

REQUEST FOR EXPRESSIONS OF INTEREST



EOI NO. 19 – 001

SALE OR LEASE OF ABERDEEN FAMILY ACQUATICS CENTER

NOTE: QUESTIONS CONCERNING THIS SOLICITATION MUST BE EMAILED NO LATER THAN **4:00 P.M. EASTERN STANDARD TIME ON AUGUST 22th, 2018** TO:

RYAN HARRAH, PROCUREMENT OFFICER

PHONE NO: 410-272-1600 EXT. 223

RHARRAH@ABERDEENMD.GOV

SUBMISSION OF PROPOSAL: **PROPOSALS ARE DUE AUGUST 24th, 2018 BY 4:00 P.M EDT**

IT IS THE PROPOSER'S RESPONSIBILITY TO REVIEW THE CITY OF ABERDEEN'S WEBSITE FOR ANY ADDENDA THAT MAY BE POSTED PRIOR TO THE DUE DATE OF THIS SOLICITATION. FAILURE TO DO SO MAY CAUSE YOUR SUBMITTAL TO BE CONSIDERED INVALID.

Questions regarding the conditions and use of Maryland Public Open Space (POS), which are outlined in this document, should be referred to Mrs. Phyllis Grover, Director of Planning and Community Development , 410 272-1600 EXT 216

SALE OR LAND LEASE OF ABERDEEN FAMILY SWIM CENTER
REQUEST FOR EXPRESSIONS OF INTEREST (EOI)

CITY OF ABERDEEN, DEPARTMENT OF FINANCE

PROPOALS DUE: 24 AUGUST, 2018 BY 4:00 P.M. EST

The City of Aberdeen is seeking expressions of interest from individuals or firms interested in leasing or acquiring the Aberdeen Family Aquatics Center located at 615 Old Robinhood Road. The City is seeking interested parties to lease or acquire the 11.18 acre swim facility and expand the recreational uses to include multi-purpose field(s), enclosing the swimming pool to create a year round asset, and additional family-oriented activities.

1. Public Open Space linkage:

The site is located at 615 Old Robinhood Road, Tax ID# 02-057735, Harford County Tax Map 52, Parcel #0075, containing 11.18 acres, zoned R-1 Low Density Residential. This facility was acquired by the City of Aberdeen in 1985 with the Maryland Department of Natural Resource Program Open Space (POS) funds.

The Aquatics Center contains an extraordinarily well maintained 50-meter Olympic-sized swimming pool, the only one in Harford county, and tot pool. The office/bathroom facilities, storage building, playground equipment, large covered pavilion areas are in good condition. The large parking lot was resurfaced just last year. The entire facility and grounds have been mutually maintained by the Aberdeen Department of Public Works and leadership from the Aberdeen Aquatics organization and Boys and Girls Club since its acquisition. In the last four years, approximately \$200k worth of documented equipment and improvements have been made across the campus.

The original facility and some renovations have been funded under the auspices of Maryland's Department of Natural Resources (DNR) Program Open Space (POS). Several procedural steps are required for "Land Use Conversions" for park areas acquired with POS funds. Lands acquired with POS funds must adhere to DNR's requirement to convert the land to another use or sell the land. All POS acquisitions for parks or open space are held in perpetuity unless the sale is approved through this process. POS funds were used for acquisition and construction of:

Aberdeen Family Swim Center – 11.18 acres zoned R-1 Low Density Residential; access off Robin Hood Road. Purchased for \$285,000 with POS funds in November 6, 1985. In August 1997, the City used POS funds to construct a soccer field. The City received POS funding in October 2011 for upgrades to the swimming pool and baby pool and replacement of the playground structure (\$63,000).

Step 1 - The Annotated Code provides that land acquired or developed under a State grant from POS may not be converted without written approval of the following Departments:

- Secretary of the Department of Natural Resources
- Secretary of the Department of Budget and Management
- Secretary of the Department of Planning

The City of Aberdeen is required to replace the land with land of equivalent area and of equal recreation or open space value, and for any conversion of land acquired or developed under a State grant from POS we must also conduct two appraisals. The purpose of the appraisals is to determine if the land proposed for acquisition is of equal or greater value than the appraised value of the land to be converted, under the new use of the converted land.

The regulations state the land use conversion must be equal in monetary value, equal in size and recreational value. We have to demonstrate a net positive benefit to the public for the land conversion to be approved.

Step 2 – Send an official letter to the Maryland Department of Natural Resource providing an overview of the City’s intentions to sell the Aberdeen Family Swim Center and replace the park use with the proposed amenities at another park with equivalent recreation or open space value.

NOTE: This process takes a minimum of six months from the time of submission of the two appraisals and justification.

2. Public Recreation & Enjoyment Connection

The second element outlined by the City for a lease or acquisition of the Aquatics Center is that interested parties will not only recognize the extraordinary possible financial value of this asset, but the social and recreational importance as well. As such, the Council desires to incorporate the summertime involvement of the Harford County Boys & Girls Club into any future plans for the facility. The Aberdeen Aquatics Center is a treasure for this community, and there has been a long-standing relationship between the city and community to maintain and use this resource during the summer for the betterment and enjoyment of its residents. The current means to sustain that seasonal relationship has been through the Boys and Girls Club. It is the intent of the City at this time that this connection be sustained into the future.

3. Primary Consideration:

The City of Aberdeen is especially interested that a future lessor or owner expand the uses and programming of the aquatics programs by covering or doming the pool and providing heated water so that the facility can be used on a year round basis. The City Engineer and other local firms have examined the possibility and cost of the above and determined it would not be an unreasonable task nor extraordinarily costly when weighed against the potential and possibilities of year round use. Aberdeen’s leadership would also like a new owner or lessor to examine and address the possibilities and costs of capitalizing on the collocated playing fields through the consideration of doming/covering and lights. Again, the intent is to maximize year round opportunities. **The City acknowledges the unique conditions of this consideration and will actively entertain all offers recognizing and factoring financial considerations between the present value of the Center weighed against investments in the facility and grounds to transform it into a year round athletic site.**

4. Other Considerations

- a. The City is interested in receiving proposals from individuals or firms possessing the financial capabilities and business acumen to maintain the facilities and the vision to expand the current uses so that it is a viable asset for the Aberdeen community.

- b. The City is interested in a competitively priced purchase or land lease offers.
- c. Interested individuals or firms may seek additional agreements with adjoining property owners in an effort to assemble more land to better accommodate the requirements of this EOI. Any such agreements must be stated in the response and verified with a letter of consent from the property owner(s).
- d. The City seeks an individual or firm that is willing to accept the facilities and site “AS-IS”, who will address any and all issues as part of the sale or lease.
- e. Proposals submitted should reflect the individual or firm’s familiarity with the provisions of the applicable zoning district, the City’s adopted 2011 Comprehensive Plan, and the recreation needs expressed by the City Council and the Aberdeen Parks and Recreation Committee.
- f. Individuals or firms interested in this EOI must provide evidence of successful completion of projects with a similar scope and magnitude.

5. Process/Procedure

Interested individuals or firms will be asked to follow a specific process in preparing and submitting proposals for consideration:

- a) Information gathering: In addition to reviewing applicable provisions of the City’s Comprehensive Plan and Development Code, applicants should familiarize themselves with the layout and history of the site.
- b) A pre-proposal conference will be held on August 16, 2018 in the Aberdeen Municipal Center, 60 N. Parke Street, 2nd floor conference room, Aberdeen, MD 21001 at 1:00 P.M. EDT. The pre-proposal conference will be the opportunity for interested individuals or firms to raise questions regarding this solicitation. If at all possible it is requested that questions be submitted in writing to the procurement agent prior to the pre-proposal conference. All interested individuals or firms are encouraged to attend, but attendance is not mandatory for submittals.
- c) Submission of a Proposal: Proposals are due by August 24, 2018 by 4:00 p.m.
- d) Evaluation of Proposals by the City: The City will review all proposals received to determine the level of interest and notify potential bidders of the minimum qualifications and requirements to establish the basis for a Request for Proposal (RFP) that will be solicited thereafter. Once submitted all proposals become the property of the City of Aberdeen, Maryland. The City of Aberdeen reserves the right to any and all ideas included in the responses without incurring any obligations to the responding individual or firm.

6. Evaluation Criteria

In addition to the required elements identified in Item #2 above, the following factors will be a priority for the City in reviewing EOI’s:

- a) Whether the EOI is likely to achieve the highest and best use for the Aberdeen Family Swim Center (e.g., economic viability, recreational value, etc.)
- b) Qualifications and experience of the individual or firm. Such experience may be demonstrated through references and through information as to other projects of similar scope and size which were successfully implemented.
- c) Financial ability to acquire or lease the property in a timely manner. Such ability may be demonstrated by presenting recent financial statements or through a statement of financial sufficiency from a known and established bank that demonstrates the financial capacity of the individual or firm.

7. Content of Proposals

Offerors must submit a complete response to this EOI. Each proposer must submit one (1) original and three (3) copies of its technical proposal with the original clearly marked.

Each proposal submitted in response to this EOI must contain, at a minimum, the following information:

- a) Concept: The Offeror should present a concept of the project that should demonstrate the Offeror's understanding of the City's goal to improve the utilization of this asset to the community.
- b) Programming: Additional programs to be offered at the facility and hours of operation.
- c) An estimate of price to purchase or lease the facility.
- d) A pro forma financial analysis that demonstrates the feasibility of the proposed project.
- e) Each proposal should include the name, address, phone number, and type of project completed with at least three references.

8. General Conditions: Proposals shall be submitted to:

City of Aberdeen
Department of Finance
Attn: Mr. Ryan Harrah, Procurement Officer
60 N. Parke Street
Aberdeen, MD 21001

9. Questions/Contact Person

Interested parties are strongly encouraged to make arrangements with the contact person to tour the facilities and grounds.

Questions concerning the EOI or the review process may be directed to Mr. Ryan Harrah, Procurement Officer at 410-272-1600 ext. 223 or rharrah@aberdeennmd.gov.