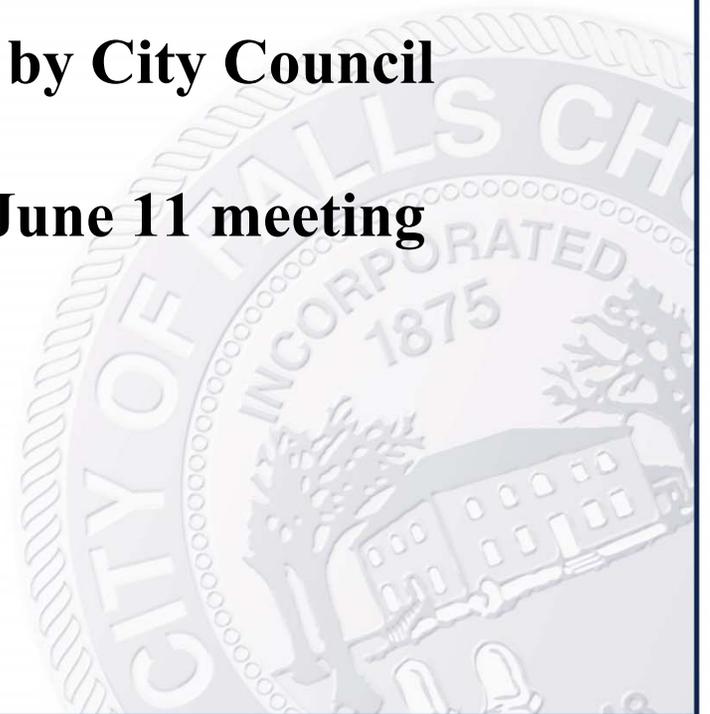


# **REQUEST FOR DETAILED PROPOSALS**

**June 4 Review of Current Draft by City Council**

**Council to approve issuance at June 11 meeting**



## **Section 1: Project Goals and Objectives**

**The main goals and objectives remain the same:**

- **Obtaining highest total value (up-front payments + long term revenue)**
- **Creating a sense of place and activating the streetscape**

**1.5 is updated to refer to an Exclusive Rights Agreement with the selected development team. This would be a simple agreement:**

- **Provides for selected developer to post funds in escrow to ensure performance and fund approved due diligence activities.**
- **Provides terms for access to the site.**
- **Commit City and developer to work together to negotiate comprehensive agreement.**

**1.5 also restates in stronger terms the City's preference for retaining fee simple ownership of the site but reserves option for fee offers from respondents**

## **Section 2: Project Requirements and Desired Features**

**Also remains substantially the same.**

**A few elements moved from desired to required:**

- **Metro accessible Class A office space**
- **Hotel with conferencing/meeting space**
- **Walkable retail environment**
- **Sustainable landscape designs that integrate open space with canopy cover**

## **Section 3: Procurement Information:**

**This Section has generally been updated to refer to the current phase.**

**Dates updated for August 22 submittal of Detailed Proposals.**

## **Section 4: Submission Requirements**

### **Executive Summary**

**Will be available to public**

**Required to include vision for the site, uses and locations**

**Detailed benefits to Falls Church**

### **Detailed development plan**

### **Development Process and Methods**

**Timeline and milestones for ERA period**

**Description of sustainable building practices**

### **Operating Plan**

### **Financing Plan**

**More detailed plan requested**

**Tables for proposers to fill out to aid comparison**

## **Section 5: Evaluation Process and Criteria**

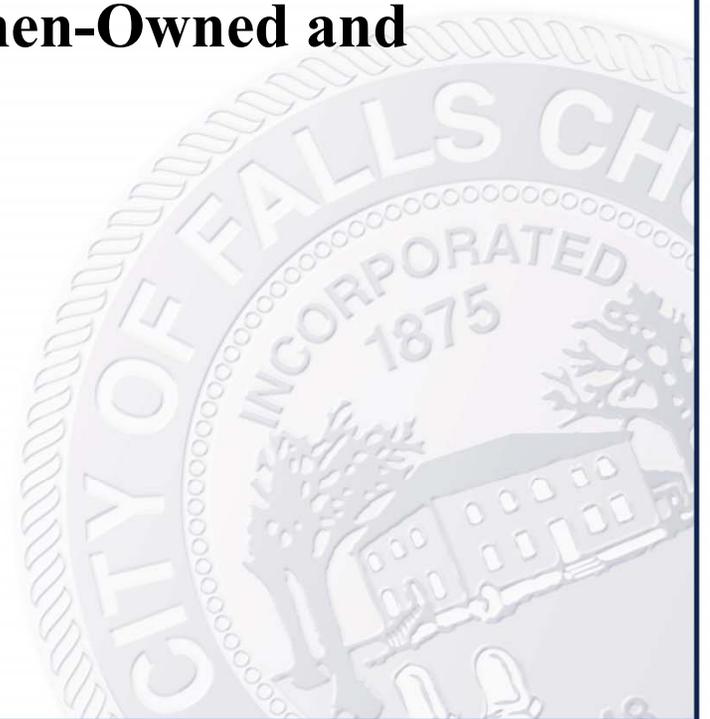
**Criteria are stated generally, in three categories:**

- **Value to the City**
- **Development Program**
- **Project Execution and Risk**

**Section 6: Participation by Small, Women-Owned and Minority-Owned Businesses**

**Section 7: Reservation of Rights**

**Section 8: Miscellaneous**



## **What's Next?**

**RFDP will be brought back to you at June 11 meeting**

**At that time Council can review final changes and authorize its issuance**

**Issuance would be to selected proposers only and a few days after June 11.**