000 sq ft that will house a new art installation venue, museum/education center and retail outlets.



13th Point
OED made a \$675,000 investment of Inland funds to support the development of 35 affordable residential units at The Point, which was completed in 2005.



an REACT - Innovation Office Space
2645-2646 Welton St. Designed for emerging businesses ready to grow beyond a conventional incubator setting, this project will feature 470 sq ft of office space plus 2,500 sq ft for a new emerging incubator.



Saint Vincent Properties
2650 Welton St. 3.115 sq ft vacant lot to be transformed into a three-story, mixed-use building.

Clarity House/Midblock - Workforce Housing for Returning Citizens
3000 block of Welton St. Five-story building to feature retail-use space comprised of retail stores, office space and housing units for citizens returning to the Five Points area.



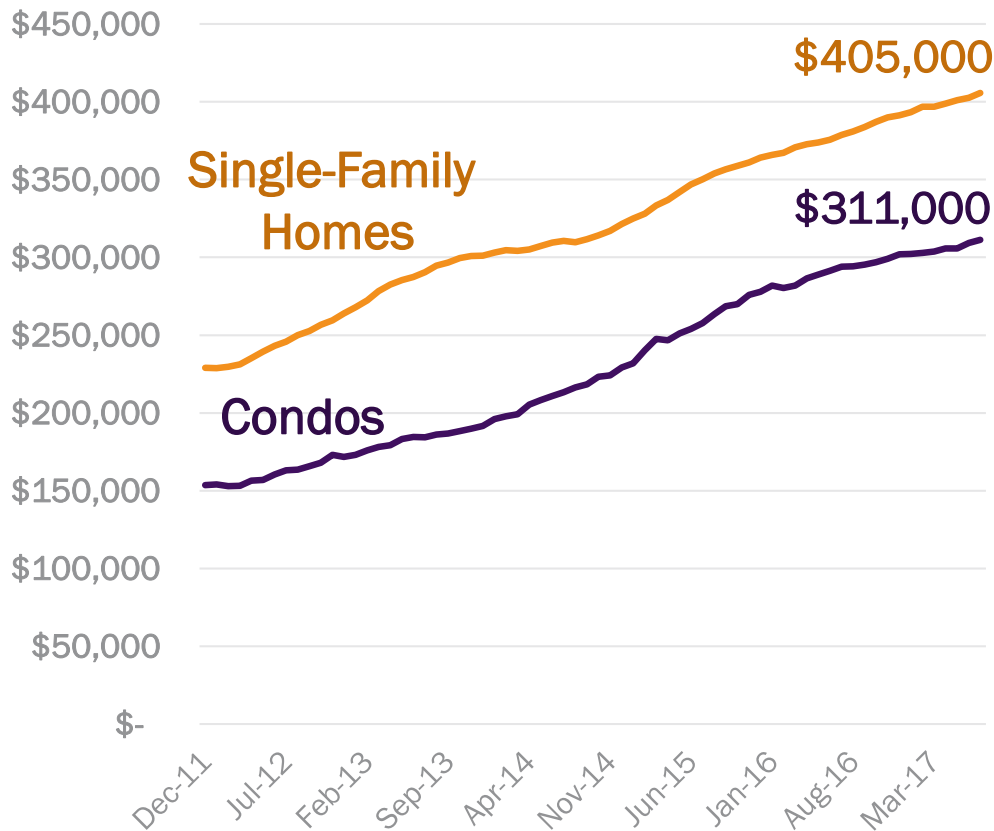
= Affordable (income-restricted) rental development with OED investment



= Proposed site of affordable for-sale TOD pilot project

Climbing Costs of Homeownership

Median sold price, City and County of Denver
12-month rolling average



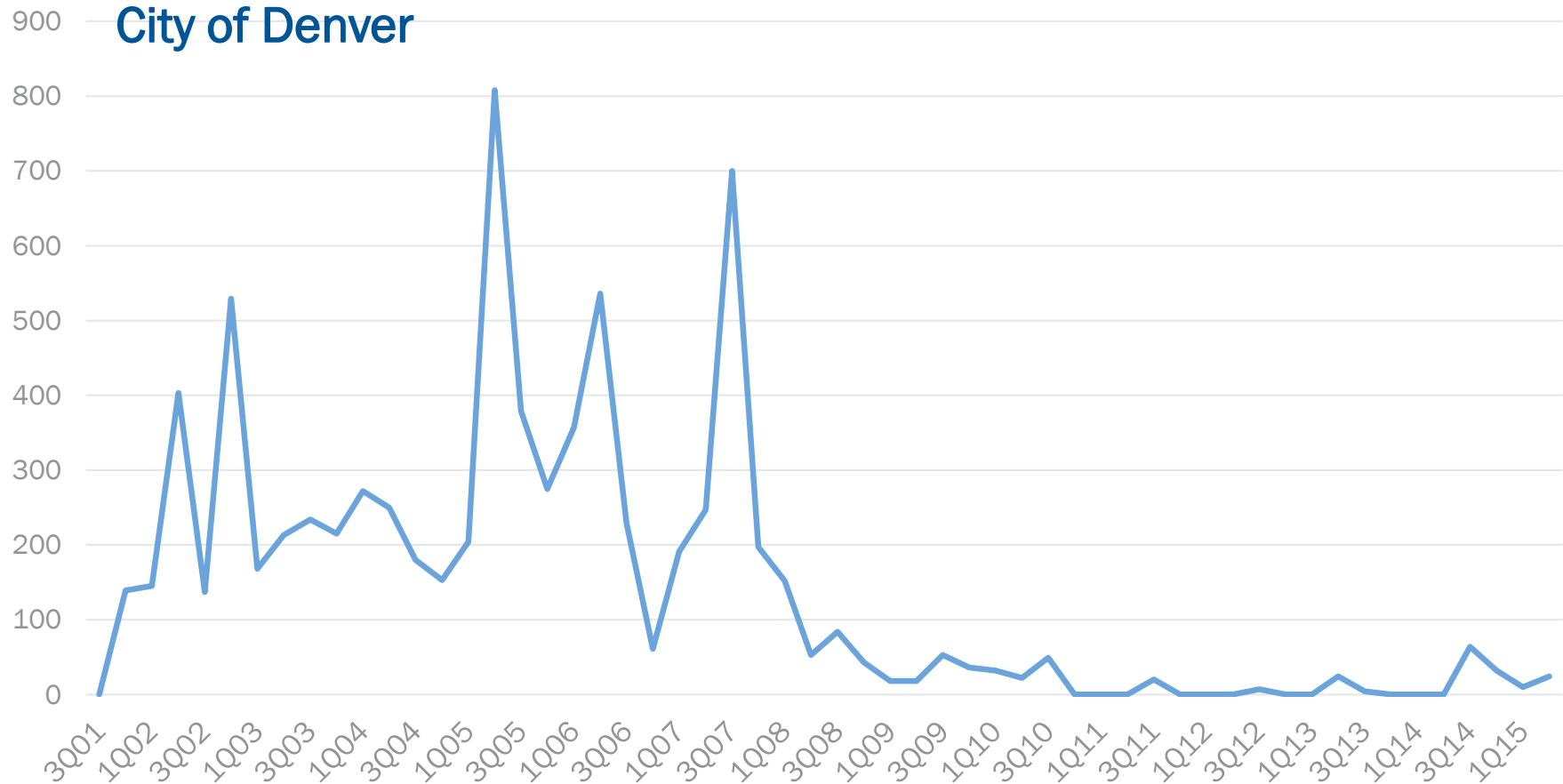
Affordable price for a homebuyer earning 80% of Area Median Income

\$169,084 for a 1-bedroom home
\$218,108 for a 2-bedroom home

80% of Area Median Income

\$47,000 for a 1-person household
\$67,100 for a 4-person household

Condo Unit Construction Starts by Quarter, City of Denver



- At least 25% of units must be affordable to income-qualified buyers at 80% AMI
 - *Community Feedback:* Affordable units should be primarily higher bedroom count units (2-3 BR units)
- Project must meet Five Points Cultural Historical District Design Guidelines
 - *Community Feedback* includes examples of well-designed projects
 - *Community Feedback:* project should include below-grade parking
 - *Community Feedback:* project should include ground-floor commercial space
- Project should meet sustainable design benchmarks



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Proposal Guidelines: Required Application Materials

- 1.1 Experience and success developing condominiums
- 1.2 Experience and success developing income-restricted housing
- 1.3 Experience and success leveraging public financing
- 1.4 Development team experience
- 1.5 Financial capacity/access to capital

- 2.1 Project Vision
- 2.2 Project Financing
- 2.3 Implementation Strategy
- 2.4 Construction Defects Strategy
- 2.5 Community Engagement Strategy

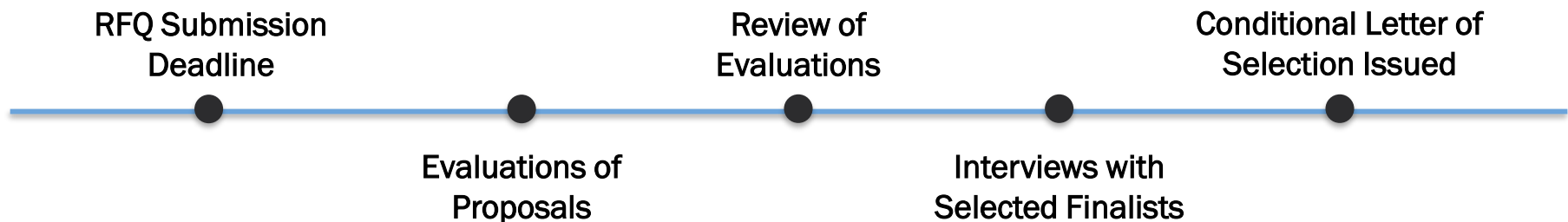


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Selection Process Overview

FOR CITY SERVICES VISIT | CALL
DenverGov.org | **311**

- Today | 8/23/2017 **Pre-Bid Meeting**
- 9/6/2017 | 4PM MDT **RFQ Questions Due**
- 9/13/2017 | 4PM MDT **RFQ Addendum Published**
- 10/17/2017 | 4PM MDT **RFQ Submission Deadline**
- December 2017 **Interviews & Selection (Tentative)**



Post-Selection Requirements (Appendix A of the RFQ Guidelines)

- Application for OED Financing, if applicable
- OED Exercises Option Agreement
 - See Option Agreement in Appendix D of the RFQ Guidelines
- City Council Requirements
- Assignment & Assumption of Option Agreement
- Developer Closes Acquisition with RTD

Where to find:

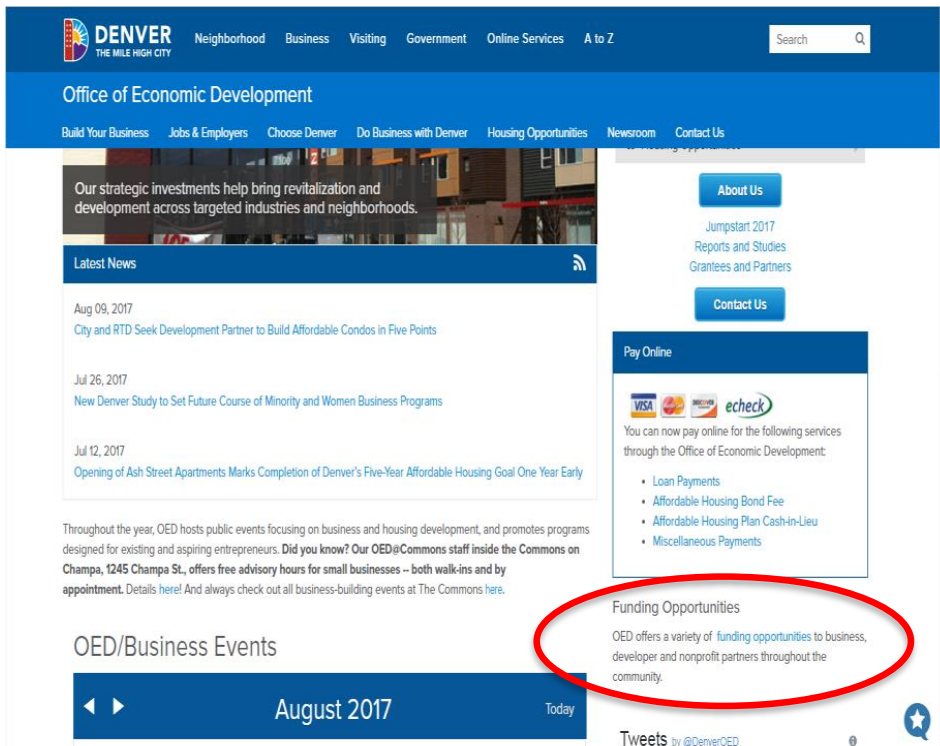
RFQ Guidelines

RFQ Application Checklist

WizeHive Guide

WizeHive Application Link

<https://www.denvergov.org/content/denvergov/en/denver-office-of-economic-development/funding-opportunities.html>



Denver Office of Economic Development

Our strategic investments help bring revitalization and development across targeted industries and neighborhoods.

Latest News

Aug 09, 2017
City and RTD Seek Development Partner to Build Affordable Condos in Five Points

Jul 26, 2017
New Denver Study to Set Future Course of Minority and Women Business Programs

Jul 12, 2017
Opening of Ash Street Apartments Marks Completion of Denver's Five-Year Affordable Housing Goal One Year Early

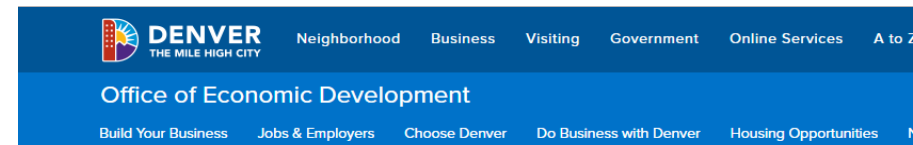
Throughout the year, OED hosts public events focusing on business and housing development, and promotes programs designed for existing and aspiring entrepreneurs. Did you know? Our OED@Commons staff inside the Commons on Champa, 1245 Champa St., offers free advisory hours for small businesses – both walk-ins and by appointment. Details [here!](#) And always check out all business-building events at The Commons [here](#).

OED/Business Events

August 2017 Today

Funding Opportunities
OED offers a variety of [funding opportunities](#) to business, developer and nonprofit partners throughout the community.

Tweets by @DenverOED

Denver Office of Economic Development / Funding Opportunities

Funding Opportunities

August 15, 2017
REQUEST FOR QUALIFICATIONS (RFQ)
Development of Mixed-Income For-Sale Housing on Real Property at 2907-2915 Welton Street

The Office of Economic Development (OED) has partnered with the Regional Transportation District (RTD) to procure an outstanding development partner to construct a **transit-oriented, mixed-income condominium project at 2907-2915 Welton Street, Denver, Colorado**. OED and RTD are offering a unique opportunity for the selected development team to play a leadership role in the creation of a new model of affordable homeownership as part of a dynamic public-private partnership.

The objective of this Request for Qualifications (RFQ) is to select a development partner to whom OED can assign its option to purchase 2907-2915 Welton Street from RTD. OED is also prepared to make attractive financing available to the selected developer. The selected developer will be expected to finance, construct and sell a condominium project with at least 25% of condo units reserved for homebuyers earning up to 80% of the Area Median Income.

A pre-bid meeting will be held on Wednesday, August 23, 2017 at 3 p.m. MDT at the Blair Caldwell African American Research Library, 2401 Welton Street, Denver, Colorado.

All submissions are DUE by 4 p.m. MDT on Tuesday, October 17, 2017.

[RFQ Guidelines](#)
[RFQ Application Checklist](#)
[RFQ WizeHive Guide](#)

Please contact OEDproposals@denvergov.org with any questions.

WizeHive Application System:

[https://app.wizehive.com/apps/
2017ForSaleHousingRFQ](https://app.wizehive.com/apps/2017ForSaleHousingRFQ)

Required documents marked
with red asterisk, with one
exception:

Diversity & Inclusiveness E-form

Request for Qualifications for Development of Mixed-Income For-Sale Housing on Real Property Located at 2907-2915 Welton Street

The City and County of Denver's (the "City") Office of Economic Development (OED) has partnered with the Regional Transportation District (RTD) to procure an outstanding development partner to construct a transit-oriented, mixed-income condominium project at 2907-2915 Welton Street, Denver, Colorado. OED and RTD are offering a unique opportunity for the selected development team to play a leadership role in the creation of a new model of affordable homeownership as part of a dynamic public-private partnership.

In December 2016, RTD's Board of Directors approved an option agreement for the City or its assignee to purchase RTD-owned property at 2907-2915 Welton Street (the "Property") at fair market value, recently appraised at \$1,800,000, for the development of mixed-income housing. The exercise of the option is contingent on the mutual selection of a development partner. OED is prepared to make attractive financing available to the selected developer.

The objective of this Request for Qualifications (RFQ) is to select a development partner to whom OED may assign its option to purchase the site and who is able to implement OED and RTD's shared vision for the site, as described in greater detail in Section A.2 and Section B. The ideal development partner will have experience constructing condominiums in a construction-defects context, constructing income-qualified housing, and leveraging public finance. OED and RTD will not prescribe a specific development program, site design, or financing structure in this RFQ. Instead, OED and RTD expect the ultimate project to reflect the selected developer's commitment to market viability, innovation, and attainable housing opportunity for Denver residents and families.

Required Documents

The following documents have been created to assist Respondents in the application process. OED assumes Respondents have reviewed all of the following documents while preparing their responses. All of the following documents are available on the [OED Funding Opportunities website](#).

- The [Proposal Guidelines](#) provides background and instructions about the RFQ. Four additional key documents are attached to the Proposal Guidelines as Appendices:
 - **Appendix A: Post-Selection Requirements** outlines further materials that will be required and expected timelines to finalize the assignment of OED's option and the award of any OED financing to the selected partner.
 - The development site is within the Five Points Cultural Historic District, which imposes design guidelines on all new development. To assist Respondents in understanding how the Five Points Cultural Historic District guidelines impact this particular site, RTD has engaged Studio Architecture to prepare initial drawings for the site. These drawings, attached to these Proposal Guidelines as **Appendix B: Preliminary Site Design**, are responsive to an initial round of formal feedback from the City's development review and landmark review teams.
 - The Partners held an initial community meeting on Saturday, April 15, 2017 and also gathered feedback from neighbors via an online survey. A summary of the feedback gathered is attached as **Appendix C: Community Feedback**.
 - OED has entered into an option agreement with RTD for the purchase of the site, which OED intends to assign to the selected Respondent. The agreement to be assigned is attached to these guidelines as **Appendix D: Option Agreement**.
- The [WizeHive Guide](#) provides instructions for how to navigate the WizeHive application.
- The [Application Checklist](#) itemizes the documents to be uploaded as attachments to the online application.

Reminders:

Non-Responsive Determinations

Awareness of Addendums

Written Questions – Due by 4:00 PM MDT September 6, 2017

Proposals – Due by 4:00 PM MDT October 17, 2017

SEND ALL QUESTIONS TO: OEDProposals@denvergov.org

**THANK YOU FOR
ATTENDING!**