

828 Mayor Kenneth A. Gibson Boulevard Redevelopment RFP



Request for Proposals

Issue Date: April 15, 2025

Pre-Bid Meeting: April 30, 2025

Submission Deadline: May 23, 2025



Table of Contents

I. Introduction	3
II. PROJECT OVERVIEW.....	3
A. Site Description.....	3
Project Snapshot	4
B. Project Goals.....	4
III. DEVELOPER OBLIGATIONS	5
IV. SUBMISSION REQUIREMENTS	5
A. Development Team Information, Overview, and Organizational Structure	6
B. Past Performance	6
C. Development Plan*	6
D. Project Schedule	6
E. Financial Narrative.....	7
F. Insurance & Bonding	7
G. Additional Information.....	7
V. SELECTION PROCESS.....	7
A. Submission Instructions	7
Submission:	7
Pre-Bid Meeting:	8
Communications:.....	8
Review Criteria:.....	8
VI. STATEMENT OF NON-COMMITMENT	9
VII. QUESTIONS & ANSWERS.....	9
VII. Appendices.....	9
A. Newark 360 Plan.....	9

I. Introduction

The Newark Land Bank ("NLB"), a division of Invest Newark, is pleased to release this Request for Proposals ("RFP") to purchase and develop the parcel located at 828 Mayor Kenneth A. Gibson Boulevard, Block 165 Lot 1.01 in Newark, New Jersey (the "Site").

A vacant five-story commercial office building constructed circa 1925 of masonry and steel currently occupies the Site. The building, which is in fair condition, has 32,575 square feet of above grade building area. The Site is located in the Central Business District on an active commercial corridor behind the Prudential Center. It is also in the Newark Downtown Core District Redevelopment Plan and the Four Corners Historic District, where it is surrounded by early twentieth-century art deco architecture. The redevelopment of the Site presents a unique opportunity to contribute to the City's community and economic development goals.

NLB invites all qualified developers ("Respondents") to submit complete responses ("Submissions") to this RFP for the redevelopment of the Site. Qualified Respondents may be for-profit, non-profit, or joint venture entities that demonstrate the experience and capacity to implement their plan in accordance with RFP objectives. A pre-bid meeting will be held on **April 30th** and all Submissions are due on **May 23th** at 5pm EST.

II. PROJECT OVERVIEW



A. Site Description

The Site is located within the Central Business District, near cultural institutions, such as the Prudential Center, the Newark Museum, and New Jersey Performing Arts Center. It is located in a rich transportation corridor, with a New Jersey Transit bus stop directly outside the building entrance and

Newark Penn Station .4 miles from the Site. While the surrounding neighborhood is mainly commercial, there are several local parks including Mulberry Commons, City Hall and Military Park within walking distance.

Project Snapshot

Site Location	On Mayor Kenneth A. Gibson Blvd, between Lafayette Street and Edison Place. The Site consists of Block 165, Lot 1.01.
Site Description	Adjacent to the Old First Presbyterian Church to the North and a vacant lot to the South occupied by a vacant, 5-story, commercial building constructed circa 1925 of masonry and steel.
Lot Size	32' x 113'
Building Square Footage	~32,575 SF above grade building area
Land Use/ Zoning	In the Newark Downtown Core Redevelopment Plan and the Four Corners Historic District as noted in the Newark 360 Plan.
Type of Development	Residential, Mixed-Use, or Commercial.
Acquisition Price	Highest and best offer.
Land Use Approvals	The selected project may require approval from the City of Newark Office of Planning and Zoning, the New Jersey Department of Environmental Protection, the New Jersey Historic Preservation Office, and the Newark Landmarks and Historic Preservation Commission.

B. Project Goals

The redevelopment of the Site presents an opportunity to continue to activate a major commercial corridor and further the goals of the Newark Downtown Core District Redevelopment Plan.

The NLB seeks to achieve the following goals for this RFP:

- Redevelop the Site into a thriving residential, commercial, or mixed-use development that incorporates a community development approach, will meet the needs of the local community, and attract people to the surrounding area.
- Create a thoughtfully designed development which contributes to the continued revitalization of the Mayor Kenneth A. Gibson Blvd. corridor.
- Establish a feasible capital and operating budget that addresses the various elements of the development program.
- Procure a qualified developer with experience, financial capacity, and vision to successfully implement the project.

III. DEVELOPER OBLIGATIONS

The Developer will be responsible for:

- **Project Management:**
 - Assembling a qualified development team with the necessary expertise to design, finance, construct, market, and manage the project.
 - Obtaining all necessary governmental approvals and permits.
 - Adhering to the project schedule and budget.
 - Providing regular status reports to NLB.
- **Community Outreach:**
 - Engaging with the local community and stakeholders throughout the development process.
 - Participating in public meetings and hearings.
- **Design and Construction:**
 - Developing a high-quality design that meets the project goals and is aesthetically pleasing.
 - Constructing the project in accordance with all applicable codes and regulations.
 - Ensuring the project is sustainable and environmentally responsible.
- **Financing:**
 - Securing all necessary financing for the project.
 - Providing NLB with evidence of financial capacity.
- **Marketing and Leasing:**
 - Developing and implementing a marketing and leasing plan that targets the desired tenant mix.
- **Property Management:**
 - Providing professional property management services for the completed development.

IV. SUBMISSION REQUIREMENTS

All submissions must include the following:

A. Development Team Information, Overview, and Organizational Structure

- Company overview and resume for each member of the proposed development team.
- Identification of the lead developer and the role of each member of the development team, including the proposed project manager and project architect.
- Organizational chart and narrative description of the proposed team structure.
- Summary qualifications of key project staff and a description of their role on this project and relevant experience.
- Preference will be given to Newark based developers and General Contractors.

B. Past Performance

- Illustrative materials covering two (2) recent projects of similar or comparable size and scope in the region over the past 5 years.
- Information on any projects on which the developer, its parent company, or any member of the development team has defaulted or declared bankruptcy.
- Information regarding any criminal indictments or felony convictions of the developer or any principal, officer, director, partner, member, manager or equivalent of any person or entity constituting a member of the development team.

C. Development Plan

- Narrative description of the submitter's vision for the project.
- Explanation of how the development plan addresses each of the city's vision, goals, and requirements addressed in Section II. B of this RFP.
- Detailed description of the design and programming of the proposed building.
- Proforma (Detailed Schedule of Project Sources and Uses).
- Site plan, renderings or schematics.
- Memorandums of understanding from relevant stakeholders if applicable.
- A phasing plan that indicates the sequence in which the site will be developed if applicable.

D. Project Schedule

- Project schedule detailing the duration (in number of months) and dates for key milestones beginning at initial selection through completion of construction and initial occupancy.
- Identification of the anticipated time required for each governmental approval.

E. Financial Narrative

- Anticipated sources of project financing, financing costs, discussion of the risks and benefits of the proposed structure, and how it is the most advantageous to the city.
- Letters of Interest from potential funding sources
- Copies of developer’s audited financial statements or tax returns for the past three fiscal years.
- Statements regarding the developer’s financial creditworthiness and past development experience, including the names and addresses of at least three (3) commercial or institutional credit references and a letter authorizing each credit reference to respond to inquiries from the Newark Land Bank.

F. Insurance & Bonding

- Extent of insurance coverage which your firm carries to protect against liability & bonding capacity.
- Include the name of all carriers and amounts of coverage.

G. Additional Information

- Each submitter is required to complete the attached Completeness Checklist and Applicant’s Letter.
- Any other information to assist the NLB in its evaluation of the proposal including a statement of why NLB should select the developer and its development team.

V. SELECTION PROCESS

A. Submission Instructions

All Submissions must include the contents outlined in Section IV. Submission Requirements.

Section	Contents
A	Development Team Information
B	Past Performance
C	Development Plan
D	Project Schedule
E	Financial Narrative
F	Insurance & Bonding
G	Additional Information

Submission:

Please note the following information on the front page of each Submission:

- Project Title
- Respondent Name
- Project Site
- Submission Date
- RFP #07-25 – 828 Mayor Kenneth A. Gibson Blvd. Redevelopment

Submissions must be submitted electronically to: nlbinfo@investnewark.org.

Pre-Bid Meeting:

Date: April 30, 2025

Time: 10:00 AM - A recent appraisal will be emailed to those in attendance.

Location: 828 Mayor Kenneth A. Gibson Blvd., Newark, NJ

Attendance at the pre-bid meeting is mandatory

Communications:

All communications and inquiries regarding this RFP should be submitted in writing to the NLB at nlbinfo@investnewark.org.

Review Criteria:

The selection process will consist of two phases:

Phase 1: Initial Review

NLB will review each submission to determine if it meets the following threshold requirements:

- **Completeness:** The submission must include all required Sections A through G, as noted above.
- **Minimum Qualifications:** The Respondent must demonstrate experience developing a project of similar size and scope and the financial capacity to undertake the project.

Submissions that meet the above threshold requirements will be evaluated and scored based on the following criteria:

- **Development Team and Past performance (40%)**
- **Development Plan (30%)**
- **Financial Capacity (30%)**

Phase 2: Highest and Best Offer

NLB will select the top 10% of submissions based on the Phase 1 evaluation and invite those Respondents to reconfirm their highest and best offer. *(A recent appraisal, completed in 2024, valued the property at \$3.4M).* NLB may conduct interviews with finalists to further discuss their submissions.

C. Selection

NLB will base their final selection on the highest and best offer, evaluation criteria noted in the RFP and any interviews conducted. NLB reserves the right to reject any or all submissions and to waive any irregularities or informalities in the submissions received.

VI. STATEMENT OF NON-COMMITMENT

Issuance of this RFP does not commit the Newark Land Bank to award a contract or to pay costs incurred in the preparation of proposals responding to the RFP. The NLB reserves the right to reject any or all proposals and reissue the RFP. The NLB may reject any or all submissions as it deems in its best interest. The NLB reserves the right to waive any irregularities or technicalities when it deems the public interest will be served.

VII. QUESTIONS & ANSWERS

Applicants may submit questions and/or requests for further information no later than 5pm on **May 9, 2025**. Questions and/or requests for further information should be sent via email to nlbinfo@investnewark.org

VII. Appendices

A. Newark 360 Plan

The Newark 360 Master Plan can be found here: [Newark360 Master Plan | Newark360 \(www.newark360.org/newark360-final-plan\)](https://www.newark360.org/newark360-final-plan)

B. Completeness Checklist

C. Applicant Letter

828 Mayor Kenneth A. Gibson Blvd. RFP Completeness Checklist

Section	Contents	
A	Development Team Information	
	1. Company overview and resume for each member of the development and design team	
	2. Organizational chart and narrative of team structure	
	3. Qualifications of key project staff, description of their role on this project and relevant experience	
B	4. Evidence of Newark based developer or General Contractor (if applicable)	
	Past Performance	
	1. Illustrative materials covering two recent projects of similar size and scope	
C	2. Information on any acts of default or bankruptcy by the developer or development team (if applicable)	
	3. Information on any criminal indictments or felony convictions from the developer or development team (if applicable).	
	Development Plan	
	1. Brief narrative of project vision	
	2. Explanation of how the development plan addresses the city's vision, goals, and requirements.	
	3. Description of the building design and programming	
	4. Project Proforma including Sources and Uses	
5. Site plan, renderings or schematics		
D	6. Memorandum of Understanding from relevant stakeholders if applicable.	
	7. Phasing Plan if applicable	
E	Project Schedule	
	1. Project Schedule detailing the key milestones	
F	2. Identification and timing required for each governmental approval	
	Financial Narrative	
	1. Anticipated sources of project financing, costs, narrative of proposed structure and how its advantageous to the City	
	2. Letters of Interest	
G	3. Audited financial statements or tax returns for last three years	
	4. Statements regarding the developers financial creditworthiness and past development experience from 3 references	
H	Insurance and Bonding	
	1. Evidence of insurance coverage for liability and bonding capacity.	
I	2. Name of carrier and amount of coverage	
	Additional Information	
	1. Completeness Checklist	
J	2. Applicants Letter	
	3. Any other information the Respondant finds relevant	

**828 Mayor Kenneth A. Gibson Blvd. RFP
Applicant's Letter**

Newark Land Bank
c/o Invest Newark
111 Mulberry Street, LL
Newark, NJ 07102
Attention: Martha Baez, SVP Land Bank

Re: Proposal in Response to 828 Mayor Kenneth A. Gibson Blvd. RFP

Dear Ms. Baez:

This letter is being submitted in connection with my proposal ("Proposal") submitted in response to the Request for Proposals ("RFP") issued by the Newark Land Bank ("NLB") for the 828 Mayor Kenneth A. Gibson Boulevard site ("Development Site").

I am the "Applicant" of the Proposal included herewith. I have received, read, and understand the provisions of the RFP.

I understand that the NLB may reject all proposals and select no proposal for any or no reason. I understand that the NLB may re-issue the RFP, issue a new RFP, or decide to dispose of or develop the Development Site without an RFP, in its sole and absolute discretion. I acknowledge that NLB will not be responsible for any costs incurred by me in preparing my proposal and in responding to the RFP, even if the NLB rejects all proposals, re-issues the RFP, or decides to dispose of or develop the Development Site without an RFP.

I understand that if my proposal is selected as the best response to the RFP, that such selection does not necessarily grant me or my entity(ies) any rights to the Development Site and such selection will only mean that the NLB will commence negotiations with me regarding the development of the Development Site.

I recognize that any negotiations with the NLB will be subject to the following terms and conditions:

1. The commencement of negotiations will not represent any obligation or agreement on the part of the NLB or The City of Newark ("City"), which may only be incurred or entered into by a written purchase and sale agreement or similar disposition agreement which has been approved as to form by the NLB and which will contain terms and conditions regarding the development of the Development Site (the "Purchase and Sale Agreement").
2. The Applicant will not have permission to enter upon the Development Site, which permission will only be granted, if at all, in the form of an access and license agreement duly executed by the Applicant and the NLB. The execution of any such license agreement, if it occurs, will only indicate that the NLB has granted permission for the Applicant to enter onto the Development Site for the limited purposes stated in the scope of work set forth therein, and will not indicate that the NLB reached any other agreement with the Applicant regarding the Development Site or the Project.
3. The following requirements must be satisfied prior to the disposition of the Development Site:

The disposition of the Development Site must be reviewed and approved in accordance with all applicable NLB and City policies, which include, but are not limited to, the following:

- a. The Applicant, any other potential grantee of the Development Site, and their respective Principals must successfully undergo background checks concerning their suitability to do business with the NLB and the City.
 - b. The Development Site will not be sold to any person or entity which, or to any entity with a Principal who: (i) has not fulfilled development responsibilities undertaken in connection with the NLB, the City or other governmental entities, (ii) is in default on any obligations to the NLB or the City, (iii) is a former owner of the Development Site, or (iv) has lost real property to the City in tax or lien enforcement proceedings.
 - c. The grantee must execute legal documents in form and substance acceptable to the NLB.
4. During negotiations, the Applicant must diligently, competently, and expeditiously comply with all requirements communicated to the Applicant by the NLB.
 5. The design of the Project must comply with any applicable NLB development requirements and guidelines and all applicable legal and regulatory requirements (including zoning laws, housing codes, and building codes).
 6. Either the NLB or the Applicant may terminate negotiations at any time with or without cause. Negotiations may be terminated if Applicant does not acquire the Development Site within six (6) months from the date of the Purchase and Sale Agreement.
 7. If negotiations are terminated by either the NLB or the Applicant, whether with or without cause, or if negotiations terminate automatically, then neither the NLB, the City nor the Applicant will have any rights against or liabilities to the other.
 8. Neither the NLB nor the City is not obligated to pay, nor will it in fact pay, any costs or losses incurred by the Applicant at any time, including, but not limited to, the cost of: (i) any prior actions by the Applicant in order to respond to the RFP or any aspect of selection process, or (ii) any actions by the Applicant in connection with the negotiations, including, but not limited to, actions to comply with requirements of the NLB, the City, or any applicable laws, regardless of whether before, in anticipation of, or after execution of the Purchase and Sale Agreement.

Very truly yours,

Signature and Date

Title

Name of Applicant Entity