



CITY OF BLOOMINGTON, INDIANA REQUEST FOR INFORMATION (RFI)

HOPEWELL RFI One: BLOCKS 8-9-10

Bloomington, Indiana

Issue Date: February 14, 2023

RESPONSES DUE: April 12, 2023 at 11 AM

CITY OF BLOOMINGTON, INDIANA REQUEST FOR INFORMATION (RFI)

HOPEWELL RFI One: BLOCKS 8-9-10

TABLE OF CONTENTS

INTRODUCTION	3
COMMUNITY BACKGROUND	5
HISTORY OF HOPEWELL	7
GOALS AND OBJECTIVES	8
SITE INFORMATION	10
SUBMISSION REQUIREMENTS	19
PUBLIC RECORDS	23
EVALUATION PROCESS	24



This Request for Information (RFI) begins the re-development of a new neighborhood in the heart of Bloomington, Indiana. It is the first stage in a dramatic opportunity to re-envision 24 acres at the former site of Bloomington Hospital, to create a neighborhood for our future.

From the start of his service in 2016, Mayor Hamilton and his administration focused on Bloomington’s significant affordable housing challenges. The administration recognized that housing demand driven by Bloomington’s population growth, including Indiana University enrollment growth, was outpacing housing supply citywide.

With the city’s acquisition of the 24-acre Hopewell site (the former legacy Bloomington Hospital), the City is seeking to redevelop a specific area of the neighborhood, known as Blocks 8-9-10 in the Bloomington Hospital Redevelopment Master Plan.

Located just south of Bloomington’s downtown, Hopewell is bounded roughly by West 2nd Street to the north, West Wylie Street to the south, the B-line Trail to the east, and South Walker Street to the west. Neighboring the established neighborhoods of McDoel Gardens and Prospect Hill, this location presents a rare opportunity to create a community hub that enhances and expands the experience of living in and working in the City of Bloomington.



Through Hopewell, the Bloomington community can imagine a new neighborhood in the heart of our city, a neighborhood to embody 21st Century realities and aspirations:

- **Bloomington must diversify and expand opportunities for all.** Hopewell should be an inclusive neighborhood where people from all walks of life and all ages, incomes, abilities and backgrounds can thrive.
- **Bloomington must create sustainable neighborhoods to advance toward a zero carbon future.** Hopewell should exhibit best practices in sustainable redevelopment, as a blueprint for a more equitable, livable, and resilient Bloomington.
- **Bloomington must continue to be a place of beauty and excellent design for all.** Hopewell should be an inspiring neighborhood of excellent design and public and private amenities.



The redevelopment of the former IUH Health Hospital Site (now designated as Hopewell Neighborhood) is an amazing opportunity, particularly due to its proximity within the city and to the B-line multi-modal trail. In leadership of this effort, the city is investing over \$24MM in the Hopewell Neighborhood and in preparation for development have:

- Defined Market Need through Housing Studies
- Targeted Development within Opportunity Zone
- Developed Master Plan (with SOM Architecture)
- Secured Land Control
- Contracted Phase I and II Environmental Studies
- Completed Rezoning Process
- Defined Overlay District for most of Hopewell (to refine needs of this area)
- Prioritized planning review meetings for this RFI
- Pursuing a 9% LIHTC deal in 2023 with a selected developer for the redevelopment and expansion of the historic Kohr Building (Block 5)
- Demolition and Infrastructure (roads and urban greenway) at Blocks 1, 2, 3 (Phase I East)
- 1st St Reconstruction (at north side of Blocks 8-9-10) - from this area east to College Avenue and in partnership with a federal grant: The project will install UDO compliant sidewalks, lighting, and tree plots along both sides of West 1st Street in the project area. As part of the West 1st Street reconstruction, the intersection of S. Fairview and 1st Streets will be constructed as a 2-way street. The project will also construct the intersection of 1st Street and future Jackson Street to provide a tie-in point for the proposed street. The intersection will be constructed as a raised intersection at Fairview and Jackson, as well as other intersections along the corridor to create a low-speed shared street. The raised intersections will have decorative crosswalks and the intersections will be concrete with decorative jointing. The access curb cut off of 1st Street shown in the diagram below can be eliminated once the final development plans are established. Construction is planned for 2023 – 2025. Refer to the [attached link](#) for detailed construction documents for this project.

NOTE: The City of Bloomington anticipates release of future RFI's for redevelopment of the other Hopewell blocks. The next RFI will be released for Blocks 1, 2, 3, which will primarily include over 330 multi-family units.

COMMUNITY BACKGROUND

Nestled in the rolling hills of southern Indiana, Bloomington is a small town with big-city amenities, atmosphere, and culture—home of Indiana University’s flagship Bloomington campus (IUB), a leading Tier-1 Research University; award-winning parks and trails; 200 restaurants with worldwide cuisines; Indiana’s fastest-growing co-work space; the Little 500 bicycle race; the Lotus World Music & Arts Festival; fantastic museums; a thriving music scene; and some of the most sought after craft beers in America.¹

The City’s built environment blends historic districts from the last century and a half with collegiate Gothic architecture on the IUB campus and more contemporary structures throughout the City. Bloomington is a community steeped in tradition but with an eye always on progress and sustainability.

Bloomington is the sixth most populous city in Indiana, with an estimated population of 85,000. The City is fairly densely populated, with 3,600 people per square mile, compared to only 87 people per square mile, on average, nationwide.²

Bloomington supports a vibrant economy and a thriving business district composed of roughly 6,000 businesses.³ The City’s business community is noted for excellence in pharmaceuticals, medical devices, technology, healthcare, craft beverages, and the arts. Its concentration of employment in the life sciences is six times greater than the U.S. average and growing. Indiana University, IU Health, and IU Health Bloomington Hospital recently opened its new regional academic health center, which will employ thousands and expand opportunities for health sciences education and research.

In addition to major employers such as IUB (7,701 employees), IU Health Bloomington (over 2,200 employees), the Cook Group (3,330 employees), Catalent (3,200 employees), Baxter Healthcare Pharmaceutical (1,100 employees), and nearby CRANE NSWC (more than 5,000 employees) and Boston Scientific (800 employees), downtown Bloomington alone boasts more than 140 local and unique restaurants, bars, and coffee shops, seven local breweries, and a distillery.

The city of Bloomington is frequently heralded as a desirable place to live and work, and it has been the recipient of a number of awards recognizing its community assets and quality of life. Bloomington has been recognized by Inc. Magazine as one of “America’s Best Cities for Doing Business” and as one of Entrepreneur Magazine’s Top 50 “Hottest Small Cities for Entrepreneurs.” Forbes Magazine ranked Bloomington No. 3 in its “Best Places for Business Careers” feature and as a top city for work-life balance.⁴ The city has also been named one of the “Top 5 Food Towns in the Midwest” by Midwest Living Magazine and the “7th fastest

¹ http://www.huffingtonpost.com/2015/02/18/most-sought-after-beers_n_6702260.html, accessed February 26, 2017. ³ Sperling’s Best Places, Bloomington, Indiana,

² <http://www.bestplaces.net/people/city/indiana/bloomington>, accessed February 26, 2017.

³ United States Census Bureau, “QuickFacts Beta: United States: Bloomington City, Indiana,” <http://www.census.gov/quickfacts/table/PST045214/00,1805860>, accessed March 10, 2022.

⁴ https://www.forbes.com/lists/2009/5/bizplaces09_Bloomington-IN_2747.html accessed June 19, 2018.

growing destination for wine and culinary enthusiasts in the nation” by Orbitz Research Travel.⁵ In 2021 - in the height of the pandemic, Bloomington was recognized by TechPoint as Indiana’s “[Rising Tech City](#)”, highlighting the many innovations and partnerships underway to build an economy for the future.

Potential residents and business owners recognize Bloomington’s attributes—and the City’s wage growth and assessed value (AV) are consistently on the rise. Weekly wages grew 2.8% during 2021, and AV grew 6.3% from 2020 to 2021. Bloomington’s population is younger than the national average, reflecting the large number of university students, with a median age of 24 years, compared to 37.7 years nationwide.

The City operates a number of programs to benefit renters and homeowners and increase affordable housing. For instance, the City’s new Shared Appreciation Home Ownership Program helps lower-income individuals and families purchase a home in the development. The Program offers qualifying (income and other guidelines met), first-time homebuyers a City-funded forgivable loan for up to 20% of the home price to assist with a down payment.

Finally, Bloomington is home to two higher education institutions, including IUB, the flagship campus of Indiana’s eight-campus university system, with a total 2022 fall enrollment of 47,005. IU is renowned for teaching and research in fields ranging from informatics and chemistry to African studies and music, and receives top rankings for the O’Neill School of Public and Environmental Affairs and the Kelley School of Business, to name just a few. Just down the road, Ivy Tech Community College boasts region-specific programming to better prepare the area’s workforce. Our vibrant community has earned its recognition as one of the “best college towns to live in forever.” ⁶

⁵Travel Indiana <https://travelindiana.com/a-sophisticated-urban-oasis/#:~:text=Named%20one%20of%20the%20%E2%80%9CTop,a%20meadery%2C%20cidery%20and%20distillery.>

⁶ Livability, City of Bloomington, Indiana, <http://www.livability.com/in/bloomington.>

HISTORY OF HOPEWELL

In 1905, Bloomington's Local Council of Women bought the 10-room red brick house that would become our community's [first hospital](#). The house, located on a portion of the acreage that became Bloomington Hospital and later IU Health Bloomington Hospital, had previously belonged to a local man named Isaac Hopewell. The property came to be known by his name, linking "Hopewell" to the site for generations to come.

The Local Council of Women turned the structure into a much-needed local hospital, which they supported with canned goods, garden produce and fundraisers – even raising chickens to help feed patients! Hopewell House served as part of Bloomington's hospital for nearly six decades, eventually being razed in the summer of 1963. The beautiful legacy of Hopewell House – residents taking action to care for each other – continues to inspire the many individuals working to ensure that this new neighborhood in the heart of Bloomington remains a place of compassion, good health, and perpetual optimism.

In May 2018, IU Health agreed to sell the 24-acre hospital site to the City. IU Health relocated to a new hospital facility in late 2021. Some of the property has already been conveyed to the City, and the remaining will transfer to the City before December 31, 2023.

The agreement states that the City will receive a portion of the site cleared and remediated. This area includes the main hospital building and the area bound by 2nd, Rogers, 1st and Fairview Streets. The demolition and remediation of the remainder of the 24-acres will be the City's responsibility. The existing parking garage (available for parking space leasing) and the Kohr Administration Building will remain. A Hospital Reuse Committee was formed in 2015 and continues its work as the Hopewell Steering Committee to offer input and provide guidance to the planning process.



GOALS AND OBJECTIVES

In addition to the City's Comprehensive Master Plan⁷ and the Bloomington Hospital Redevelopment Master Plan ⁸ (by SOM), a 2020 city [housing study](#) also lays out a number of efforts to increase housing options in Bloomington and Monroe County. The Bloomington Hospital Redevelopment Master Plan excerpt and links to the full plan are below. The blocks included in this RFI are identified below in red.



This study followed a Regional Opportunity Initiatives (ROI) [housing study](#) for the 11-county Indiana Uplands region, including Monroe County. The high-level overview of Monroe County and Bloomington provided general guidance to community leaders on housing issues and strategies. According to this housing study (linked above), the purchase price point for homes constructed in this development ideally should be less than \$250,000.

⁷ Bloomington Comprehensive Plan <https://bloomington.in.gov/planning/comprehensive-plan>

⁸ Bloomington Hospital Redevelopment Master Plan https://bloomingtonhospitalsite.com/wp-content/uploads/2021/01/2021.01.13_BHRU-Reuse-Master-Plan-2-pg-per-screen.pdf

The City of Bloomington’s Comprehensive Master Plan embraces similar goals and policies:

Goal 5.1 Housing Affordability: Improve access to affordable housing for a continuum of needs in Bloomington, including people experiencing homelessness, low-income, and moderate-income households. Strive for permanent affordability in rental and owner-occupied housing options, with policies that recognize differences among the needs of extremely low-income households.

Policy 5.1.1: Expand and sustain housing programs designed to serve the long-term affordability needs of moderate-income, low-income, and extremely low-income households, to achieve an income diverse and inclusive city.

Policy 5.1.2: Establish affordable housing in locations with close proximity to schools, employment centers, transit, recreational opportunities, and other community resources to increase access.

Policy 5.1.3: Encourage a wide range of housing types to provide a more diverse mix of housing opportunities and household income levels, preferably within neighborhoods and multi-family housing developments.

The City has recently updated Title 20 of the Bloomington Municipal Code, also known as the Unified Development Ordinance (UDO). The new UDO can be found at

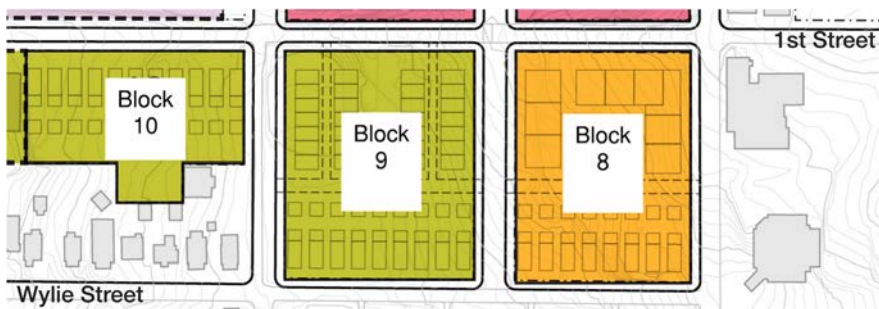
https://bloomington.in.gov/sites/default/files/2022-06/Final_UDO_June_2022_0.pdf

The City of Bloomington seeks knowledgeable, financially sound, and experienced housing developers to create a residential development with options for low to moderate income households. This housing is not targeted as student housing. Targets for each block are shown in the table below and long-term affordability is desired. Income levels are defined using the income limits provided by the City of Bloomington Department of Housing and Neighborhood Development (HAND) as published annually by the U.S. Department of Housing and Urban Development found [here](#).

Income Category Definition & Income Level	Affordable Below 80% AMI	Workforce 80%-120% AMI	Market Rate Greater than 120% AMI	Home Ownership Goal
Block 10	20%	as much as possible	not defined	100%
Block 9	20%	as much as possible	not defined	100% home ownership for single family and townhomes
Block 8	20%	as much as possible	not defined	100% home ownership for single family and as much as possible in multi-family area

This 5.6-acre area (Blocks 8-9-10) is the first redevelopment area within the whole 24-acre Hopewell Neighborhood, envisioned with a variety of housing types at price points available to individuals and families. Submitters can choose to submit on Block 8, 9, 10, or any combination of the three, but must submit a proposal for at least one entire block.

Development of the Project Site must include high quality design, materials, and construction. The architecture must be compatible with the character of the larger community. The project should use environmental-friendly and sustainable principles in design and construction. A sustainability goal of no less than LEED Silver is expected. The development must comply with the standards for architecture, materials, and construction defined in the UDO as currently zoned.



The city adopted an Overlay District for this area. For this RFI, the overlay only applies to Block 8, zoned RM. Blocks 9 and 10 are zoned R4 which is consistent with the Bloomington Hospital Redevelopment Master Plan and are not part of the Overlay. Responding firms are encouraged to contact the City of Bloomington Department of Planning & Transportation with questions relating to the development standards.

The approximate block sizes are documented in the Master Plan (page 57). Excerpt is below:



Bloomington: A CDFI-Friendly Community

CDFI Friendly Bloomington (CFB), a 501(c)(3) nonprofit, was formed in 2018 to attract Community Development Financial Institution (CDFI) investments to Bloomington and has assembled \$4.25 million in financing to supplement outside CDFI investment (which has totaled \$24 million in the past three years). The City encourages developers to consider leveraging CDFI investments, and CFB may participate as a co-investor in housing projects such as this one.

Use of Incentives

The City of Bloomington is willing to discuss financial and non-financial incentives with those considering proposal submissions commensurate with a public benefit. Developers should outline intended incentives to be requested. Financial planning for potential development should consider traditional housing incentives such as tax credits, federal funds, abatements, and City of Bloomington Unified Development Ordinance (UDO) incentives. The City of Bloomington also has a locally-funded Housing Development Fund available for affordable housing grants and loans.

SITE INFORMATION

Block 10 (approximately 1.4 acres) is located at the corner of W. 1st and S. Fairview Streets and is owned by the City of Bloomington, Redevelopment Commission.



A vision for this area was defined in the 2020-2021 Master Plan and identified eleven parcels of single-family housing; however, the R4 zoning classification permits many different types of housing. Parcels in this area currently owned by the City will be governed by the standards of the R4 district and will allow for R4 uses, which include attached single family as well as duplexes, triplexes, and fourplexes, in order to provide the most flexibility. The parcel not under City Control is zoned R3 and may require rezoning, if included. The City is seeking creative options for development of this parcel for homeownership, including various housing types that will increase density. Smart Growth Principles include diversity in housing options, denser development, and the construction of compact neighborhoods that are walkable, livable, and sustainable. The R4 district is intended to accommodate residential uses on small urban scale lots that offer a diverse mix of housing opportunities consistent with the City's Comprehensive Plan and other adopted plans including the Bloomington Hospital Redevelopment Master Plan. Additional studies of the area identified several potential lot layouts, of which one is shown below as an example and would lead to a density of 16-18 units. Within R4, up to 8 units of multifamily are allowed on one lot via conditional use process. This layout is intended for general guidance only.



Key considerations of Block 10:

- A mix of the allowed housing types is anticipated.
- Alley access with accessory buildings and parking located off the alley.
- Considerations for sustainable practices such as solar can provide lower energy costs for tenants and owners.
- Responsibilities of the Block 10 Developer(s)
 - Subdivision and final parceling
 - Dedicate right-of-way along S. Fairview Street (30 feet from the current center of the row)
 - Environmental work required for redevelopment. Please note all environmental reports are available at <https://bloomingtonhospitalsite.com/resources/>. Phase I environmental is currently available. Phase II is expected to be posted mid-February.
 - Demolish existing structures and make ready the site
 - Make improvements to the western-most ROW of S. Fairview Street to achieve compliance with UDO and Transportation Plan requirements, including but not limited to new sidewalks, lighting, tree plots, etc.
 - Seek approvals to extend and improve the existing alley from its current terminus, eastward to S. Fairview Street (including but not limited to any utility modifications)
 - Alley improvements per UDO and transportation plan
 - Required on-site drainage and stormwater detention (the 1st St Reconstruction project will not accommodate the on-site required detention)
 - Property management for any leased properties

- Contractual considerations
 - Sustainability minimum: LEED Silver
 - City considers all owned parcels in this area to be “for sale” as part of this transaction, except for the western most parcel, intended for a land trust.
 - City is interested in a requirement that a person can only own one unit within this area. (No one can own two units)
 - City is interested in long term home ownership.
 - Assumption of Association: The developer may, at its sole discretion, surrender its control to the Association at any time after Plat for the Block is recorded. However, Developer must surrender such control earlier of _____ or the date upon which the developer has sold ninety percent (90%) of the land area of the Lots in the Block.
 - Land value (as-is with buildings) = \$664,030 (average of two appraisals)
 - Redevelopment fees: \$8,000 per unit

Block 9 (approximately 2.2 acres) is located south of 1st street between S. Fairview and S. Jackson Streets and is owned by the City of Bloomington, Redevelopment Commission.



Block 9 is very similar to Block 10 in regards to land use and is governed by the standards of the R4 district and will allow for R4 uses, which include attached single family as well as duplexes, triplexes, and fourplexes, in order to provide the most flexibility. Block 9 will require the extension of S. Jackson Street from 1st Street to Wylie Street. The block is expected to include multiple housing types, and the Master Plan identified at least the following:

- 9 Single Family Units
- 28 Townhomes

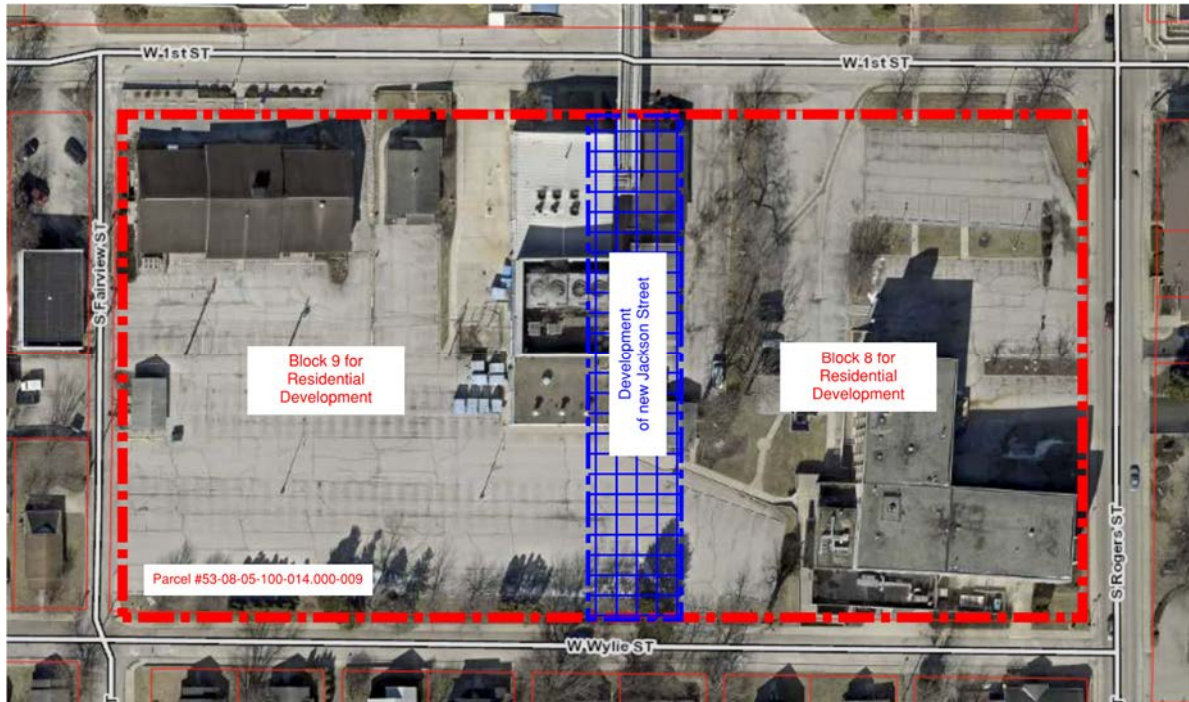
Key considerations of Block 9:

- A mix of the allowed housing types is anticipated.
- Alley access with accessory buildings and parking located off the alley.
- Considerations for sustainable practices such as solar can provide lower energy costs for tenants and owners.



- Responsibilities of the Block 9 Developer(s)
 - Subdivision and final parceling, including new alley and street development as indicated.
 - Environmental work required for redevelopment. Please note all environmental reports are available at <https://bloomingtonhospitalsite.com/resources/>. Phase I environmental is currently available. Phase II is expected to be posted mid-February.
 - Demolish existing structures as needed and make ready the site
 - Reconstruct South Fairview Street to achieve compliance with UDO and Transportation Plan requirements. If blocks 8 and 9 are developed by independent companies, the reconstruction of Fairview Street (adjacent to this parcel) will be the responsibility of Parcel 9.
 - Alley improvements per UDO and transportation plan
 - Required on-site drainage and stormwater detention (the 1st St Reconstruction project will not accommodate the on-site required detention)
 - Property management
 - The residence at 615 W. 1st Street will be utilized by the City of Bloomington as a construction office trailer for the Phase I East Infrastructure project through Fall 2024. This house is listed as a Contributing structure on the Bloomington Survey of Historic Sites and Structures and any changes or demolition may be subject to review by the Bloomington Historic Preservation Commission.
 - Property management for any leased properties
- Contractual considerations
 - Sustainability minimum: LEED Silver
 - City considers all owned parcels in this area to be “for sale” as part of this transaction. The City will also consider a few properties as land trust, if desired, and/or other mechanisms to assure long term value, affordability, or community benefit.
 - City is interested in a requirement that a person can only own one unit within this area. (No one can own two units)
 - City is interested in long term home ownership.
 - Assumption of Association: The developer may, at its sole discretion, surrender its control to the Association at any time after Plat for the Block is recorded. However, Developer must surrender such control earlier of _____ or the date upon which the developer has sold ninety percent (90%) of the land area of the Lots in the Block.
 - Land value (as-is with buildings) = \$1,448,350 (average of two appraisals)
 - Redevelopment fees: \$8,000 per unit for each Townhome and Single Family

Block 8 (approximately 2.0 acres) is located south of 1st Street between S. Fairview and Rogers Streets in Bloomington, Indiana and is owned by the City of Bloomington, Redevelopment Commission.



A vision for this area was defined in the 2020-2021 Master Plan and identified breaking up this single parcel into two different blocks. Block 8 is expected to include multiple housing types:

- 8 Attached Single Family Units
- 40 Multi-Family Units

The city is seeking creative options for development of this parcel for rental and homeownership, including various housing types that will increase density even beyond the Master Plan projections. Smart Growth Principles include diversity in housing options, denser development, and the construction of compact neighborhoods that are walkable, livable, and sustainable.



Key considerations of Block 8:

- Block 8 is included in the Overlay district.
- A mix of the allowed housing types is anticipated.
- Overlay district requires motor vehicle access to parcels be derived from an alley.
- Alley access with accessory buildings and parking located off the alley.
- Considerations for sustainable practices such as solar can provide lower energy costs for tenants and owners
- For multi-family buildings, first floor non-residential is preferred. The UDO identifies several opportunities for first floor non-residential permitted uses:

Workspace	Lobby space
Job Training	Childcare
Café/Coffee Shop	Adult daycare
Barbershop/Salon	Social services
Community Space	Fitness/wellness
Event Space	Makerspace/workshop
Gallery/Art Studio	Shared Kitchen

- While the Master Plan reflects an entire new development on Block 8, the City of Bloomington also welcomes considering a solution that includes redevelopment of the 714 S. Rogers Building (existing location illustrated below). This could potentially be redeveloped as artist studio and housing, in partnership with city arts programming and support (refer to the Bloomington Arts study below). Additional studies of the Block 8 area identified the potential reuse of 714 S. Rogers St as a viable solution, which could lead to increased density (30 within existing and 30 potential new construction).

<https://bloomington.in.gov/news/2022/10/31/5377>



Total Building SF	Gross SF
	67,800
	Gross SF
First Floor	18300
Second Floor	18300
Third Floor	15600
Fourth Floor	15600

- Responsibilities of the Block 8 Developer(s)
 - Subdivision and final parceling
 - Demolition of existing structures and make ready the site. This includes the Power House building that straddles the future Jackson St. Equipment within the facility will be sold by the city prior to demolition.
 - Environmental work required for redevelopment. Please note all environmental reports are available at <https://bloomingtonhospitalsite.com/resources/>. Phase I environmental is currently available. Phase II is expected to be posted mid-Feb.
 - Dedicate and improve right-of-way along all public streets (30 feet from the current center of the row)
 - The existing campus mega-blocks must be divided by new and improved roads to break down the scale of the site to create a series of well-scaled, walkable blocks. To that end, create a new Jackson Street (dedicated ROW) from 1st Street to Wylie Street to meet compliance with UDO and Transportation Plan requirements, including but not limited to new sidewalks, lighting, tree plots, etc. If blocks 8 and 9 are developed by independent companies, the construction of new Jackson St will be the responsibility of Parcel 8. Jackson St. should be planned with a new 8" water main.
 - Alley improvements per UDO and transportation plan
 - Required on-site drainage and stormwater detention (the 1st St Reconstruction project will not accommodate the on-site required detention)
 - Property management for any leased properties
- Contractual considerations
 - Sustainability minimum: LEED Silver
 - City considers all owned parcels in this area to be "for sale," and will also consider a few properties as land trust, if desired, and/or other mechanisms to assure long term value, affordability, or community benefit.
 - City is interested in a requirement that a person can only own one unit within this area. (No one can own two units)
 - City is interested in prohibiting any full-time short-term rentals. The purpose is for homes to be occupied by residents (renters or owners). Another option (via covenants) would be to only allow short-term rentals if the property is a primary residence (someone can part-time rent, but not full-time).
 - Assumption of Association: The developer may, at its sole discretion, surrender its control to the Association at any time after Plat for the Block is recorded. However, Developer must surrender such control earlier of <_> or the date upon which the developer has sold ninety percent (90%) of the land area of the Lots in the Blocks
 - Land value (as-is with buildings) = \$1,448,350 (average of two appraisals)
 - Redevelopment fees: \$18,000 per market rate multi-family unit and \$8,000 for single family unit or affordable multi-family unit

SUBMISSION REQUIREMENTS

Submittal Deadlines

Please note City Planners are available throughout this process and quick questions can be directed to 812-349-3423

Pre-Proposal Meeting at the Site Mar 1, 2023 1:00 pm EST (meet at 714 S. Rogers St)
Tour of 714 S. Rogers will be included.

Stated Interest Deadline Mar 7, 2023 (john.zody@bloomington.in.gov)

Addendum #1 Target Mar 9, 2023

Opportunity City Planner Mtgs Mar 6-10, 2023

(Any quick questions can be directed to 812-349-3423 throughout this process. Ask to speak to the Planner of the Day. Anyone interested in a private meeting must contact Jacqueline Scanlan scanlanj@bloomington.in.gov in advance to schedule a meeting. Development Services staff are available at other times; however, these times will be prioritized for this RFI.

Q&A Deadline Mar 21, 2023 (noon EST)

Final Addendum Target (if needed) Mar 24, 2023

Proposals Due April 12, 2023, 11:00 AM EST

In order to be considered, full responses must be received by the City **no later than the time and date listed above and on the front cover.**

Submittal Requirements

Submitters can choose to submit on Block 8, 9, 10, or any combination of the three, but must submit a proposal for at least one entire block.

All responses, including any supporting documents, shall be submitted electronically to John Zody, Director of Housing and Neighborhood Development at john.zody@bloomington.in.gov by the specified deadline. If the respondent consists of a team of several entities, an authorized representative of each entity shall be identified in the application materials. In addition to the electronic submission, one hard copy (8 ½" x 11", bound, and in color) must be delivered to the attention of John Zody by 9 am, Tuesday, April 4. Please leave this copy at the front desk of City Hall, 401 N. Morton St, Bloomington, IN.

Proposals that are not received by the specified deadline will not be accepted. Please restrict proposals to no more than 25 pages total. Front cover and the Statement of Interest Letter are not included in the 25-page count. Proposals exceeding this maximum for the base proposal may not be reviewed. Additionally, documents included in Appendix I and II will not be counted in the 25-page count maximum.

Recommended 25-page count is below:

	Pages
Developer Quals and References	2
Development Project Experience	5
Specific Experience: (Land Trust, Density)	1
Capacity (financial) + appendix	1
Project Description / Plans	12
Schedule and Use of Local Vendors	1
Financial Terms / Proforma	3
	25

All questions regarding the RFI should be addressed in writing and submitted by e-mail with the wording, “Hopewell RFI One: for Blocks ____” in the subject line to John Zody, Director of Housing and Neighborhood Development at: john.zody@bloomington.in.gov. Please limit e-mail submissions to contain no more than two attachments or send a link with access to all proposal documents.

Proposals shall reference the specific blocks being submitted, have “Hopewell RFI One: for Blocks __<insert block number(s) included in proposal>__” in the subject line, and the name and address of the submitting organization(s) must be included in the body of the e-mail. The City will not provide any pre-selection information concerning the status of proposals other than the acknowledgment that they were received.

All submissions must include the following:

1. **Statement of Interest:** Provide a statement of the submitter’s interest in the development of the project, highlights of the submitter’s qualifications, and a summary of the submitter’s understanding of the objectives of the RFI (one page max).
2. **Developer Qualifications and References:** Provide a written narrative describing your company, its history and ownership. Include a description of the project team, an organizational chart describing the entities and key personnel on the submitter’s team, and CVs for lead personnel.

Provide three (3) client references with contact information.

3. **Development Project Experience:** Describe the development team’s experience with successfully completed and/or operated similar type of projects, particularly highlighting experience with affordable housing, sustainability, and urban infill development.
 - a. Provide up to five (5) examples that demonstrate successful market and affordable housing projects in urban environments. Provide location, photographs/renderings, number of units, approx. SF, and price points of homes or units by bedroom.
 - b. Include total development cost, amount of debt and equity used to finance the project.
 - c. Identify any community uses incorporated into the project.
 - d. Identify any public subsidy received in the development of the project.

4. **Specific Experience Relating to**

- a. **Land Trust**: Detail any experience with a development meant for a Community Land Trust (CLT). The City of Bloomington, in conjunction with Summit Hill Community Development Corporation, is in the process of forming a Community Land Trust (CLT) to identify potential development projects.
 - b. **Density**: Describe experience with similarly sized developments relating to maximizing density. If no relevant experience, respondent shall provide a proposal for the maximization for development density.
 - c. **Property Management Experience**: Provide a list of apartments or other relevant projects that the Developer currently manages. Include the project location, number of units, number of affordable units, number of years under the Developer's management, name and address of the property owner and current vacancy rates
5. **Capacity**: Provide corporate financial statements, letters of credit and/or other evidence that demonstrates your company's financial strength and capacity to participate in this initiative. Limit description to one page and include supporting documentation in the Appendix.
6. **Project Description**: Provide a narrative description of the submitter's development concept, addressing the details noted in the Project Goals and Objectives and Site Information Sections of this RFI. A preliminary site plan is required for this submission. Renderings/graphic portrayals of the project may be submitted but are not required.

Proposed Developments must outline how the proposal meets the following Development Parameters:

- a. **Affordability**: Targeted minimum affordability goals are outlined within this RFI; however, any increases in the amount of affordability or workforce housing are encouraged.
 - **Length of Affordability Term**: The City of Bloomington's preference is that any homes affordable to individuals and/or families earning 120% AMI or less remain affordable for a term of at least 99 years. If an alliance with a partner to manage long-term affordability is desired, one option is a local nonprofit, Summit Hill, that operates a land trust. Please specify in your proposal length and model of affordability, and explain if it would be less than 99 years.
 - **Targeted Homeowner Population**: Proposals shall describe how the development will be marketed and include a sample marketing abstract.
- b. **Sustainability**: The City of Bloomington recognizes sustainability as a key component of nurturing Bloomington's long-term environmental, economic, and social integrity. Developers should incorporate sustainability into the planning,

design, construction, operation and maintenance of the proposed project, in conjunction with US Green Building Council's LEED v4.1 Building Design and Construction criteria (Silver level minimum). Proposals must also include a concise summary of the Developer's sustainable development policies and commitments, as well as specific identification of proposed sustainability level for this development.

- c. Design Excellence: The Bloomington community is a place of beauty and excellent design. Hopewell should be an inspiring neighborhood of excellent design and public and private amenities. For this proposal, please identify the proposed construction type and all proposed exterior materials anticipated with percentages of use included.
 - d. UDO and Overlay Compliance: Affirm the proposed submissions do and will meet all UDO and Overlay requirements. If any variances or deviations are expected, please identify within this proposal.
7. **Estimated Project Schedule (Milestones) and Use of Local and Diverse Vendors and Subcontractors**: Submitters shall provide a projected development schedule through completion. Include all phases of the project, including acquisition, design, construction, approvals, permitting/entitlement process, marketing, and resident selection
- a. Proposals should provide information on how local and diverse vendors and subcontractors could be utilized for this development, as well as how information on the proposed project can be disseminated to the local community.

8. **Financial Terms and Assumptions**:

Terms: Submittals shall specify a proposed land purchase price for any market rate residential development or propose some other possessory interest.

If any City funds or incentives are contemplated in the proposal's financing plan, the applicant must indicate what type of funding is proposed, the amount requested, and proposed use(s) of such funds (i.e., pre-development, soft costs, and/or construction).

Submitters must also include a timeline indicating when such funds would be required.

Financial Capacity (Proforma): Describe the general terms the applicant proposes for the land transfer and the approximate amount and form of any City assistance applicant deems necessary to finance the project.

Under Separate Cover: Submitters shall provide a project proforma, identifying anticipated construction costs, operating income, operating proforma, capitalization rates, sources, uses, proposed incentives, and other relevant information. The proforma will be treated and reviewed confidentially and will not become a part of the public record. However, the proforma must be received at the same time as the RFI submittal.

In addition to the requests above, submit a completed Hopewell pricing sheet (in excel) for each block submitted. Hopewell's standard pricing sheet template is available here: <https://jsheld.box.com/shared/static/oobrh7vi8dcd4sa6pyb1wty5ahxrcfc8.xlsx>

Assumptions: The following assumptions should be used when preparing the financial proforma, unless alternative funding sources are subject to different and more restrictive terms.

- Construction estimates: Use local wage and/or hiring requirements.
- Contingencies: A construction contingency is expected to be included for at least 10% of the hard construction costs.
- Leverage: It is anticipated the selected developer will obtain the majority of financing for development of the project from non-City sources. Submittals with higher leverage ratios than other submittals will be evaluated favorably.
- Federal requirements: If the proposed financing plan includes federal funding sources such as HOME or Section 8, include costs and time for compliance with all applicable federal requirements (Section 3, Davis Bacon, URA, NEPA, etc.) in project proforma and timeline.

9. Appendix:

- Appendix I should include any financial or capacity documentation to support the deliverables listed above and beyond the 25-page maximum.
- Appendix II can include other supporting documents not specifically requested but would support your overall submission.

PUBLIC RECORDS

Pursuant to the Indiana Public Records Act found in Indiana Code 5-14-3, unless otherwise excepted from the law, all documents submitted in response to this RFI will be considered public records and will be made available to the public upon request. Materials exempted from disclosure by statute may be found at Indiana Code Section 5-14-3-4, Submissions received may be posted on the City's website as part of the review process. Please do not submit any information to the City that you wish to keep confidential.

EVALUATION PROCESS

The city has the ultimate responsibility for determining the responsiveness of the submissions and selecting the preferred submission(s), with the assistance of consultants, as needed.

An evaluation committee established by the Mayor will review submissions for completeness and to verify that both the applicant(s) and the proposed project(s) respond to the requirements of this RFI. Submissions determined to be non-responsive will not be considered or evaluated. Any submissions deemed ineligible or non-responsive may appeal to the Mayor for reconsideration at the Mayor's sole discretion. The City is the sole and final decision-maker regarding this selection, and it reserves the right to reject any or all submittals.

The evaluation committee will evaluate submissions that are complete and received by the deadline based on the following criteria:

- How well the proposed project concept(s) addresses the goals and objectives of this RFI and the City's Comprehensive Plan, the zoning ordinance, and other land use and/or policy documents
- Developer qualifications, experience, capacity, track record and references
- Proposed financing and speed to market
- Overall positive attributes and expected public benefits of the proposal

The committee's ultimate recommendation shall be advisory to the Mayor but shall not limit the City's discretion in final selection of a developer(s). Those submitting proposals may be asked to attend subsequent meetings to further describe responses.

Following approval, the selected developer(s) will be authorized to work with City staff to further develop a project proposal, begin the land use entitlement process, conduct community outreach, and negotiate an Exclusive Negotiating Agreement (ENA). The ENA would establish the preliminary terms for the sale/other possessory interest (as proposed); loan and regulatory agreements; and other project prerequisites. The preferred developer(s) would complete the land use plan, finalize its financing of the project, and obtain the required building permits and other approvals. This process is subject to further refinement upon discussion with the preferred developer. If negotiations with the preferred developer do not proceed in a timely or satisfactory manner, an alternative developer may be selected, or the City may reissue a subsequent RFI.

The final selection will be made solely by the City of Bloomington, which reserves the right to request additional information from submitters, reject any and all submittals, waive any irregularities in the submittal requirements or cancel, suspend, or amend the provisions of this RFI at any time.