

# Planning & Sustainability • City of Northampton

resilience | regeneration | design | conservation | placemaking | mobility | accessibility | community development | historic | zoning | GIS | agriculture

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## Request for Proposals

The City of Northampton intends to sell and invites sealed proposals for the purchase and redevelopment of Commercial Property in Downtown Northampton at 33 King Street, Northampton, Massachusetts. This Request for Proposal (RFP) document is available online at [northamptonma.gov](http://northamptonma.gov) until the proposal deadline November 16, 2023 1:00 PM

The City reserves the right to reject any or all proposals.

For Sale: 33 King Street, Parcel 32A-127

- Bid Release: August 24, 2023
- Minimum Bid: \$2,500,000
- Bid Deadline: November ~~16~~30, 2023 1:00 PM
- Bid Opening: November ~~16~~30, 2023 1:15 PM 210 Main Street, 2<sup>nd</sup> Floor, Northampton, MA 01060
- For Questions: Carolyn Misch at [CMisch@northamptonma.gov](mailto:CMisch@northamptonma.gov)
- Submit Sealed Bids: Carolyn Misch, Office of Planning & Sustainability  
ATTN: Sealed Bid- 33 King Street  
[CMisch@northamptonma.gov](mailto:CMisch@northamptonma.gov) OR  
210 Main St  
Northampton, MA 01060

The City of Northampton is offering an exciting opportunity for developers/investors seeking to expand and participate in the success of Downtown Northampton by adding economic development with new vibrant uses that will enhance the vitality of our City. The land offered for sale is located in the heart of Downtown Northampton, where the City envisions a project that will replace the existing conditions and fill a void in the streetscape with a new multi-story building that compliments existing and surrounding, architecture, and the residential, and



business environment. Proponents with documented experience in developing multi-story, mixed-use or single-use commercial developments are encouraged to submit proposals.

### PROPERTY DESCRIPTION

The property is 33 King Street, Assessor Map ID 32A-127, more particularly described below and in attached survey). The Site is approximately 1.46-acres, located in a mixed commercial and residential area of downtown Northampton. It is currently developed with a vacant two-story building including a partial basement. The building is in the southwestern portion of the property. The building was the former location of the Hampshire County Registry of Deeds and courthouse. The northern half of the Site and the southeastern portion of the Site are paved and used for parking.

The current building was reportedly constructed in 1975. This building was owned until June, 2023 by the Commonwealth of Massachusetts and it was used as the Hampshire County Registry of Deeds, Family Court, and Probate Court until 2018 or 2019. Since then, the property has been mostly vacant or used for state building storage. ~~Since then, the property has been mostly vacant or used for state building storage.~~

The property is served by municipal water and sewer. Land to the north, northeast and southeast of the building is paved and used for parking. Land to the south of the Site fronts King Street. Merrick Lane is located along the eastern boundary of the Site and it accesses the northern parking lot.

The parcel is within the [Central Business Core](#) zoning district of the City, allowing a range and mix of uses.



Aerial Photo of site outlined in red

## REQUIRED BID SUBMITTAL COMPONENTS

Bid Package must include:

1. The attached bid sheet
2. A 10% non-refundable deposit- deposits are refunded for unsuccessful bidders.
3. Narrative and conceptual design drawings and plan for redevelopment proposal of the site including, total square footage of building(s), total number of stories, breakdown of square footage for each proposed use on the parcel, total number of parking spaces- if any, projected short term and long term revenues, projected income.
4. Timeline of due diligence toward acquisition within 12 Months of contract award and closing date of: November 16, 2024. Timeline of permit review with construction to commence no later than 18 months after closing. Timelines must be verified with proven track record of capacity and commitment to fulfill such deadlines.
5. Thumb drive, email or link to an FTP site.
6. Successful bidders will show history of construction performance and financial stability/backing.
7. Cover letter.
8. Respondent information. This should include the name, address, telephone number, and email address of the respondent or any representative authorized to act on the respondent's behalf.
9. Narrative of team members and structure. This should include the name and contact information of the primary point of contact with the City and the contact information and primary responsibility of each professional on the team.
10. Narrative of relevant development experience. This should include projects of similar size, scale, and type in Massachusetts completed or substantially completed within the last six years and a reference for each project.
11. Preliminary development budget.
  - a. If the project includes phases, all phases must be provided.
  - b. Pro forma financial projections.
  - c. Evidence of financial status. This should include a bank reference(s) and letter(s) of preliminary interest from one or more institutional lender(s) sufficient to fund the development project.
  - d. Forms.
  - e. Supplemental Information
    - i. Resumes for all team members
    - ii. Descriptions for all responding firms
    - iii. Examples of projects relevant in scale, land uses, and community size
    - iv. References for both completed projects and for financial status.

## REDEVELOPMENT PROPOSAL MUST INCLUDE THE FOLLOWING:

- 1) A permanent easement for the public to pass and repass with non-motorized vehicles on the rear (east side) of the site where the existing off/on ramp is located to the Mass Central Rail Trail. The easement shall allow the public to pass to Merrick Lane and to King Street and allow city, National Grid, and MassDOT maintenance access. The

easement and ramp may be altered only with agreement by the city and when the alteration results in a comparable ADA accessible ramp access.

- 2) Commitment to utilizing electric ground source heat pump to serve the heating and cooling needs of any building or alternatively electric air source heat pump for such purposes.

**ADDITIONAL BENEFICIAL FEATURES THAT WILL BE CONSIDERED FAVORABLY:**

- Mixed income housing (residential uses in compliance with zoning standards of the [Central Business Core District](#)).
- 20 or more parking spaces available to the public at specified hours for 3 or more days of the week. If such parking is made available, the fee structure for the parking shall be comparable to the City's publicly owned lots.
- Multi story building(s) over 3 floors.

**USES COMPATIBLE WITH THE GOALS OF CREATING A VIBRANT DOWNTOWN:**

- Multi-story hotel.
- Housing of any kind, rental or ownership (residential uses in compliance with zoning standards of the [Central Business Core District](#)).
- Other economic development that generates active street life and adds to the vibrancy of downtown including restaurants, entertainment, etc.

**SCORING CRITERIA**

The City will accept bids that meet the city's bid minimum, this RFP and generate the greatest revenue to the City upon evaluation based on a 10-year horizon of financial benefit to the City.

We reserve the right to reject any and all bids and to withdraw the parcel from sale. The sale shall be awarded to the most beneficial and advantageous proposal responsive to all criteria based on the following scoring criteria.

The greatest weight will be given to **financial benefit over the first 10 years**, followed by total number of stories proposed, realistic timing for P&S, permitting, ground breaking, number of publicly available parking spaces at a fee structure comparable to the City's publicly owned lots.

**A-Financial Benefit Criterion**

**15 points**

Developer that clearly shows the most financial benefit to the City over the 10 year period that ~~of~~ **is** \$4,000,000 or more as HIGHLY ADVANTAGEOUS.

**10 Points**

Developer that clearly shows the most benefit to the City over the 10 year period that is \$3,100,000-3,999,999 as ADVANTAGEOUS.

**5 Points**

Developer that clearly shows the most benefit to the City over the 10 year period that is \$2,700,000 to <\$3,100,000 as LEAST ADVANTAGEOUS.

SCORE FOR CRITERION (A) \_\_\_\_\_ \*1.4 = \_\_\_\_\_

**B- Number of Stories greater than 3 Criterion**

**12 points**

Project consists of Zoning Compliant uses in a proposed building of 6+ stories  
HIGHLY ADVANTAGEOUS.

**8 Points**

Project consists of Zoning Compliant uses in a proposed building of 6 stories as  
Very ADVANTAGEOUS.

**3 Points**

Project consists of Zoning Compliant uses in a proposed building of 5 stories as  
ADVANTAGEOUS.

**1 Point**

Project consists of Zoning Compliant uses in a proposed building of 4 stories as  
LEAST ADVANTAGEOUS

SCORE FOR CRITERION (B) \_\_\_\_\_ \*1.2 = \_\_\_\_\_

**C- Pledge to hire union labor for construction criterion**

**5 points**

Projects that pledge to hire union labor ~~for more than 50% of the component build-out as~~ HIGHLY ADVANTAGEOUS.

~~**2 Points**~~

~~Projects that pledge to hire union labor for 10-49% of the component build-out as~~ ADVANTAGEOUS.

SCORE FOR CRITERION (C) \_\_\_\_\_ \*1.1 = \_\_\_\_\_

**D- Mixed Income Housing Criterion**

**5 points**

Projects that include a 60-40 split of Market Rate housing or other commercial uses to either Affordable Housing or Attainable Housing defined as units of 800 sf or smaller HIGHLY ADVANTAGEOUS.

**3 Points**

Projects that include 50-50 split Market Rate housing or other commercial uses to either Affordable Housing or Attainable Housing defined as units of 800sf or smaller ADVANTAGEOUS.

**2 Points**

Projects that include 40% or less Market Rate housing or commercial uses to either Affordable Housing or Attainable Housing defined as units of 800 sf or smaller as LEAST ADVANTAGEOUS.

SCORE FOR CRITERION (D) \_\_\_\_\_ \*1.1 = \_\_\_\_\_

**E-Proven Project Completion within deadline and proven ability to move toward P&S & Acquisition Criterion**

**6 Points**

Developer can clearly demonstrate at least two other project acquisitions of a similar scale in a timeline that delivered acquisition in less than a year and ground breaking less than 2 years from award as HIGHLY ADVANTAGEOUS.

**4 Points**

Developer can clearly demonstrate at least two other project acquisitions of a similar scale in a timeline that delivered acquisition in less than a year and ground breaking less than 3 years from award as ADVANTAGEOUS

**2 Points**

Developer can clearly demonstrate at least one other project acquisitions of a similar scale in a timeline that delivered acquisition in less than 18 months and ground breaking less than 3 years from award as LEAST ADVANTAGEOUS

SCORE FOR CRITERION (E) \_\_\_\_\_ \*1.1= \_\_\_\_\_

**F- Number of publicly available parking spaces at a fee structure comparable to the City's publicly owned lots Criterion**

**6 Points**

Project provides more than 50 publicly available parking spaces as HIGHLY ADVANTAGEOUS.

**4 Points**

Project provides 21-49 publicly available parking spaces as ADVANTAGEOUS

**2 Points**

Project provides 20 publicly available parking spaces as LEAST ADVANTAGEOUS

SCORE FOR CRITERION (F) \_\_\_\_\_ \*1.1 = \_\_\_\_\_

TOTAL SCORE (A + B+C+D+E+F) \_\_\_\_\_

REQUIRED WITHIN 30 DAYS OF BID AWARD:

1. Three signed originals of the attached purchase and sale agreement
2. An additional 5% non-refundable deposit

SITE CONDITIONS AND REPRESENTATIONS:

- See attached Survey of property. Recorded at Bk83 P95
- City deed recorded is at the Hampshire Registry of Deeds at Book 14896, Page 170 (recorded 6/29/2023) but not including interests in land from the 33 King Street site to Main Street.
- Easement Area recorded in Hampshire Registry of Deeds, Book 5144 P157
- The City has completed a Phase 1 and 2 Environmental Site Assessment as well as a....
- The parcel is in the Central Business-Core zoning district. There is a requirement that at least a depth of 20' of commercial use be developed on the ground floor from the front of the building 20' back from the King Street lot line. From a point 20' back from King Street to the rear of the lot, residential uses are allowed. All floors above the ground floor may be non-commercial/residential uses.
- New Development requires Planning Board Site Plan and/or Special Permit depending on the uses and Central Business Architecture design approvals

## 2. Environmental Site Assessment:

Limited Removal Access ~~Assesment~~Assessment  
ESA Phase 1 & 2

Proposal Terms and Conditions

- A. Acceptance of RFP Terms. Respondent's submission of a proposal in response to this RFP shall constitute its acceptance of all of the terms and conditions of this RFP.
- B. Proposer's Responsibility to Review all RFP Terms. It is the responsibility of each respondent to examine the terms and conditions of this RFP. Failure to do so shall be at the respondent's own risk. The City will assume that the respondent has made a full investigation to be fully informed of the extent and character of the requirements of this RFP.
- C. Compliance with all Applicable Local, State, and Federal Laws and Regulations. The respondent shall comply with all applicable laws and regulations related to this project.
- D. City's Option. The City reserves the right to cancel this RFP or to reject, in whole or in part, any and all proposals received in response to this RFP upon its determination that such cancellations or rejections are in the best interest of the City. The City further reserves the right to waive any minor informality in any proposals received if such waiver is in the City's interest. The determination of the criteria and process by which proposals are evaluated, the decisions as to who shall receive a contract award, or whether or not an award shall be made as a result of this RFP shall be at the sole and absolute discretion of the City.



- E. Interviews and Acceptance or Rejection of Proposals. The City reserves the right to interview any and all respondents. The City reserves the right to modify or withdraw this request at any time, to reject any or all proposals or portions of proposals, to request additional information either in writing or through interviews of selected applicants, to solicit new responses, and to award contracts as it deems to be in its best interest.
- F. Proposals Become Public Records. All proposals will become a matter of public record, subject to the Massachusetts public records law (M.G.L. Chapter 66, Section 10) and the corresponding regulations and exemptions. Submission of a proposal acknowledges the City's obligations under M.G.L Chapter 66 if the City receives a public records request.

G. Closing Date:

Bid Deadline: Nov ~~16~~30, 2023

Right to cancel: ???

Legal Ads placed: ???

Final RFP released: September 12, 2023

Purchase and Sale: May 2, 2024???

SECTION IV: PROPOSAL AND DESIGNATION SCHEDULE The schedule for the proposal and designation process is as follows:

RFP available for distribution ~~August 24~~September 12, 2023 Site briefing and site walk ~~September 8~~October 3, 2023 Questions due ~~September-October 13~~10, 2023 Responses to questions provided ~~September 18~~October 16, 2023 Proposals due November ~~16~~30, 2023

Questions may be submitted by email to [cmisch@northamptonma.gov](mailto:cmisch@northamptonma.gov) before 3:00 pm on ~~September 13~~October 10, 2023. Responses to all questions will be sent in one or more addenda issued by the City of Northampton to all registered firms.. Only answers provided in writing through an addendum may be relied upon by the firms responding to this proposal. Proposals are due on or before November ~~16~~30 at 1:00 pm. Applicant must send electronic copy to: [cmisch@northamptonma.gov](mailto:cmisch@northamptonma.gov)

The proposals will be opened and recorded at 11 am on November ~~16~~30 at 1:15 PM. Late submissions will not be accepted. Unsigned proposals will not be accepted. The City reserves the right to reject any or all proposals and/or limit or refine this project's scope as deemed in the City's best interest. The City may request interviews with firms whose proposals meet the minimum criteria after November ~~16~~30, 2023.

The Preferred Developer is expected to execute a purchase and sale and land disposition agreement based on its proposal and the terms outlined in this RFP.



**Bids Submittal Form 33 King St, Northampton, Map 32A-127**

**Bidder Contact information:**

Name & Corporate Entity:	
Address:	
Phone#:	
Email:	
I hereby bid (minimum bid is \$2,500,000):	\$
Plus, amount over bid:	\$
<b>Total Bid:</b>	\$
Included 10% bid deposit	\$
Included and showing public easement for bike path connector? (Y/N)	
Commitment to utilizing electric ground or air source heat pump to serve the heating and cooling needs of any building. (Y/N)	
Projected Tax Revenue annually and sum total over 10 years bidder must show detailed calculations for assumptions	\$
Optional Other city Taxes collected over 10 years. Bidder must showed detailed calculations of assumptions	\$

<b>Total Benefit over 10 years</b>	<b>\$</b>
Optional- 20 Additional Parking Spaces. How many and what is commitment to fee structure?	

Purchase & Sale

1.2.1 DATE of this Agreement:

November 2023

1.2 PREMISES:

A parcel of land in Northampton, Massachusetts at 33 King Street, Map 32A-127 containing 1.46± acres, comprised of the land with structures thereon as shown on a survey prepared \_\_\_\_\_

Plan of Land Located in  
Northampton, Massachusetts, Prepared for The City of Northampton"

1.3 SELLER:

Address:

Email:

Seller's Attorney:

Address:

Phone:

1.4 BUYER:

Address:

Buyer's Attorney:

Address:

Phone:

Email:

1.5 CLOSING DATE:

1.6 PLACE:

City of Northampton  
210 Main Street, Northampton, MA 01060  
[CMisch@northamptonma.gov](mailto:CMisch@northamptonma.gov)

I, as authorized by \_\_\_\_\_ respondent, assert with my signature below that if I do not purchase and close on the property by ~~June 15~~ December 1, 2023 ~~2025~~, this contract will become null and void at no cost to the City of Northampton.

\_\_\_\_\_ Date:

I as authorized by \_\_\_\_\_ agree that shall \_\_\_\_\_ become the successful bidder that by signing below I agree that construction will commence within three years from the date of closing and that if construction does not commence on this date, the property deed will revert to the City of Northampton at no cost to the City.

\_\_\_\_\_ DATE:

Include Survey