



A **TRENTON** OPPORTUNITY

For real estate developers and Revolutionaries



WWW.GOODFORREVOLUTIONARIES.COM



With a remarkable history, an array of striking architecture, and walkable blocks, New Jersey's Capital City offers outstanding development potential.



TRENTON.

GOOD FOR REVOLUTIONARIES

RFEI

Request for Expressions of Interest

The Trenton Parking Authority presents, for your consideration, a prime redevelopment site in the heart of Trenton's Central Business District.

We seek a development vision worthy of this prominent, potentially iconic site.

The following pages provide a Request for Expressions of Interest, (RFEI). We recognize that the market will determine our options, with this process providing an understanding of the market, as viewed by the development community.





EXPLORE



Our site, prominently located at 120 East Front Street, and at the corner of South Broad Street, is arguably the best development site in downtown Trenton. At just under an acre, it is currently the location of a vacant parking structure that must be demolished, and for which pre-demolition tasks are currently underway.

There are adjacent parcels that offer the possibility for assemblage of an even larger development site. Importantly, it also offers the potential to provide a catalyst for future development in its immediate vicinity.

Prior to this RFEI process, we undertook a community outreach and engagement process, seeking the input of Trenton residents, businesses and other stakeholders.

We believe that a continuation of this community dialogue will be key to any developer's success.

We are confident that with this process, encompassing outreach to both local stakeholders and the development community, we can achieve a quality, and perhaps an even revolutionary result for our Capital City!

We have made available extensive descriptive information, some referenced in this document, with far more available at this website:

www.goodforrevolutionaries.com



ABOUT THE SITE

THE SITE OVERLOOKS MILL HILL PARK AND A PEDESTRIAN BRIDGE OVER THE ASSUNPINK CREEK. IT WAS HERE THE BATTLE OF TRENTON WAS FOUGHT AND WON. HISTORIANS HAVE JUDGED THE BATTLE OF TRENTON TO HAVE BEEN THE TURNING POINT OF THE AMERICAN REVOLUTION. IT LATER WAS THE LOCATION WHERE GENERAL WASHINGTON STATIONED A SMALL CREW TO KEEP THE FIRES BURNING, AS A DECOY, WHILE HE LED HIS ARMY NORTH FOR THE SURPRISE ATTACK ON THE BRITISH AT PRINCETON.



Having played a consequential place in our nation's founding, and industrial revolutions, Trenton offers that tradition on which to spark yet more revolutionary development.

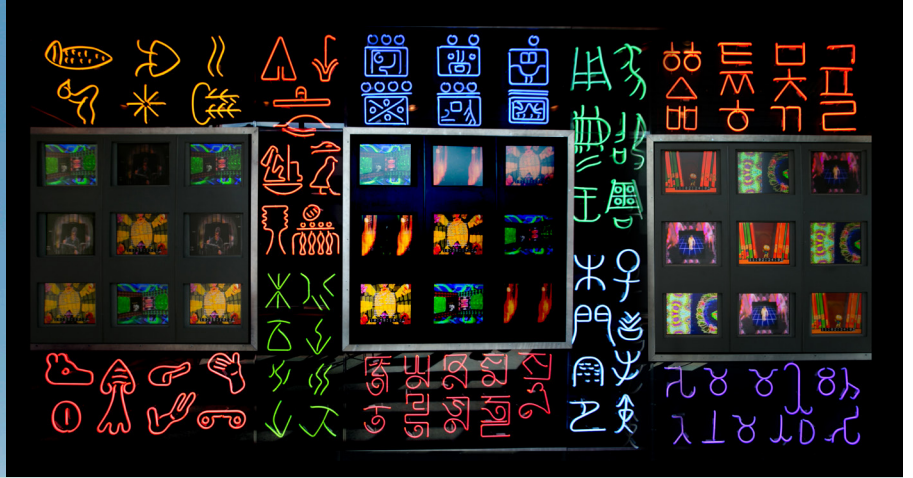


The property is located at the northeast corner of the intersection of East Front and South Broad Streets. In addition to frontage on these two public streets, it has frontage along Windsor Place. The site is comprised of one tax parcel, identified on the municipal tax maps as follows: **120 East Front Street, Block 204, Lot 1**, encompassing .84 of an acre. Site improvements include sidewalk, street trees, and all public utilities. The elevation decreases in a north to south direction with its lowest elevation along East Front Street.

Property Improvements: a structurally compromised five (5)-Story Parking Garage that was taken out of operation in 2012. A ground floor commercial space totals 22,000 SF with upper levels which formerly accommodated parking spaces for over 500 vehicles.

We invite responses from experienced developers who

- ➔ See the potential offered by the growing movement back to our cities,
- ➔ Seek out sustainable redevelopment and transit-oriented opportunities,
- ➔ Envision a creative concept with the potential for economic diversification, tax ratable generation, while creating an aesthetically attractive environment,
- ➔ Realize that often, *"The past is prologue."*



BUILDING BRIDGES

JOHN A. ROEBLING, THE DESIGNER OF THE BROOKLYN BRIDGE, FOUNDED HIS STEEL WIRE MANUFACTURING COMPANY IN TRENTON IN 1849. INVENTED HERE WAS THE TWISTED STEEL CABLES THAT MADE POSSIBLE FAMOUS SUSPENSION BRIDGES FROM BROOKLYN TO THE GOLDEN GATE. WITH HIS SONS, THE BUSINESS GREW, TO ULTIMATELY BECOME TRENTON'S LARGEST AND MOST FAMOUS EMPLOYER. THE ROEBLING WORKS MADE THE GREATEST CONTRIBUTION TO TRENTON'S REPUTATION AS AN INDUSTRIAL CENTER, MEMORIALIZED IN THE MOTTO "TRENTON MAKES, THE WORLD TAKES".





Location in context

- ➔ Located near the very center of Trenton's Central Business District.
- ➔ Directly overlooking the Historic Mill Hill Park, allowing excellent southern exposure, and park views.
- ➔ Prominent Corner location fronting on both South Broad and East Front Streets - two key through local routes.
- ➔ A short walk to the Trenton Transit Center.
- ➔ Twelve regional bus routes criss-cross downtown passing within blocks of this site.
- ➔ Air travelers access two international airports, Newark Liberty and Philadelphia, within 60 minutes or less, and the Trenton Mercer airport, just 6 miles from this site.
- ➔ .85 of an acre land area with adjacent sites offering assemblage opportunities for a larger scale project.
- ➔ In the midst of new development and potential for more!



INTRODUCTION

The Trenton Parking Authority requests real estate developers (“Proposers”) to respond to this “request for Expressions of Interest” (RFEI) as the first step of a two-step developer selection process. The first step in the process will allow the Trenton Parking Authority (TPA) to consider initial proposals from qualified developers who demonstrate an interest in the development of the TPA Property Offering as described here. Proposers should demonstrate how their proposal will bring economic activity and/or other benefits to the City of Trenton in exchange for a sale, a long-term lease, a Public-Private Partnership, or other viable approach to development of this site.

In the second step of the process, TPA will select from among the submissions during this RFEI process, a short list of pre-qualified Proposers who may then be invited to respond to a “Request for Proposals” (RFP) for potential selection as the Designated Developer for the Site. The developers to be selected for a short list must also demonstrate that they have assembled a qualified development team, capable of completing the identified proposal for the Site, in a timely manner.

TPA anticipates issuing a Request for Proposals (“RFP”) to the selected pre-qualified Proposers. Such issuance will have no legal or financial commitments associated with it. The main preference will be given to a proposal that provides the most viable and beneficial project and to the developer most capable of successfully executing their proposed Development Proposal in a timely fashion. A refined Development Program, evidence of market and financial viability, a schedule for closing, and a financial proposal will also be required, and will be considered by TPA in their final selection process.

THE TRENTON PARKING AUTHORITY ACKNOWLEDGES THE NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY WHICH PROVIDED VITAL SUPPORT FOR THIS EFFORT THOUGHT THEIR ASSET ACTIVATION GRANT PROGRAM.

TPA is seeking a Developer who will be responsible for financing, planning and design, management, operation, and marketing of the Proposed Project. The Designated Developer will have sole responsibility for obtaining all financing, whether in the form of equity, debt, anticipated public incentives, etc., as may be necessary for the development of the Proposed Project. Proposers may partner or team with other entities as necessary to complete the Proposed Project. Engineers and other technical consultants may participate on more than one Proposer’s team.

Notwithstanding anything to the contrary contained herein, each Proposer understands and agrees that this RFEI constitutes only a proposal for expressions of interest and shall have no legal or binding effect on TPA and/or any Proposer, whether or not they submit an expression of interest.

The TPA reserves the right, in its sole and absolute discretion, to reject all submissions, to undertake discussions and modifications with one or more Proposers, to waive defects in submissions, and to proceed with that submission or modified submission, if any, which in its judgment will best serve the interests of the TPA and the City of Trenton.

MERCER RACEABOUT
 The Fastest Stock Car Built Under 300 Cubic Inch Displacement
 Again demonstrated its right to this claim by
WINNING THREE EVENTS
 At Atlantic-Pablo Beach Races and Establishing World's Records

A MILE IN 51 SECONDS GUARANTEED

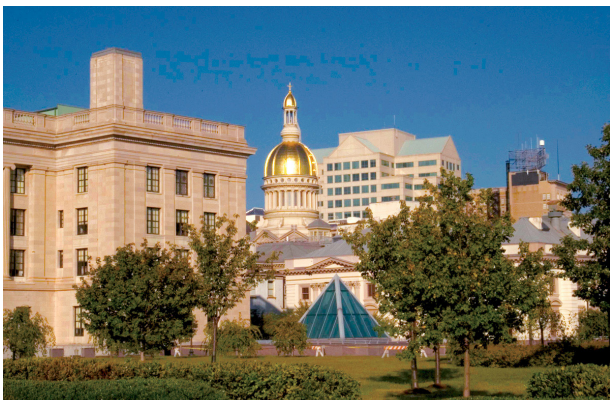
THE CAR FOR THE MAN DEMANDING SPEED WITH SAFETY

RACEABOUT, \$2,250

ITS VICTORIES AT PABLO BEACH WERE:
 First in 1 hour race for cars of 231-300 cubic inch displacement. Distance 72.84 miles.
 First in 10 mile free-for-all handicap, actual time 8 min., 54 sec.; standing start, defeating special Pope-Hartford, National six and four, Lancia, Cole and E-M-F.

First in 5 mile 231-300 cubic inch displacement; time 4 min. 14.55 sec.
 The same car also established World's Records for cars of 231-300 cubic inch displacement, for distances from 100 to 270 miles, averaging 68.1 miles per hour for 270 miles.

MERCER AUTOMOBILE CO., Trenton, N. J.
 DISTRIBUTORS: WHITING MOTOR CO. 100 Broadway, New York
 SCHILLO SALES CO. 245 East Duane St., Chicago
 DAVIS AUTOMOBILE CO., Providence, R. I.
 CARROLL A. HAINES & CO. 2214 Spring Garden St., Phila.
 FRED M. SMITH 27 Columbia Ave., Boston



EQUAL BUSINESS OPPORTUNITY

The TPA is firmly committed to providing full and equal business opportunities to all persons regardless of race, color, religion, gender, national origin, age or disability. In that regard, the TPA will affirmatively assure that minority and female-owned business enterprises are afforded equal opportunities to submit qualifications, bids and/or proposals for consideration for all purchases and contracts issued in connection with this project. Prospective firms should understand that the participation of certified MBEs and WBEs is a matter of great interest in the evaluation of all firms. To the extent possible, MBE and WBE team members should be named, and commitment levels noted at the time the Proposer submits a response to an RFEI.

COMMUNITY BENEFITS AGREEMENT

A Community Benefits Agreement (CBA) is a newer tool, used to negotiate outcomes of development projects. Once established, a CBA is a legally enforceable contract between a coalition of community-based organizations and a local government and the developer of a proposed project. Currently, the New Jersey Economic Development Authority ASPIRE program requires a developer to enter into a CBA with the municipality. The Trenton Parking Authority seeks to facilitate and be a party to this agreement, in part to help ensure that stakeholders who have been engaged throughout the process have a voice and a seat at the table.





TRENTON REVOLUTIONARIES

DURING THE NINETEENTH CENTURY, TRENTON PRODUCED PAPER, VIOLINS, BUTTONS, LEATHER BELTING, FRYING PANS, NAILS, AND CARRIAGES. THERE WERE COTTON MILLS, DISTILLERIES, TANNERIES, AND THERE WAS ALSO MACHINERY FOR PRINTING CALICO. HOWEVER, TRENTON'S MOST IMPORTANT INDUSTRIES WERE IRON, STEEL, RUBBER AND POTTERY. A FEW OF OUR REVOLUTIONARIES FROM OUR INDUSTRIOUS PAST & PRESENT:

ROEBLING • MERCER AUTOMOTIVE • CASE • LENOX • BOEHM • TAYLOR • HOME RUBBER • TERRACYCLE • HUTCHINSON • HIBBERT

The Trenton Parking Authority was established in 1947 by an ordinance of the City of Trenton. The Board of Trustees of The Trenton Parking Authority, as stewards of both The Trenton Parking Authority’s organizational mission and its real estate assets, seeks proposals from qualified developers that will allow utilization of a key asset in support of its long-term organizational objectives, and as a catalyst for redevelopment in downtown Trenton.

I. DEVELOPMENT OBJECTIVES

The intent of this Request for Expressions of Interest (RFEI) is to solicit a diversity of proposals, that will offer options to activate the property, in a timely manner.

Proposals should address the unique character of the site, which benefits from its setting overlooking the Historic Mill Hill Park, its central location within downtown Trenton, its proximity to the Trenton Train Station, as well as diverse residential neighborhoods.

The Trenton Parking Authority is open to consideration of sale, lease, joint venture, Public Private Partnership, or other viable transaction structures.

Development Restrictions – The City of Trenton’s recently adopted Trenton 250 Master Plan and Land Development Ordinance identify this site as the Downtown Core within the overall Downtown District. A mix of commercial and residential uses are permitted. More detailed Master Plan and applicable land development information can be found on Page 18, Exhibit A and at: www.goodforrevolutionaries.com

II. RFEI PROCESS

This RFEI, is the first step in a process to select a Designated Developer for the TPA Property Offering. As part of this RFEI, Proposers are required to submit:

- A statement of qualifications demonstrating experience and ability to develop, own and operate properties of similar use, scope, and size to the proposed use.
- The submission shall also include a description of the intended development that provides sufficient information regarding intended use(s), size and scale, and a description of the approach taken to determine this concept. A conceptual rendering is desirable but not required.

III. RFEI SUBMISSION REQUIREMENTS

The following are the submission requirements for all responses to this RFEI. The TPA reserves the right, in its sole discretion, to reject any response that it deems incomplete or unresponsive to the RFEI requirements or to reject any and all responses for any reason or for no reason. In evaluating the capabilities of the Proposer, TPA may utilize any and all information available to it (including information not provided by the Proposer). Responses should clearly and concisely state the unique capabilities, experience, and advantages of the Proposer, and demonstrate the Proposer's capability to satisfy the requirements and objectives set forth in this RFEI.

Each complete Proposal for the redeveloped Site must contain the following elements:

A. Proposer Description

Each entity submitting a Proposal must demonstrate sufficient professional ability to develop the Site in a manner consistent with its Proposal. Each Proposal must include a description of the ownership entity or the development team, including:

- The intended form and structure of the ownership entity, including any proposed partnership or joint venture, must be clearly explained, and including a chart/diagram of the ownership entity, showing structure (percentages) of ownership and investment.
- Name, address, phone number and email of each member of the ownership entity. Proposers must identify a primary contact person.
- Background information of the ownership entity, including resumes describing the relevant experience of all principal members. This information must be submitted for every participant in a joint venture and should highlight similar projects to the one being proposed (including a project description and approximate dollar values).
- A description of similar projects undertaken by the Proposers (including a statement of the dollar value of such projects, and the key partners).
- A description of current projects under construction, as well as projects completed within the last ten years.
- Any additional documentation or information evidencing the strength of the Proposer and its ability to complete the Project in a timely manner.

Qualified Proposers may be required to provide more detailed information concerning the sources of financing and the certainty of their commitments to the project.



B. Project Description

- A description of the development concept to provide TPA with an understanding of the intended use of the property. Specify the type of use(s) the development will include. Provide any other relevant information that will elaborate on the intent of the project.
- Provide a description of the proposed transaction explaining the Proposer's intent to buy the land, lease on a long-term basis, or other ownership structure.

C. Concept Plan

- A conceptual plan that locates the buildings and shows relationships to existing buildings.
- A description of sustainable building practices that will be incorporated into the project.

D. Zoning

The development of the Project Site will require Planning and/or Zoning Board approval. The TPA will assist in seeking an expedited review process from the City of Trenton.

E. Development Timeframe

Proposer must submit an overview of the anticipated development timeframe. Any contingencies that may affect this timeline should be identified including an assessment of risk relative to obtaining permits, incentive approvals, etc. Indicate when any proposed payment for the land would occur in the estimated timeframe.

F. Estimated Sale/Lease Value

Provide an early estimate of the value of the sale or lease to TPA. We recognize that this is only an estimate. If selected to respond to an RFP, TPA will request additional detail, evidence of market support and financial feasibility of this value.

V. SELECTION CRITERIA

TPA will use a selection criterion to review and rank each submission. Presentations to the TPA may be required. A selection Committee will collaborate with TPA in evaluation of submissions. This committee will consist of representatives of, but not limited to, the TPA, the City of Trenton, and the Capital City Redevelopment Corporation. The committee will evaluate the RFEI submissions.

The ranking of submissions is expected to result in a 'short list' of Proposers, and will be based on the following criteria, in no order of priority.

- (a) Optimizing the use of this key development site with consideration to the Trenton 250 planning document adopted by the City of Trenton, prioritizing the City's land use and economic development goals.
- (b) Scale and density that is congruent and complementary to this downtown district.
- (c) The proposed development concept's quality, design, uses, and compatibility with the surrounding area.
- (d) Generating tax ratable and economic benefit to the City of Trenton.
- (e) The Proposer's ability to financially support the project.
- (f) The Proposer's demonstrated experience and qualifications in developing, financing, leasing, selling, operating, or managing projects of similar size and nature.
- (g) Demonstrated experience of the development team members in the design, engineering, construction, management of projects similar in size, complexity, and quality level.
- (h) Qualifications of the Proposer's team members.
- (i) The estimated timeframe provided by the Proposer to complete development.
- (j) The intended incorporation of sustainable building practices and evidence of completing successful projects.
- (k) Such other criteria as The Trenton Parking Authority, in its sole and exclusive discretion, shall determine.



The TPA will consider offers to purchase the Project Site or, in the alternative, a long-term ground lease for the Project Site. It is anticipated that the City of Trenton will entertain entering into a Payment in Lieu of Taxes (“PILOT”) Agreement for the Project. Additionally, through negotiation with the selected Redeveloper, the TPA may seek to recover costs incurred in undertaking the redevelopment including property assemblage, and various other costs associated with the Project. TPA and its Selection Committee are not required to conduct any debriefings subsequent to its decision.

VI DEVELOPER DUE DILIGENCE

“As-Is” Condition

Proposers should assume that the Site, including any and all infrastructure, will be purchased or leased “AS IS” and “WHERE IS”, with all faults, without representation, warranty, or guaranty as to quantity, quality, character, condition, size, or kind, or that the same is in condition or fit to be used for the Proposer’s purpose.

TPA will make available all available property information for this site including a survey, environmental and structural status etc., as a part of this RFEI process at this website: www.goodforrevolutionaries.com

Proposers should rely on their own independent research and conclusions for all development, financing, construction and renovation costs.

VII SITE VISIT

For purposes of the RFEI, Proposers are encouraged to visit the general vicinity of the property. Due to structural issues, TPA does not anticipate providing access to the interior of the existing building.

VIII PROPOSAL SUBMISSION PROCEDURE

- Submission preparation costs are not reimbursable by the TPA.
- Proposals should include a cover letter with detailed contact information and signature of the authorized officer.
- Responses should be submitted no later than September 30, 2024.
- Both Electronic and hard copy submissions are acceptable.

Electronic submission can be emailed to: Trenton.parking.rfei@gmail.com, as a PDF attachment or downloadable link. Hard copy submissions should include four (4) copies and a thumb drive (or comparable electronic media format) addressed to:

The Trenton Parking Authority
16 East Hanover Street
Trenton, NJ 08608
Attention: Anne LaBate, Board Chair

STATEMENT OF LIMITATIONS

1. The Trenton Parking Authority (TPA) represents that this RFEI, submissions from Proposers to this RFEI, and any relationship between TPA and Proposers arising from or connected or related to this RFEI, are subject to the specific limitations and representations expressed below, as well as the terms contained elsewhere in this RFEI. By responding to this RFEI, Proposers accept and agree to this Statement of Limitations. By submitting a response to this RFEI, the entity acknowledges and accepts TPA's rights as set forth in the RFEI, including this Statement of Limitations.
2. The issuance of this RFEI and the submission of a response by any Proposer(s) or the acceptance of such response by TPA is non-binding and does not obligate TPA or any such Proposer in any manner whatsoever. Legal obligations will only arise upon execution of a formal contract by TPA and the firm(s) selected by TPA.
3. TPA reserves the right (i) to amend, modify, or withdraw this RFEI, (ii) to revise any requirements of this RFEI, (iii) to require supplemental statements or information from any responding party, (iv) to accept or reject any or all responses thereto, (v) to extend the deadline for submission of responses thereto, (vi) to negotiate or hold discussions with any Proposer and to correct deficient responses which do not completely conform to the instructions contained herein, and (vii) to cancel, in whole or part, this RFEI, within TPA's sole and complete discretion. TPA may exercise the foregoing rights at any time without notice and without liability to any Proposer or any other party for its expenses incurred in the preparation of responses hereto or otherwise. Responses hereto will be prepared at the sole cost and expense of the responding party.
4. TPA reserves the right, in its sole discretion, without liability, to utilize any or all of the RFEI responses, including late responses, in its planning efforts. TPA reserves the right to retain and use all the materials and information, and the ideas, suggestions therein, submitted in response to this RFEI.
5. This RFEI shall not be construed in any manner to implement any of the actions contemplated herein, nor to serve as the basis for any claim whatsoever for reimbursement of costs for efforts expended in preparing a response to the RFEI. TPA will not be responsible for any costs incurred by Proposers related to preparing and submitting a response to this RFEI, attending oral presentations, or for any other associated costs.
6. Each Proposer shall be solely responsible for any and all costs incurred by it in making a submission as part of this RFEI and hereby indemnifies and holds TPA harmless from and against any and all such costs. This RFEI shall not be construed in any manner to implement any of the actions contemplated herein, nor to serve as the basis for any claim whatsoever for reimbursement of costs for efforts expended in preparing a response to the RFEI.
7. TPA makes no representations, warranties, or guarantees as to the Site or The TPA Property Offering. Proposers should undertake appropriate investigation in preparation of responses. A site inspection will be coordinated to give all Proposers the opportunity to examine existing conditions.
8. No brokerage fees, finder's fees, commissions, or other compensation will be payable by TPA in connection with the selection of the Developer or the leasing/sale of the Site.

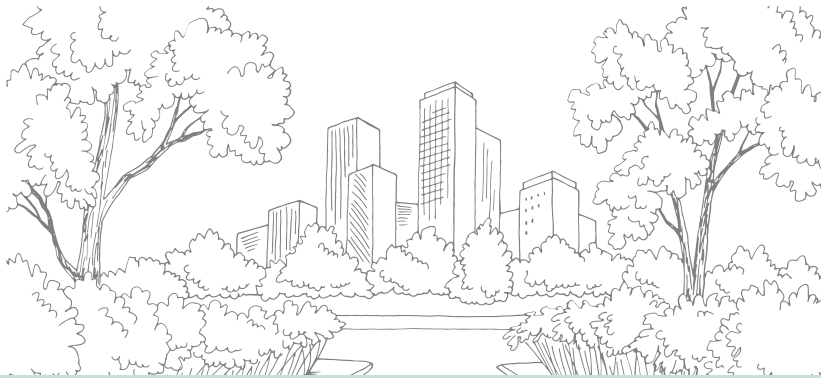


EXHIBIT 1: ZONING SUMMARY – 120 EAST FRONT STREET – TRENTON, NJ

The recently adopted Trenton 250 Master Plan designates this location as a part of the “Downtown Core.” The property is located within the DT Downtown Zoning District - which is described in Section 5-1 of the Land Development Ordinance as follows:

“The DT Downtown Trenton District is intended to accommodate the most intense development within the City of Trenton, in a predominantly vertically mixed-use environment focused on creating a vibrant, pedestrian oriented, active downtown. District standards are oriented toward achieving a high quality of design and encourage building forms that complement the area’s existing urban fabric.”

The accompanying Land Use Development Ordinance supporting the Trenton 250 vision and goals has been adopted (December 2023), although individual plans for the City’s numerous Redevelopment Areas are still in progress. The TPA property is located in the Center City South Redevelopment Area, for which an updated plan is in progress though not yet complete. Existing plan link:

<https://www.trentonnj.org/DocumentCenter/View/384/Center-City-South-PDF>

The existing Redevelopment Plan places the property in the Business A and Pedestrian Mall Districts. Maximum Height is 210 feet, 100% lot coverage allowed.

It is anticipated that the land use element including permitted uses and bulk elements on the redevelopment plan may be subject to amendment (or incorporation) for a concept plan that best utilizes the Project Site.

“Redevelopment areas, as shown on the Redevelopment Areas Map and maintained by the Division of Planning, have been so designated by the City Council under N.J.S.A. 40A:12A-1 et seq. and are subject to the specific regulations as adopted by the City Council for the particular redevelopment area. These specific regulations take precedence over any underlying zoning district regulations.”

Parking - It is important to note that the newly adopted Land Development Ordinance eliminates parking minimums. Additionally, the requirement for a Transportation Demand Management Plan (TDM) will not be required in the DT - Downtown Zoning District.

LDO excerpt link:

<https://www.dropbox.com/scl/fi/e7dpwbtc51dp5p6zeqvmc/Parking-Trenton-LDO-Adopted-122123.pdf?rlkey=u1np4ms4ies4941jlc7wj48v1&dl=0>

Questions regarding any aspect of this RFEI should be submitted to:
trenton.parking.rfei@gmail.com

Questions and responses will posted at:
www.goodforrevolutionaries.com