



**Request for Proposal (RFP) for the Purchase of
10750 Little Patuxent Parkway
Columbia, MD 21044
Former Columbia Flier Building
“Flier Building”**

Due Date: February 2, 2021



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I. Introduction

Howard County, Maryland (the “County”) is a thriving and growing county strategically located between Baltimore and Washington D.C., two of the nation’s largest metropolitan areas. The County has an estimated population of more than 326,000 which continues to steadily grow driven by its vibrant and diverse employment base, highly rated public-school system, strategic location, safe environment, and high quality of life.

Furthermore, the County’s extensive road transportation network significantly contributes to its economy. Interstate 95 (I-95) and US Route 1 (US 1) run north-south in the eastern portion of the County and US Route 29 runs north and south in the more central part of the County. In addition, there are other important corridors in the County which are significant employment, industrial and retail hubs to include MD 175, MD 32, US 40, MD 108, MD 100, among others.

In the heart of the County is Columbia, MD, a planned community with more than 104,000 residents, comprised of nine villages and a town center. Columbia has been consistently recognized nationally for “one of the best places to live in the U.S.” by Money Magazine and “safest city to live in America” by Wallet Hub, a personal finance website. In 2020, Columbia was ranked the #5 best place to live in the United States by Money magazine based on places that combine affordability, economic growth, and quality of life.

Downtown Columbia offers a mixed-use community which is further evolving into a business, residential, retail, and cultural destination for those locally, regionally, and nationally. ***A dynamic transformation is underway in Downtown Columbia with a 30-year plan to transition Downtown Columbia to a walkable urban core.***

a. Request for Proposal (RFP) Purpose

The County invites your participation in the Request for Proposal (RFP) for the purchase and repurposing of the Former Columbia Flier Building (“Flier Building”) and property, located at 10750 Little Patuxent Parkway, Columbia, MD 21044 (the “Property”). The Property, a County-owned site, is located less than ½ mile from Downtown Columbia and in the Village of Wilde Lake. The County’s RFP goals are to:

- Facilitate the redevelopment of the building and property through new ownership;
- Generate revenue for the County through the sale of the property and collection of future real property taxes on the property; and
- Conduct a competitive solicitation process to sell to an entity which will consider community input and address market demand which does not include housing

The County has retained the services of Chartwell Enterprises, a commercial real estate services firm, to advise and represent the County in its sale of the Property in fee simple. Closing will occur following the buyer’s submittal of an acceptable Site Development Plan (SDP). It will be the buyer’s risk and responsibility to take its proposed development plan through the planning and zoning process, as required.



b. Property Description

The Flier Building was constructed in 1978 and for 33 years was home to the Columbia Flier, the local newspaper. In 2014, the County purchased the Flier Building, a building with 35,724 SF of above-grade space.

Figure 1: Flier Building viewed from Little Patuxent Parkway



The Flier Building is situated on an approximate 2.16-acre site which fronts Little Patuxent Parkway, approximately ½ mile west of Downtown Columbia and the Columbia Mall. Entrance into the property is at a signalized traffic light. When exiting the property at the traffic signal, vehicles can make a right hand turn to head west on Little Patuxent Parkway or a left hand turn to head east on Little Patuxent Parkway. **Figure 2** shows the property boundary and ingress and egress.

Figure 2: Flier Building Property (yellow property boundary is an approximation)

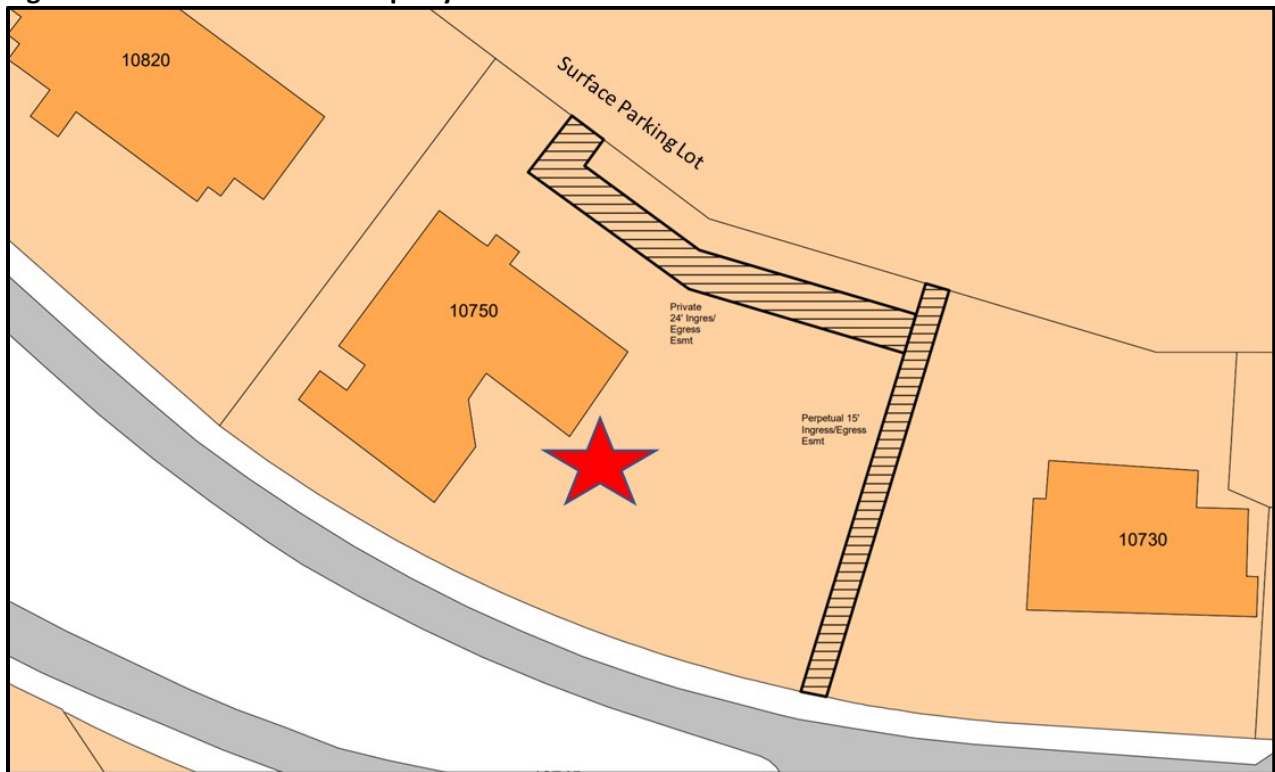


Source: Google Earth



The Property contains a perpetual easement between the Property and the property at 10730 Little Patuxent Parkway and a private easement which allows for ingress and egress of the upper surface parking lot owned by the Howard County Board of Education (shown above in **Figure 2**). The private easement will remain in place to ensure perpetual public use of the easement area. The upper surface parking lot connects with a trail used by cyclists and pedestrians which runs along a periphery of Wilde Lake Middle School. Prior to closing, the County and buyer may enter negotiations for an alternate location for the private easement so long as the new location for the easement affords access to the upper surface parking lot and the trail. **Figure 3** identifies the ingress and egress easements on the site:

Figure 3: Easements on the Property



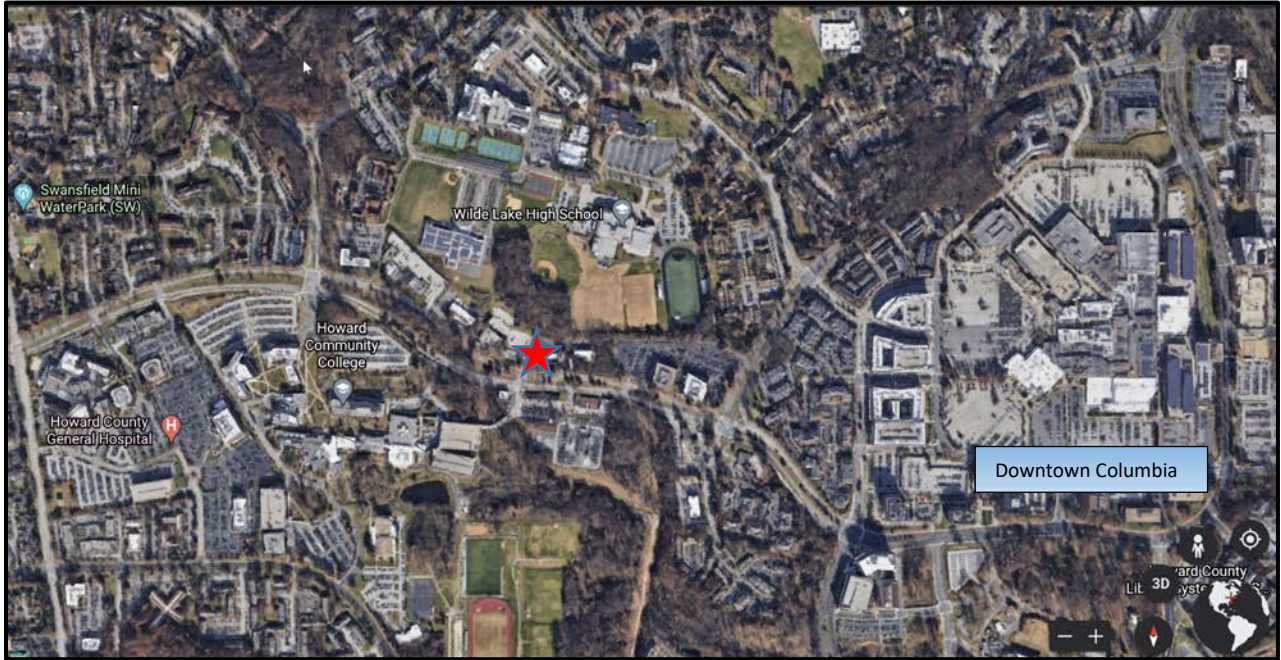
Source: Howard County, MD

Wilde Lake Middle School and Wilde Lake High School are located immediately north of the Property. To the south of the Property, across Little Patuxent Parkway, is the Howard County Community Outreach Center, a division of the County's Police which partners with the community for a safer community. Immediately to the east and west of the Property are commercial properties the one to the east (10730 Little Patuxent Parkway) which was recently re-developed with in-line retail to include a 7/11 convenience store and the other property to the west (10820 Little Patuxent Parkway), a former childcare center.

Howard Community College's (HCC) main campus is also south of the Property across Little Patuxent Parkway. HCC has more than 14,000 credit students enrolled in FY 2020. According to HCC's official website, HCC generates about \$337.8 million annually into the local community. Adjacent to HCC is Howard County General Hospital, a member of John Hopkins Medicine, a significant employment and investment generator for the County. The hospital is a 266-bed acute care facility.



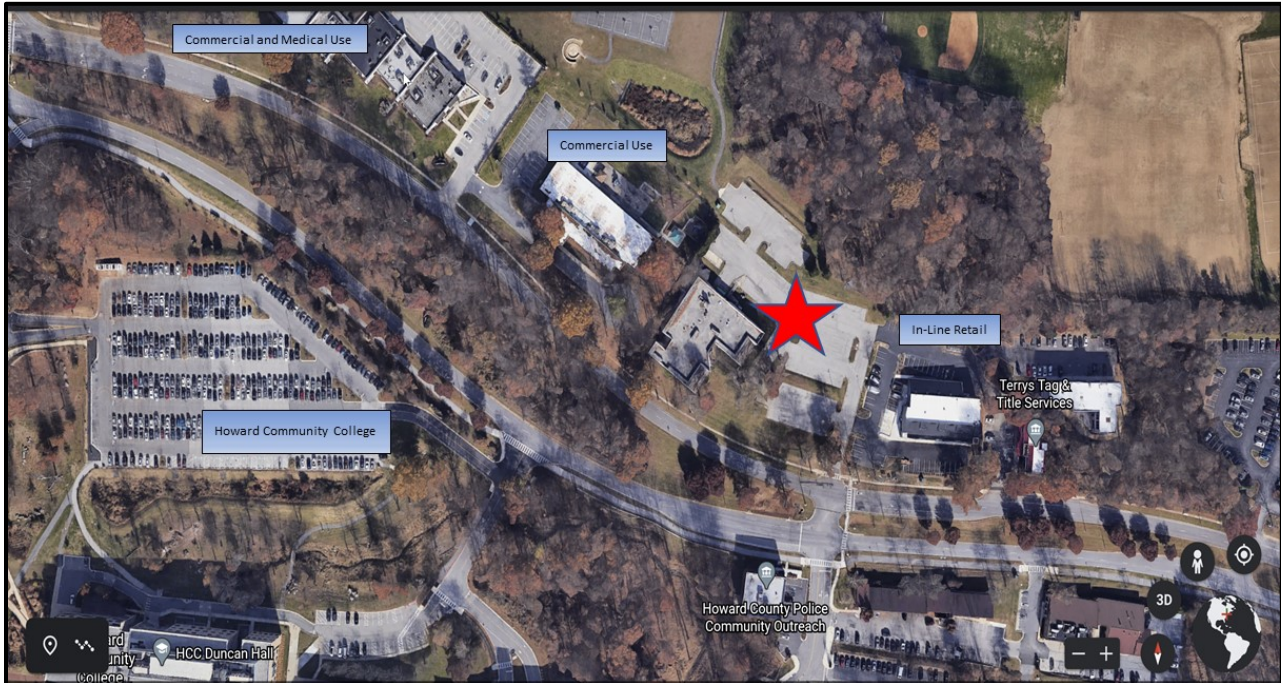
Figure 4: 10750 Little Patuxent Parkway, Columbia, MD 21044 - The Flier Building (Red Star)



Source: Google Earth

Retail, commercial, educational, community and health and wellness uses surround the Property.

Figure 5: Property Aerial and Surrounding Uses



Source: Google Earth



The below link provides access to the County website which provides a brief drone video of the Property and contains general information on the Property.

<https://www.howardcountymd.gov/Departments/Planning-and-Zoning/Community-Planning/Columbia-Flier-Building>

The website features:

- SDAT Property Record
- SDAT Land Records
- Property Aerial
- Property Zoning
- Property Site Development Plan (SDP)
- Property Final Development Plan (FDP)
- Brief drone video of the Property
- Photos
- Community Feedback on the Property
- Property Easements (Plat)

The following table provides general information on the Property:

Table 1: Property Information

Address	10750 Little Patuxent Parkway Columbia, MD 21044
Tax Map	Map 35, Parcel 269, Lot 27
Total Size	Approximately 2.159 acres
Zoning	New Town (NT)
FDP	48
SDP	Approved SDP 77-040

c. Market Overview and Community Input

The Property is located within a diverse and sound local market with strong employment anchors to include Howard Community College and Howard County General Hospital which generate vehicular and foot traffic for the Property. These two anchors attract students, patients, visitors, etc. in the immediate area and within walking distance to the Property.

The Property is located less than ½ a mile from Downtown Columbia in the Village of Wilde Lake and will benefit from the continued redevelopment and transformation of Downtown Columbia. In 2010, the Downtown Columbia General Plan Amendment was passed. This plan allows for up to 14 million square feet of mixed-use development, including up to 6,250 residential units, 1.25 million square feet of retail, 4.3 million square feet of office space and 640 hotel rooms. The Property will have easy access to the many retail, health and wellness, entertainment, and cultural offerings of the transformational areas such as the Merriweather District and Lakefront Core, both within a few minutes driving time from the



Property. The Property is also easily accessible by bike courtesy of the County’s bike share program with stations throughout Columbia and supported by neighboring institutions and businesses.

The demographics surrounding the Property offer strong fundamentals for investors and/or developers (i.e., buyers) as they evaluate and identify the appropriate demand for the type of use in the repurposing of the Property.

Table 2: High-level snapshot of demographics surrounding the Property

Demographic	1-Mile Radius of Property	3-Mile Radius of Property	5-Mile Radius of Property	State of MD	United States
Total Population	15,840	79,631	166,786	6,109,921	333,793,107
Median Age	39.0	40.6	40.4	39.3	38.5
Median Household Income	\$87,352	\$105,866	\$117,545	\$84,280	\$62,203
Median Home Value	\$332,356	\$394,510	\$440,065	\$330,355	\$235,127
% with Bachelor’s Degree or higher	62.0%	65.0%	66.0%	42.0%	33.0%
Total Businesses	1,101	3,052	7,582	215,744	11,994,763
Total Employees	21,791	49,660	115,982	2,666,818	146,120,824

Source: 2020 Esri Business Analyst Online (BAO)

The median household income and the percentage of the population with Bachelor’s Degree or higher, in and around the Property, is considerably higher than the population as a whole in Maryland and the United States.

On July 23, 2020, the County held a virtual community informational meeting to discuss the sale and repurposing of the Flier Building and Property. The County provided a presentation that included the history and condition of the Flier Building and discussed the County’s intent and objectives for a sale of the Property. The County held a question and answer period. Following the community meeting, the County released a survey to request feedback from the community on the Flier Building and repurposing of the Property. The meeting, presentation, and community feedback are available on the County’s website for this Property. The following provides points communicated in the community feedback:

- The Community values the history of the building and its original use, home to the Columbia Flier newspaper. The Community communicated its desire to see the history memorialized in the repurposing of the Property. Ideas to memorialize the Property included a small on-site museum, plaque or interpretive signage celebrating the history and incorporating some architectural features of the Flier Building into the design of a new building, among other ideas.
- The Community values sustainability and communicated its interest to see a repurposing that addresses sustainability such as the development of a LEED certified building, preservation of the mature trees on site, and use of solar panels.



- The Community prefers uses that benefit the community. The Community provided feedback on preferred uses which included general retail and service, food service, educational use, and office use, among other uses. The Community also provided feedback on uses they would prefer to see excluded from the site which included a dry cleaner, bank, and affordable and student housing, among other uses.

Please see the County's Property website for the completed survey results submitted by the community.

<https://www.howardcountymd.gov/Departments/Planning-and-Zoning/Community-Planning/Columbia-Flier-Building>

The Property offers a buyer the opportunity to become part of a proven market with substantial investment slated for continued redevelopment and transformation in the immediate area. The Property is well-positioned within a robust market in Howard County. The immediate surrounding area and region present opportunities for a buyer to acquire a property that takes advantage of the location and demographics, repositions the Property in the market, and continues to serve as a focal point for the community.

The following proposed uses on the Property will not be evaluated favorably:

- Housing
- Gas Station

The next step in the County's process is to request proposals for the purchase of the Property. The RFP requests narrative and visual representation of proposed uses, proposed building design and/or site redevelopment. A resolution to dispose of the Property shall be filed for County Council review and approval.

The County will review proposals according to an evaluation process and present the preferred proposal to County Leadership for approval. Following the County's approval of the preferred proposal, the County will finalize a Purchase and Sale Agreement (P&SA) to sell the Property to the selected buyer in fee simple.

Closing will occur when the Department of Planning and Zoning (DPZ) verifies that the SDP submittal for the Property substantially conforms to the preferred proposal selected by the County. It is important for a buyer to offer its most competitive purchase price with its initial offer as the County may select a buyer from initial offers.



II. Zoning Overview

The Property is in the New Town (NT) Zoning District, a zone unique to Columbia that comprises over 14,000 acres and is outlined in Section 125.0 of the Howard County's Zoning Regulations. The link below provides access to the Zoning Regulation:

https://library.municode.com/md/howard_county/codes/zoning?nodeId=HOWARD_CO_ZONING_REGULATIONS_S125.0NTNETODI

The Zoning Regulations establish the development planning and review process for the NT Zoning of which there are four major steps:

- The Preliminary Development Plan
- Comprehensive Sketch Plan
- Final Development Plan
- Site Development Plan

The Property is subject to the existing Final Development Plan (FDP) and Site Development Plan (SDP). Both these plans are available on the County's webpage for the Flier Building accessed through the below link:

<https://www.howardcountymd.gov/Departments/Planning-and-Zoning/Community-Planning/Columbia-Flier-Building>

A demolition and site redevelopment with new proposed uses may require an amended FDP and will require an Environmental Concept Plan (ECP) and new SDP. A 14-18-month review is expected; however, the amount of review time may increase depending on the complexity of the project.

The following link provides access to the Howard County Planning and Zoning website which provides additional information on the planning process.

<https://www.howardcountymd.gov/Departments/Planning-and-Zoning/Land-Development/Development-Process-and-Procedures/New-Town-Development-Process-and-Procedures>

The Property is not within Downtown Columbia nor a Village Center.

Developed in the late 1970s, the Flier Building was built prior to current stormwater management regulations set forth by the Maryland Department of the Environment (MDE) and current Howard County Code. Redevelopment of the property will be subject to current applicable regulations.



III. RFP Process

The County will evaluate RFP responses and select a buyer that offers a competitive price for the Property, proposes a use aligned with community and market demand and demonstrates the qualifications and experience to deliver the proposed development. Key drivers in the selection process include the following weighted criteria, reflecting the County's RFP objectives, which should be addressed in detail in the RFP response:

1. A development plan (land use, design concept, and conceptual site plan) that benefits the community and takes into consideration community feedback on the Property and its future use. The development plan shall provide a detailed narrative description, concept, design plan and conceptual site plan with renderings depicting proposed development. The plan should describe whether the plan conforms to existing New Town Zoning requirements. The plan should also address the buyer's intent to maintain and/or save the mature trees on the site, if feasible with the proposed design and to ensure public access through the existing easement area. **(30%)**
2. Plan to memorialize the history of the Columbia Flier Building to include recognition of architectural design and the history of the community newspaper. **(5%)**
3. A deliberate process and timeline to achieve the Property repurposing, as proposed. **(5%)**
4. A value proposition that includes a competitive market price for the Property. **(50%)**
5. Financial capacity and development experience to close and redevelop the Property. **(10%)**

Following an evaluation of responses, the County will identify the buyer(s) that best meet(s) the County's objectives. The County reserves the right to request a brief presentation by the buyer(s) to an evaluation committee and engage in best and final offer negotiations. Following the selection of a buyer, the preferred proposal will be presented to County Leadership for approval. Following County approval of the proposal, the County will finalize a Purchase and Sale Agreement (P&SA) and sell the Property to the selected buyer in fee simple. The County will close on the Property following DPZ's verification that the SDP submittal for the Property conforms with the plan proposed in the buyer's offer.



IV. Timeline

There will be a formal, rolling, question and answer period regarding the RFP and the purchase and repurposing of the Property. Questions should be submitted electronically to Patti Restrepo of Chartwell Enterprises at patricia.restrepo@chartwellenterprises.com. Responses to the questions will be distributed to all parties that have given notice to the County and have acknowledged receipt of the RFP with an email to Patti Restrepo. Responses will be posted, as well, to the County website featuring the Property.

Tours of the Property are available by appointment. Please send tour requests to Chartwell Enterprises at patricia.restrepo@chartwellenterprises.com.

Responses to the RFP are due February 2, 2021 by 4 p.m. EST. The County anticipates having a buyer identified in the first half of 2021.



V. Required Submission Information

The County requests a technical proposal and price proposal as two separate PDF documents. The technical proposal shall **not** contain any price information. A complete response is limited to no more than 10 pages for the technical response.

a. Technical Proposal Requirement

1. Provide a narrative and visual representation of your development plan (i.e. use, site plan and rendering of design concept) for the Property and how it meets the County's objectives for the RFP (taking into consideration community input). Please also address your intent to maintain and/or save the mature trees on the site, if feasible with the proposed design, and depict the easement area.
2. Provide a narrative and visual representation of how you intend to memorialize the history of the Columbia Flier Building to include recognition of architectural design and the history of the community newspaper in your repurposing of the Property, taking into consideration community input.
3. Provide a brief overview of your team, including team members, expertise, and roles in the redevelopment of the Property. Identify a lead point-of-contact for your team for the overall repurposing of the Property. Provide example(s) of similar development project(s) in which team members played a key role.
4. Provide a timeline for developing the Property following its purchase, including all planning and development requirements.
5. Provide a summary statement that synthesizes your team's proposed development concept (use(s), density, and design) and approach and demonstrates that your proposal meets the criteria specified by the County. Indicate how the entire development plan is integrated and meets the goals of the community and County.

b. Price Proposal Requirement

1. Provide your monetary offer amount for the fee simple purchase of the Property. The County will require a deposit of 5% of the purchase price within five (5) business days following the execution of the Purchase and Sale Agreement. The deposit will be non-refundable upon the completion of the due diligence period. The deposit will be credited toward the purchase price at closing.
2. Provide the proposed funding structure and source(s) and use(s) of funds to demonstrate an ability to purchase and redevelop the Property. Provide bank and/or investor commitment letters.



c. Submission Instructions

Electronic submissions must be provided in two separate PDFs and clearly marked: File 1 - Technical Proposal and File 2 - Price Proposal. **Submissions must be received no later than 4 p.m. EST on February 2, 2021.** Do not include price information in the technical proposal. The subject line of the email shall state: "Flier Building Proposal" and your firm's name. The proposal responses shall be submitted to all three people listed below in the same email:

Melanie Bishop, Chief, Real Estate Services Division, Howard County Department of Public Works (DPW) at the following email: mbishop@howardcountymd.gov

Mark Stromdahl, Chief, Bureau of Facilities, Howard County DPW at the following email: mstromdahl@howardcountymd.gov

Patricia Restrepo, Broker, Chartwell Enterprises, at the following email: patricia.restrepo@chartwellenterprises.com



VI. Miscellaneous

Please submit any questions regarding the RFP submission to Patti Restrepo of Chartwell Enterprises at patricia.restrepo@chartwellenterprises.com. All such questions and responses will be distributed to all parties that have acknowledged receipt of the RFP and will be posted to the County website.

This document is not an offer to enter into an agreement with any party. No agreements or understandings between Howard County and the selected buyer shall be binding until proper documents have been executed by all appropriate parties. Howard County reserves the right to reject any and all proposals at any time in its sole discretion and to waive what it determines to be any immaterial defect and irregularity in proposals.

Howard County will not reimburse any party for costs incurred in responding to the RFP, including the development of architectural or planning documents or drawings. Howard County will also not pay any commissions to brokers representing any buyer.

The information in the RFP is deemed to be accurate; however, it is the responsibility of the respondent to confirm all relevant information and facts provided in the RFP.