

MCINTYRE PROJECT

The Thomas J. McIntyre Federal Building has been home to several offices of the Federal government for over 50 years. Located on Daniel Street, the building has supported offices of the Internal Revenue Service, the Social Security administration, the Federal Bureau of Investigation, and the U.S. Postal Service. Since 2004, the General Services Administration (GSA) has been planning to relocate the functions from this property to another location in Portsmouth. In fall of 2016, the GSA officially began its disposal process, declaring the building to be surplus to its needs.

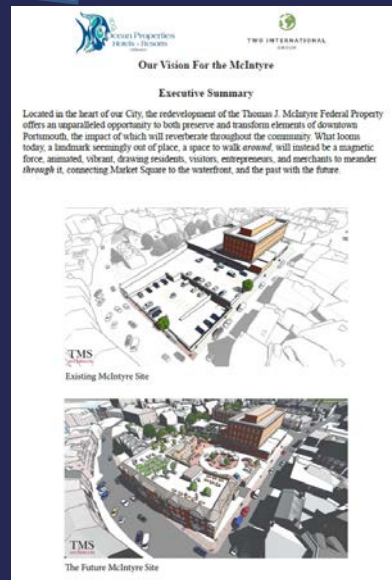
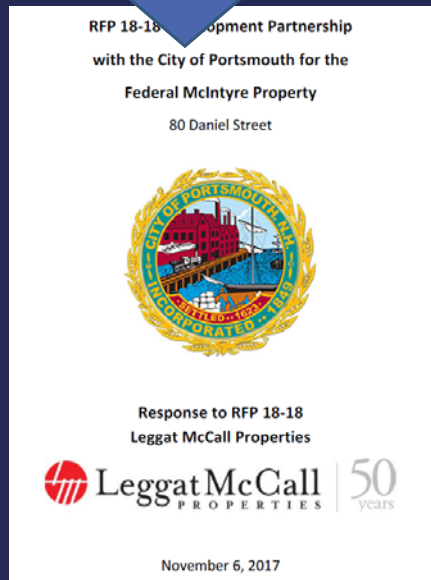
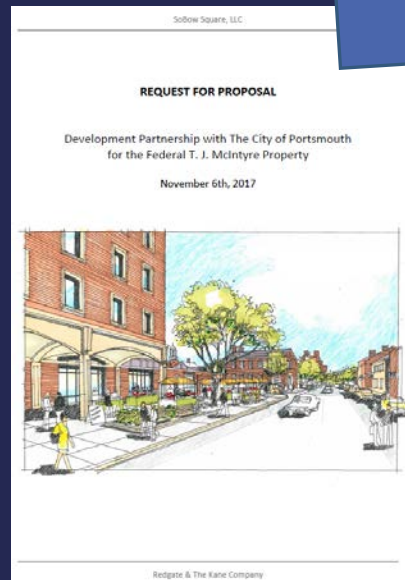
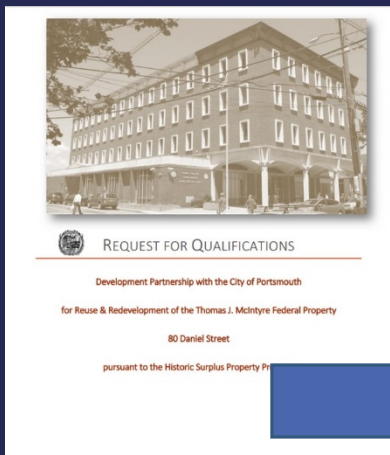
[For more information on this project please Click Here](#)



MCINTYRE PROJECT – CITY COUNCIL WORK SESSION NOVEMBER 13, 2017

- ▶ Review Process and Timeline
- ▶ Introduce City McIntyre team
- ▶ Review Council Goals, Public Input to Date, and RFP details
- ▶ Outline Proposals/ Discuss Evaluation Process
- ▶ Discuss Agenda and Format for Public Presentations

WORK SESSION AGENDA



PROCESS

7 Teams Submitted Qualifications

Wood, Winn, Ocean & Two Intn'l, 100 Market, Chinburg, Leggat McCall, Kane & Redgate

Gain Additional Input from SHPO

Conduct Additional Public Input

Council Work Sessions

Release Request for Proposals

Receive and Evaluate Proposals (3)

- November 13
- November 29th – 6 pm

Choose partner & submit application

CC Mtgs.	Other Dates	Possible Action	Additional Info
31-Jul		Workshop	
7-Aug		Authorize CM to release RFP	
22-Aug			
5-Sep			
9-Sep		RETREAT	McIntyre Public Input/Meet the Teams?
18-Sep			
2-Oct			
16-Oct			
9-Nov			
	13-Nov	Review Proposals – Select Teams To Interview	Special Meeting - Monday pm
20-Nov			
	23-Nov	THANKSGIVING	
	29-Nov	Conduct Interviews	Wednesday, 6 pm
4-Dec		Select Team	
18-Dec		Adopt Resolution/ Submit Application	

GSA Goal is to Vacate by Fall, 2018

NPS Recommends Application to GSA

GSA Accepts and Begins Transfer Process

City Accepts Property and Partner Ground Lease Term Begins

TIMELINE & PROCESS

The Historic Surplus Property Program



National Park Service
U.S. Department of the Interior
Technical Preservation Services

TIMELINE & PROCESS



7 Keys for Success:

(National Council for Public-Private Partnerships)

1. Public Sector Champion
2. Statutory Environment
3. Public Sector's Organized Structure
4. Detailed Contract
5. Clearly Defined Revenue Stream
6. Stakeholder Support

7. Pick Your Partner Carefully

The “best value” (not always lowest price) in a partnership is critical in maintaining the long-term relationship that is central to a successful partnership. A candidate’s experience in the specific area of partnerships being considered is an important factor in identifying the right partner. Equally, the financial capacity of the private partner should be considered in the final selection process.

OUR TEAM

- Alisa McCann, former staff, Historic Surplus Property Program, NPS
- Barry Abramson, Abramson & Associates, Commercial Real Estate Advisor
- John Sokul, Hinkley, Allen & Snyder, Partner and Chair of Real Estate Practice



OUR PARTNERS

- General Services Administration (GSA) – John Kelly, John Dugan, Carol Chirico
- National Park Service – Sarah Killinger, Bonnie Halda
- NH State Historic Preservation Office (SHPO) – Nadine Miller, Peter Michaud
- Private Partner?

- ▶ Shape redevelopment in the City's best interests by promoting **public/non-profit/commercial use of its ground floor; retained retail Post Office use on site;**
- ▶ Re-connect the site with Daniel, Penhallow, and Bow Streets via new **pedestrian ways, introduction of open space and public parking uses,** and revitalize the area with new uses;
- ▶ Ensure redevelopment/reuse of the site that meets the city's **economic development goals;** and
- ▶ Accomplish the above in a **fiscally prudent** manner, through a public-private partnership.



CITY GOALS

Does the City have preferences for more specific uses?

- ☑ Continued retail Post Office Use on site
- ☑ Public Access Uses Ground Floor
- ☑ Public Gathering/Open Space on site (location to be specified?)
- ▶ Office Use Emphasis? Residential Use?
- ▶ Stable daytime Employee Work Force?
- ▶ Public Parking?
- ▶ % for Art? Viewsheds? Other?

GUIDELINES FOR REDEVELOPMENT

PUBLIC COMMENTS

- ▶ Farmer's market (~"Quincy Market")
- ▶ Public gathering space/outdoor seating; rooftop access (restaurant)?
- ▶ Workforce housing – upper floors
- ▶ Office use – upper floors
- ▶ Continued Post Office use?
- ▶ Preserve view to St. John's
- ▶ Do not overbuild along Bow – avoid shadowing!
- ▶ Continue Commercial Alley
- ▶ Use Historic Tax Credits for amenities

Preliminary – Teams will present on Nov. 29th

Conceptual – Subject to Council Review, Public Input, and Negotiation

Flexible – Each proposal indicates willingness to “work with the City”

Goal: work with a partner to optimize successful project from program (uses), design, and financial perspectives.

3 PROPOSALS - OUTLINED



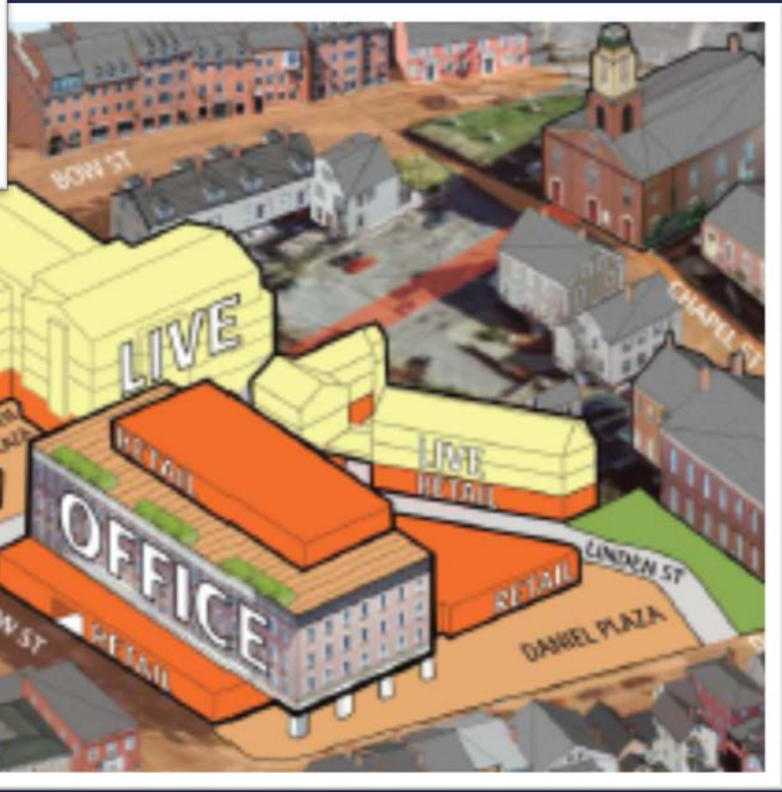
LEGGAT MCCALL – “LINDEN SQUARE”

Proposal Developer	Linden Square Legat McCall Properties hotelAVE - hotel partner
Program	
Residential	Rental Apts
# Units	122
Hotel	
# rooms	98
	includes 15,500 SF of restaurants
Office Gross, Net SF	
Retail/Rest Gross, Net SF	23,128
Total Gr SF (excl parkg)	237,710
Total Net SF	178,518
Parking # Spaces	184
Total Development Cost	\$83,683,467
Budget Allocation for:	
Site, Demo, Abatement	\$7,176,309
Environmental Remediation	?



TWO INTERNATIONAL/ OCEAN PROPERTIES

Proposal Developer	Ocean Properties Hotels & Two International Group JV
Program	
Residential	Rental Apts
# Units	34
Hotel	
# rooms	120
	includes 2,944 SF bar
Office Gross, Net SF	
Retail/Rest Gross, Net SF	29,460
Total Gr SF (excl parkg)	172,419
Total Net SF	132,109
Parking # Spaces	239
Total Development Cost	\$65,930,618
Budget Allocation for:	
Site, Demo, Abatement	\$1,300,000
Environmental Remediation	\$500,000



REDGATE/KANE – "SOBOW SQUARE"

Proposal Developer	SoBow Square LLC Redgate & The Kane Company JV
Program	
Residential	Condos, THs
# Units	50
Hotel	-
# rooms	-
Office Gross, Net SF	-
Retail/Rest Gross, Net SF	43,075
Total Gr SF (excl parkg)	45,330
Total Net SF	149,505
Parking # Spaces	140,355
	75
Total Development Cost	\$67,600,000
Budget Allocation for:	
Site, Demo, Abatement	?
Environmental Remediation	?

- **Proposed programs and financial terms are a starting point**
- **Importance of partner qualifications relative to proposed program, design, financial terms**
- **Acceptability of proposed uses and concerns re: viability, impact on financial terms**
- **Importance of creating or drawing upon public/shared parking in above context**
- **Process going forward**



EVALUATION PROCESS

VII. SELECTION PROCESS

The City Council will choose a partner to facilitate transfer and redevelopment of the site. The

1. EVALUATION CRITERIA

The intent of this RFP is to with the City of Portsmouth to realize the reuse and redevelopment of this 2.1 acre parcel in a manner that meets the community desires and enhances the long term vitality of this important City block.

Proposals will be evaluated according to the following:

- Responsiveness to submission requirements
- Comparable development experience
- Strength of entity members/completeness of the team
- Understanding of required project work and schedule
- Financial capacity

2. SELECTION PROCESS

- Proposals will be reviewed and evaluated by the City for responsiveness to this RFP.
- The City may select, by vote of the City Council, one or more entities to invite to be interviewed, which will involve a public presentation of proposals for the site's redevelopment. Additional questions regarding specific proposals may be asked at this time. Interviews will be factor in the overall qualitative evaluation of Proposals.
- Based upon all of the evaluation criteria and interview, the City may select a preferred partner. Alternately, the City reserves the right to negotiate with selected proposers to further refine the proposal(s) and to invite a "last and best" submittal for consideration, prior to final selection;
- The City, with its partner's assistance, will submit an application for transfer of the property from the GSA to the City, and the City will begin lease and property management negotiations with a preferred development entity.
- If the City is unable to reach agreement with its preferred partner, the City may enter into negotiations with the team whose proposal was deemed to be next most advantageous to the City.

SELECTION PROCESS

- ▶ Additional Information
- ▶ Interview Questions

PUBLIC PRESENTATIONS – WED., NOV. 29TH