

Introduction:

The Township of East Hanover is seeking proposals from experienced developers to design, build, and manage a senior multifamily development on municipally owned land. The site is 8.931 acres and is located at Block 96, Lot 50.01. The site is situated west of the intersection of River Road and Nike Drive and less than a half mile to Route 10. The objective of this RFP is to identify a qualified developer to work with the Municipality to develop a high-quality senior multifamily project and/or senior congregate care facility that will provide safe, affordable, and sustainable housing options for seniors in our community. This property is subject to a deed restriction (attached hereto as **Exhibit A**) which only permits certain uses on the property. However, pursuant to the attached **Exhibit B**, the Township has clarified the use of same with the holder of the deed restriction, and the holder of the deed restriction has acknowledged the deed restriction is not violated by this project.

Project Overview:

The Municipality is seeking a developer with experience in designing and constructing senior multifamily developments and/or senior congregate care facilities. The development should include a maximum of 175 residential units, inclusive of a 20% affordable housing set-aside, along with community spaces, including:

Indoor Amenities:

- Multi-purpose room for dining and/or special events
- A bistro/bar
- Cards/games/activity rooms
- Theater
- Package room
- Yoga/exercise room
- Fitness center
- Lounge
- Pet grooming station

Outdoor amenities:

- Pool
- Hot tub
- Bocce ball court
- Pickle ball court

- Garden
- Dog park
- Outdoor kitchen

Additionally, all units shall include a full kitchen and washer and dryer. The development should be designed to meet the needs of seniors, including accessibility and universal design features. The development should also incorporate green building standards and sustainable practices.

In addition, the Development will be located adjacent to a 100% affordable project. That Development should compliment that use which will include a senior center, available to all East Hanover Seniors, of at least 10,000 sq. feet. The Development will be required to include a 20% affordable housing set-aside compliant with the affordable housing rules, UHAC, and East Hanover's Settlement Agreement.

Proposal Submission Requirements:

Proposals must be submitted in accordance with the following requirements:

1. Cover Letter: A cover letter must be submitted, including a statement of interest, general description of the proposed project, and contact information for the developer's representative.
2. Developer Qualifications: Provide a detailed description of the developer's experience in designing and constructing senior multifamily developments and/or senior congregate care facilities, including a list of relevant completed projects in the northeast with the project address and photographs, along with references.
3. Proposed Development: Provide a detailed description of the proposed development, including conceptual plans, project scope, schedule, and budget. Submissions of conceptual building elevations and floor plans are encouraged.
4. Financing: Provide a financing plan for the proposed development, including sources of funding and a description of how the project will be funded. The respondent shall provide cost estimates for the total project and show availability or capability of securing the financing necessary to cover the cost of the project. A narrative should be provided that outlines the anticipated sources of funding, with a pro forma statement.

Respondents should describe their plans for funding all required improvements, including identifying sources of funds. Such description should include the proportion of equity to debt financing and identify any special

restrictions or conditions associated with the financing plan. Respondents should also include a current financial statement, evidence of financing resources and their concurrence with the proposed development program.

Any local, state or federal financial assistance that will be required or is being considered shall be identified. Although it is recognized that public funding may be sought to bring this project to completion, proposals not relying on public subsidies will be received more favorably. To the extent the respondent intends to utilize grant or other public funds, describe the source of such funds and the status of any commitments from the granting agency, and the respondent's experience in obtaining such funds.

5. Community Impact: Provide a detailed description of how the proposed development will positively impact the community, including benefits to seniors, economic benefits, and any potential challenges or concerns that may arise.
6. Proposed purchase price for the land associated with the Development to be paid to the Township of East Hanover.
7. A description of experience in working with affordable housing developers.

Proposal Evaluation Criteria:

Proposals will be evaluated based on the following criteria:

1. Purchase Price. No offer shall be for lower than the fair market value for the property, determined to be \$4.9 million.
2. Developer Qualifications: The developer's experience in designing and constructing senior multifamily developments and/or senior congregate care facilities, including the successful completion of relevant projects.
3. Proposed Development: The quality and feasibility of the proposed development, including the design, scope, schedule, and budget. The type of proposed indoor amenities, including, but not limited to multi-purposes rooms, activity rooms, exercise rooms, and theater. The type of proposed outdoor amenities, including, but not limited to pool, hot tub, bocce ball court, pickle ball court, garden, outdoor kitchen and dog run.
4. Financing: The viability of the financing plan and the proposed funding sources.
5. Community Impact: The positive impact the proposed development will have on the community, including benefits to seniors and the local economy.

Instructions to Bidders:

Sealed proposals shall be received by the Township in accordance with public advertisement as required by law, with a copy of the notice being attached hereto and made a part of these specifications.

Sealed proposals will be received by the designated representative at the time and location as stated in the enclosed Notice to Bidders.

It is the respondent's responsibility that proposals are presented to the Township at the time and at the place designated. Proposals may be hand delivered or mailed; however, the Township disclaims any responsibility for proposals forwarded by regular or overnight mail. Proposals received after the designated time and date will not be considered.

Sealed proposals forwarded to the Township before the time of opening of proposals may be withdrawn upon written application of the respondent who shall be required to produce evidence showing that the individual is or represents the principal or principals involved in the proposal. Once proposals have been opened, they shall remain firm for a period of sixty calendar days.

Proposals containing any conditions, omissions, unexplained erasures or alterations, items not called for in the RFP form, attachment of additive information not required by the specifications, or irregularities of any kind, may be rejected by the Township. Any changes, whiteouts, strikeouts, etc. in the proposal must be initialed in ink by the person signing the proposal.

Submission Deadline:

Proposals must be submitted no later than September 22, 2023 at 10am to Nicolette J. Riggi, R.M.C., Township Clerk at 411 Ridgedale Avenue, East Hanover, New Jersey.

Kindly submit five (5) copies of your application, as well an electronic copy. Once you submit your application, the Township may schedule an interview/presentation with the candidate at a mutual time convenient for both parties.

Additional Terms:

The Township reserves the following rights, in its sole discretion, with regard to the RFP evaluation process:

1. To abandon the RFP process, including the right to decline to award any contract related to this RFP, for any reason or no reason.

2. To accept the proposals that, in the Township's sole judgment, best serves the interests of the municipality.
3. To waive any condition, requirement or formality that would otherwise have constituted non-conformance with the provisions of this RFP.
4. To reject any or all proposals.
5. To reject incomplete or non-responsive proposals.
6. To change or alter the terms of this RFP.
7. To undertake actions necessary to clarify or verify information provided by any proposer.
8. To interview and/or negotiate with any or all proposers.
9. To negotiate the terms of property conveyance with any proposer.
10. No proposal is awarded unless or until a Memorandum of Understanding is mutually signed.

Conclusion:

The Municipality of East Hanover is excited to work with an experienced developer to create a high-quality senior multifamily development and/or senior congregate care facility on municipally-owned land. We look forward to reviewing proposals that will provide a safe, affordable, and sustainable housing option for seniors in our community. If you have any questions regarding this RFP, please contact Nicolette J. Riggi, R.M.C., Township Clerk, at 973.888.6008 .

Exhibit A

Exhibit B