

AGENDA

COMMITTEE ON LANDS & BUILDINGS

March 3, 2008
Aldermen Smith, Gatsas,
Osborne, M. Roy, J. Roy

6:30 P.M.
Aldermanic Chambers
City Hall (3rd Floor)

1. Chairman Smith calls the meeting to order.
2. The Clerk calls the roll.
3. Communication from Chuck DePrima, Acting Director of Parks, Recreation and Cemetery, regarding placement of a bronze statue at Stanton Plaza.
Gentlemen, what is your pleasure?

TABLED ITEM

A motion is in order to remove the following item from the table.

4. Requests regarding disposition of the Seal Tanning Lot, Granite Street Lot, and Phillippe Cote Way submitted by the Mayor.
*(Tabled 8/22/06; Original request on file with the City Clerk;
Communication included from Jay Minkarah, Director of the Economic Development Office, regarding proposals submitted in response to the Request for Proposals issued on December 7, 2007, for the Seal Tanning and Granite Street lots.)*
5. If there is no further business a motion is in order to adjourn.



CITY OF MANCHESTER
Parks, Recreation & Cemetery Department

625 Mammoth Road
Manchester, NH 03104-5491
(603) 624-6565 Administrative Office
(603) 624-6514 Cemetery Division
(603) 624-6569 Fax

COMMISSION

Stephen Johnson, Chairman
Sandra Lambert, Clerk
George "Butch" Joseph
Michael Worsley
Dennis Smith
Chuck DePrima, Acting Director

January 9, 2008

Committee on Lands & Buildings
City Hall
908 Elm Street
Manchester, NH 03101

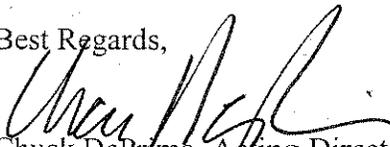
Re: NH Gold Star Mothers Statue Stanton Plaza

Dear Members of the Committee:

I have been recently approached by the NH Gold Star Mothers regarding placement of a statue (see attached plan and photo) at Stanton Plaza. The statue will be a bronze figure of a woman approximately 6 feet in height placed in a small plaza with some benches placed around it. With your permission I would like to give them clearance to proceed with their ground breaking ceremony on March 30th so they can begin their capital fund raising campaign.

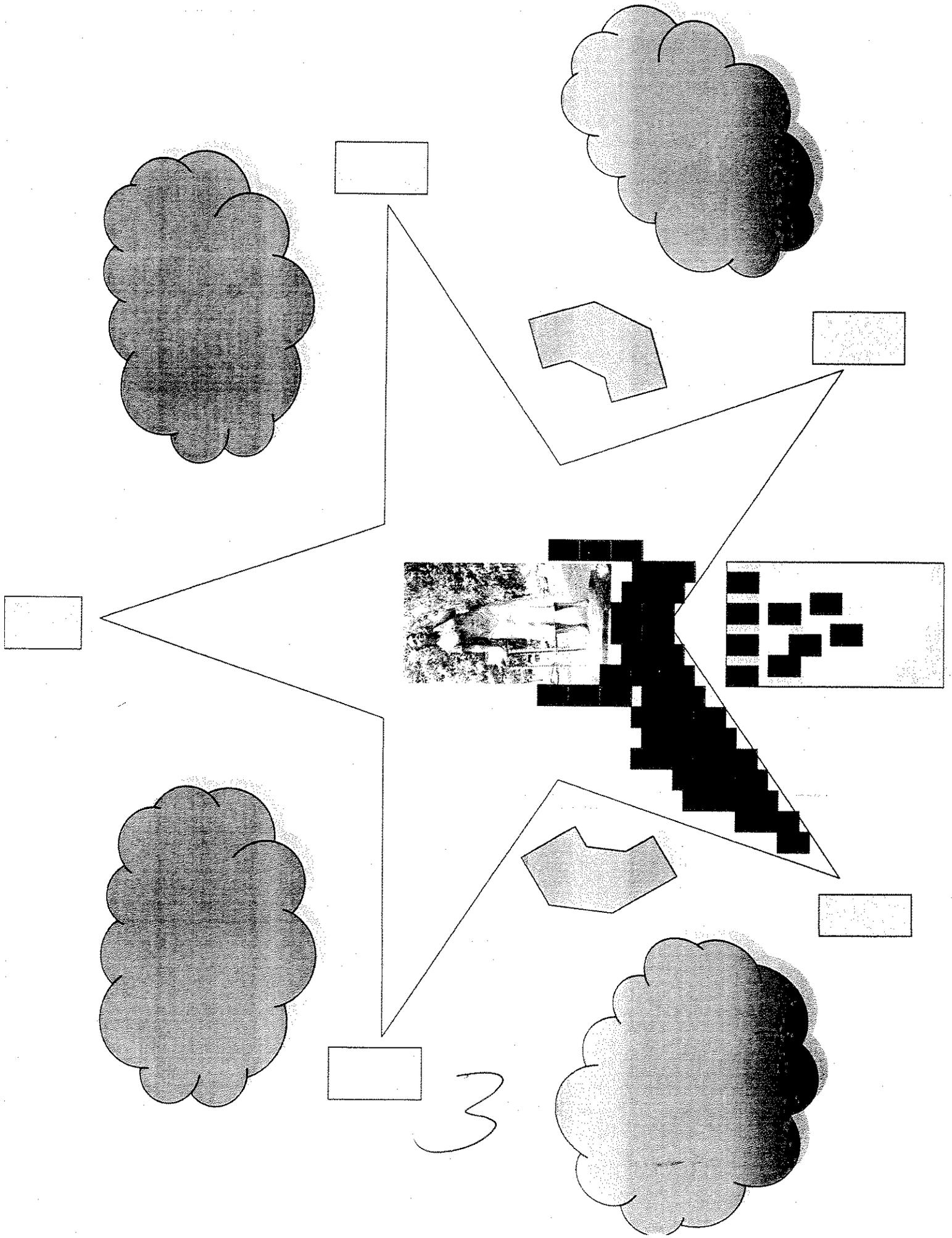
Please do not hesitate to contact me should you have any questions regarding this matter

Best Regards,


Chuck DePrima, Acting Director

Cc: Honorable Mayor Frank Guinta
Ald. Mike Lopez, Chariman of the Board Of Mayor & Aldermen
Thomas Arnold, Deputy City Solicitor
Robert Mackenzie, Planning Director

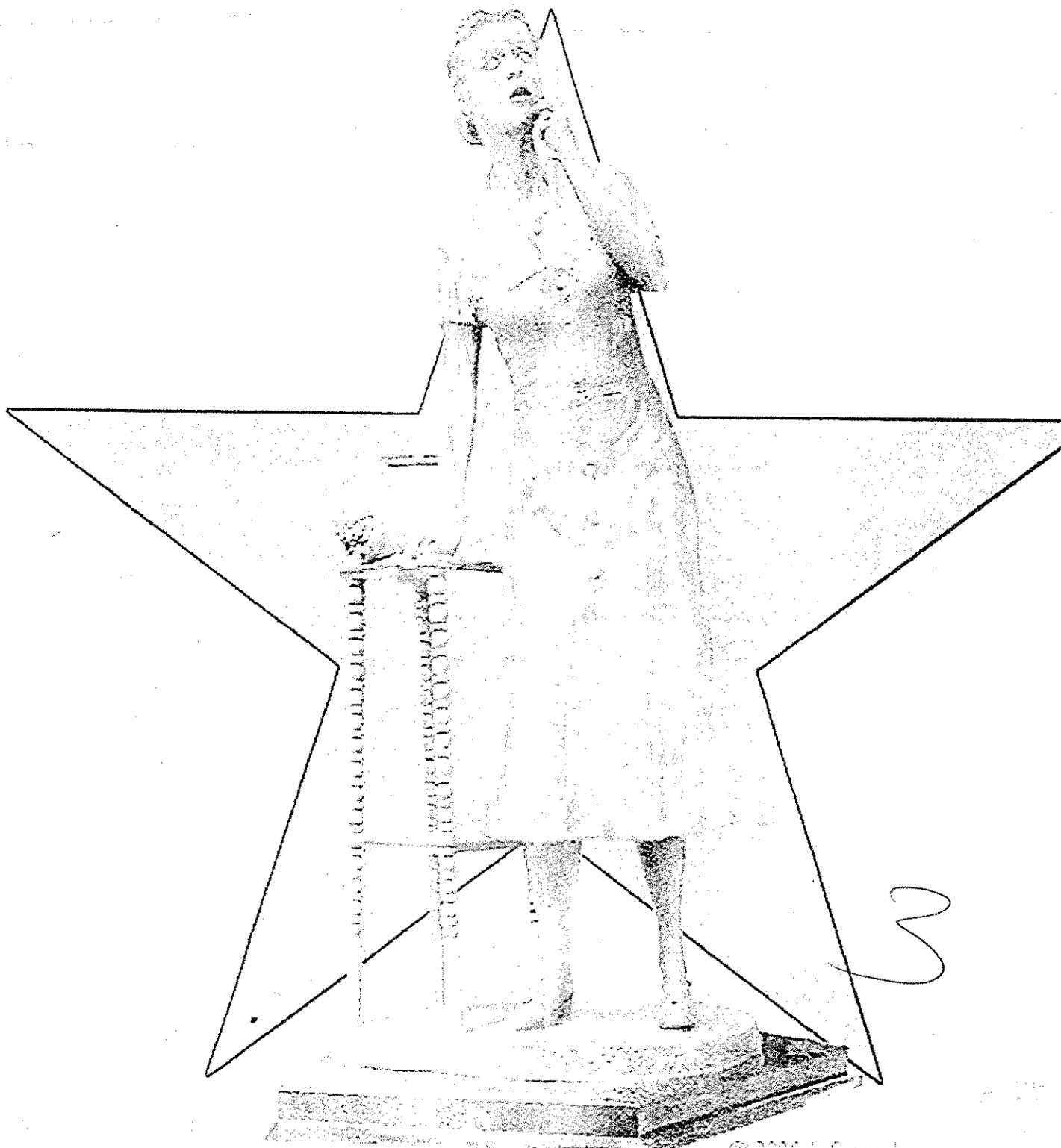
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NEW HAMPSHIRE GOLD STAR MOTHERS
Memorial Association

William Trueheart
Chair

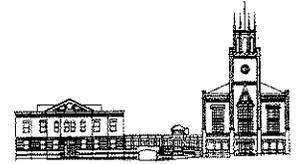
P.O. Box 10455
165 SOUTH RIVER ROAD, SUITE C
BEDFORD, NH 03110-0455
603.714.1091
www.nhgoldstarmothersmemorial.org





CITY OF MANCHESTER

Economic Development Office



February 28, 2008

George W. Smith, Chairman
Lands & Buildings Committee
One City Hall Plaza
Manchester, NH 03101

RE: Seal Tanning and Granite Street Lot RFP

Dear Chairman Smith and Members of the Committee:

The Review Committee, consisting of Planning & Community Development Director Robert MacKenzie, Parking Manager Brandy Stanley, Finance Director William Sanders, Sean Thomas of the Mayor's office, Alderman Mark Roy, and Economic Development Director Jay Minkarah, has completed its review of the proposals submitted in response to the Request for Proposals (RFP) issued on December 7, 2007, for the Seal Tanning and Granite Street Lots for redevelopment purposes. Based on a thorough review of the proposals, interviews with the proponents and consultation with other City staff, the Committee has determined that the proposal submitted by 1848 Associates and 1850 Associates is the proposal more consistent with the evaluation criteria included in the RFP and the City's overall redevelopment goals (attached summary of findings). Therefore, the Committee recommends that the proposal of 1848 Associates and 1850 Associates be accepted with the following conditions:

1. That the proponents agree to acquire Phillippe Cote Street subject to its discontinuance by the City and the ability of the proponents to obtain clear title;
2. With consideration in part for the addition of Phillippe Cote Street, the purchase price offered be increased to \$950,000;
3. That the CSM Letter of Credit of \$300,000 be increased to \$750,000 and be structured to assure three years of property taxes from the renovated Pandora Building at \$250,000 per year beginning in 2010 through 2012;
4. That the 97-car deck proposed for the Seal Tanning Lot be extended to accommodate at least fifty additional spaces, and
5. That up to 92 spaces be made available to Brady Sullivan for purchase at cost.

The Committee further recommends that the Board of Mayor and Alderman direct staff to prepare a Purchase and Sales Agreement for the Mayor's signature consistent with the conditions noted above and the representations and specifications provided in the 1848 Associates and 1850 Associates Proposal for Seal Tanning and Granite Street Lot dated 25 January 2008.

Letter to Lands & Buildings
Seal Tanning Lot, Granite Street Lot and Phillippe Cote Street
February 28, 2008
Page 2

If you have any questions or concerns or require additional information, please feel to contact me at your convenience. Thank you for your consideration.

Sincerely,



Jay Minkarah, Director
Manchester Economic Development Office

cc: Hon. Frank Guinta, Mayor

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Seal Tanning & Granite Street Lot Proposal Analysis
February 28, 2008

Background

Possible sale of the Seal Tanning and Granite Street Lots has been pending before the Board of Mayor & Aldermen for approximately three years. In early 2005, representatives from 1848 Associates entered into discussions with City staff on the possibility of acquiring the lots during planning for improvements to the Granite Street interchange. Over the course of the following year, negotiations ensued, appraisals were obtained and a Purchase and Sales Agreement was prepared. On May 16, 2006, the Lands & Buildings Committee approved the proposal to sell the lots together with Phillippe-Cote Street to 1848 associates for \$635,500 (see attached) to facilitate rehabilitation of the Pandora Building into a hotel. However; as the result of a letter from Brady Sullivan to Mayor Frank Guinta dated July 28, 2006 requesting that the properties at issue be put out to bid (copy attached), Board action on the proposed sale was tabled. During the remainder of 2006 and the first half of 2007, efforts to arrive at resolution mutually agreeable to the parties were pursued. In a letter to the Lands & Buildings Committee dated September 21, 2007, Economic Development Director Jay Minkarah acknowledged that these efforts had been unsuccessful and recommended that a Request for Proposals (RFP) for the sale and redevelopment of the lots be prepared (copy attached). On November 7, 2007, the Lands & Buildings Committee, and subsequently the full Board of Mayor and Aldermen, approved the recommendation.

The Manchester Economic Development Department (MEDO) issued the RFP on December 7, 2007, (see attached). The RFP was advertised in the *Manchester Union Leader* and posted on the MEDO website. Inquiries were received from four different Millyard property owners: 1848 Associates, Anagnost Investments, Brady Sullivan and CSM, LLC (College Street, LLC). On the closing date of January 25, 2008, two proposals were received, one from Brady Sullivan and one from 1848 Associates and 1850 Associates in conjunction with CSM, LLC. Both proposals were submitted before the deadline and both were determined to be complete.

Existing Conditions

The Seal Tanning and Granite Street lots are located in the south-central portion of the Millyard. The Seal Tanning Lot consists of 1.4 acres situated on Commercial Street between Phillippe Cote Street and Textile Court. The property is currently assessed at \$241,200. The parcel is entirely devoted to use as a municipal parking lot containing 142 permit parking spaces, all of which are used by Autodesk, a tenant in one of the adjacent Gateway commercial buildings owned by 1848 Associates. Until its size was reduced to accommodate improvements to the Granite Street Exit, the Granite Street Lot consisted of 1.17 acres located on Phillippe Cote Street with additional frontage (but no access) on Commercial and Granite Streets. The parcel was primarily devoted to use as a municipal parking lot that contained 66 permit parking spaces. The permits for the spaces were held mostly by 1848 Associates with some leased by Anagnost Investments. A portion of the lot provides access to the Merrimack River which the City plans to maintain. Once construction activity is complete and the lot is subdivided to maintain public

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access to the riverfront, the lot area will be reduced to .66 acres. The property is currently assessed at \$234,100; however, the assessment does not reflect the reduction in lot size.

Summary of Proposals (reference map attached)

Brady Sullivan: Rehabilitation of approximately 92,000 square feet of vacant and 70,000 square feet of underutilized space in the Waumbec Mill and 9,000 square feet in the RG Sullivan Building on Canal Street into Class A office space, development of a 300 space garage on the Seal Tanning Lot (158 additional spaces) with the possibility of expansion to 570 spaces in the future, development of 80 spaces on the Granite Street Lot (with encroachments into Phillippe Cote Street) and an additional 32 angled spaces on Phillippe Cote. The proponents have offered to make up to 100 spaces available for a possible residential or hotel use of the Pandora Building.

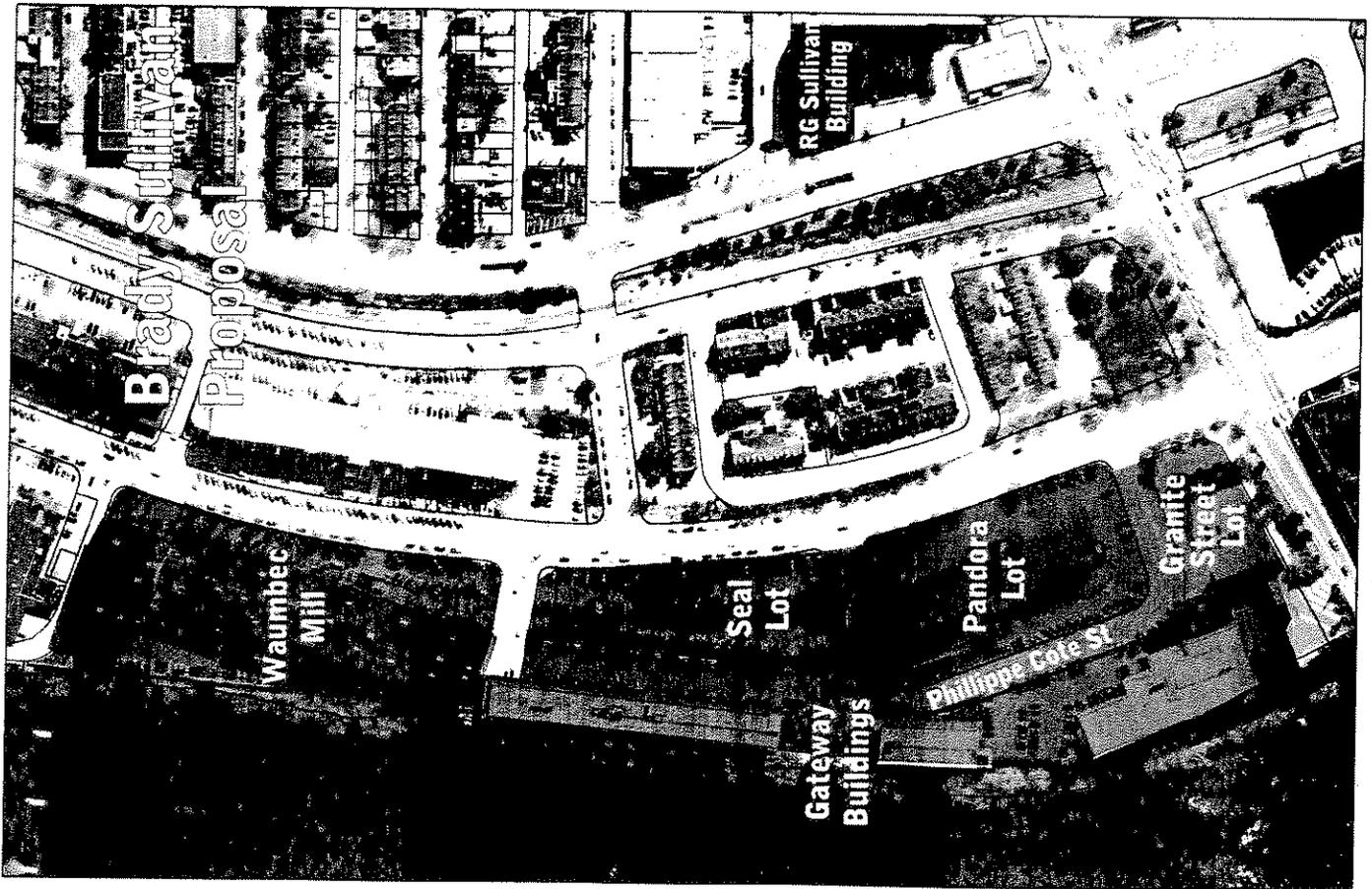
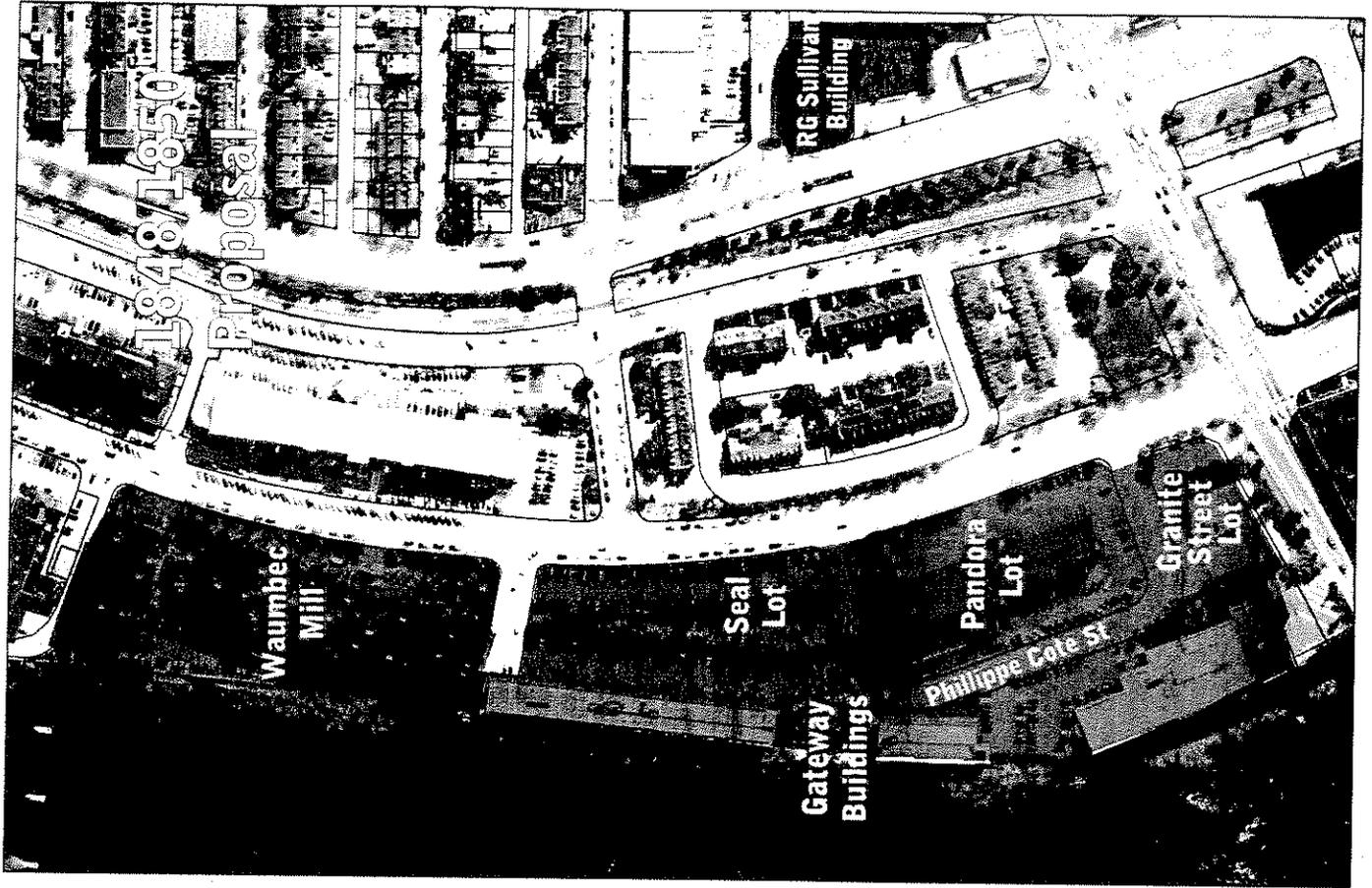
1848 Associates and 1850 Associates: Sale of the Pandora Building to CSM, LLC, for rehabilitation into 91 to 104 residential units (financed in part with federal historic tax credits), redevelopment of the Seal Tanning Lot with a 97-car deck to provide a total of 244 spaces (294 with recommended conditions) and the redevelopment of the Granite Street Lot to provide 64 spaces. A parking sharing arrangement would allow day-time office use of parking spaces on the Pandora site to continue along with evening residential parking on the Granite Street and Seal Tanning Lots. The additional spaces provided on those lots would also allow for possible expansion of tenants in the Gateway buildings owned by 1848 Associates. The recommended condition to add Phillippe Cote Street to the proposal could potentially add another 38 spaces.

Analysis

The RFP review committee evaluated each proposal with consideration for the degree to which it would advance the goals of increasing parking capacity in the Millyard, stimulating economic development and preserving historic or potentially historic buildings and structures as well as the extent to which proponents have the financial and technical ability to implement the proposal selected. Interviews were held with each of the proponent groups. Both of the parties were found to have extensive experience in developing projects of similar size and scope, to have the ability to obtain necessary financing and to be able to implement the project in a timely manner. Based on its review of the proposals, interviews with the proponents, and deliberations of the committee, the committee has determined that between the two, the 1848/1850 Associates proposal is more consistent with the criteria included in the RFP.

By accepting the 1848/1850 Associates proposal, one of the most important and endangered historic landmarks in Manchester would be restored to a high standard and converted into new residential units, a use that would help to balance the overall mix of uses in the Millyard, balance competition for parking spaces and provide new downtown housing. Further, parking for existing Gateway tenants such as Autodesk and Texas Instruments would be preserved and the additional spaces provided would allow current tenants to expand into available underutilized space. The total number of parking spaces provided in the vicinity would increase by over 200, including up to 92 spaces that would be made available to Brady Sullivan to help support the rehabilitation of additional office space in the Waumbec Mill.

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In its deliberations, the committee took note that all of the parking on the Seal Tanning Lot is currently being used by Autodesk, one of 1848 Associates' primary tenants in the Gateway complex. Prior to the recent construction activity on the Granite Street lot, most of those spaces were used by Gateway tenants as well. Further, all of the private property abutting Phillippe Cote is owned by the 1848 Associates and Phillippe Cote Street is the sole means of access to two of their three buildings. Accepting the 1848/1850 Associates proposal would have the effect of bringing all of these properties and the street giving them access under common ownership, providing the opportunity to create a campus-like setting and a more efficient use of associated land and buildings.

Accepting the Brady Sullivan proposal, on-the-other-hand, would significantly impact 1848 Associates and the existing businesses in the Gateway buildings by eliminating or reducing parking that they currently rely on and by potentially impacting their access. Since tenants in the Waumbec Mill and RG Sullivan Building do not use the Seal Tanning Lot for parking and do not rely on Phillippe Cote Street for access, accepting the 1848/1850 Associates proposal would not significantly impact the present circumstances of Brady Sullivan or their current tenants. It should also be noted that because of its close proximity to the Seal Tanning Lot and due to the topography of the area, construction of a multi-level parking garage on that lot would block most of the views into and out of the building currently occupied by Autodesk.

Though the review committee recommends acceptance of the 1848/1850 proposal, it is recognized that the Brady Sullivan proposal provides a substantially higher offer price and would provide a greater number of overall potential parking spaces. It is also recognized that it would be in the City's interest to have the vacant and underutilized space within the Waumbec Mill used to its highest advantage. For these reasons, the review committee has recommended that up to 92 spaces be made available to Brady Sullivan for purchase to provide executive parking for the 92,000 square feet of vacant space in the Waumbec Mill. Significantly more spaces are still needed to allow all of that building to be rehabilitated into Class A office space, however, and lack of available parking remains one of the most significant deterrents to economic growth in the Millyard and Downtown areas. It is anticipated that this deficiency could be alleviated in part through improvements to the Bedford Street Lot and other City-owned facilities as well as through enhanced parking management, and greater participation by the private sector. Through measures such as these, additional parking capacity can be provided and the full economic potential of downtown and the Millyard can be realized. A summary table of the committee's findings is provided on the following page.

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RFP Review Summary Table
 (an "x" denotes the proposal that received the most favorable ranking for each category)

	Brady Sullivan	1848/1850 Assoc.
Number of parking spaces to be provided <i>Brady Sullivan would provide approximately 60 more new spaces with possibility of adding another 270.</i>	X	
Historic value of buildings proposed for restoration or rehabilitation <i>The Pandora Building is widely recognized as one of Manchester's most significant historic landmarks</i>		X
Condition, use and occupancy levels of buildings or spaces proposed for rehabilitation <i>The Pandora Building is the last uninhabited Mill Building and is in a serious state of deterioration.</i>		X
Compatibility of design features to the character of the Millyard <i>Pandora would be restored to strict Secretary of Interior historic preservation standards</i>		X
Timing and phasing of proposed development <i>Both provide aggressive implementation schedules</i>	X	X
Potential value of proposed uses <i>Potential values of the proposed uses are comparable</i>	X	X
Compatibility of proposed uses with surrounding area <i>Residential units off-set office demand for parking</i>		X
The degree to which proposed uses contribute toward the area's social and economic mix. <i>Residential uses would add to the mix of uses in an area dominated by office uses.</i>		X
Offer price	X	
Experience in executing projects of similar size and scope	X	X
Ability to implement the project expeditiously	X	X
Ability to secure necessary financing	X	X
Ability to secure necessary financing	X	X

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IN BOARD OF MAYOR AND ALDERMEN.
MAY 16, 2006.

A TRUE RECORD. ATTEST.

S. L. Bruner
CITY CLERK

To the Board of Mayor and Aldermen of the City of Manchester:

The Committee on Lands and Buildings respectfully recommends, after due and careful consideration, that the Board find property known as the Seal Tanning Parking Lot, the Granite Street Parking Lot and land contained within Phillippe Cote Street be declared surplus to City needs and disposed of through sale to 1848 Associates, the abutter, at a price of \$635,500 as predetermined reasonable by outside appraisal and Board of Assessors subject to terms and conditions to be set forth in a Purchase and Sales Agreement enclosed herein.

The Committee notes that it finds just cause to sell such property to the abutter as sale will alleviate parking issues in the Millyard area without financial burden to the City and facilitate future rehabilitation of the Pandora Building.

The Committee recommends that Phillippe Cote Street be discontinued to assist with consummating the sale of all aforementioned properties and provide for the development of same, and that the Board of Mayor and Aldermen suspend the rules and refer such discontinuance to a Road Hearing to be scheduled by the City Clerk at the earliest convenient date without referral to the Committee on Community Improvement, and request the Public Works Director provide a report as soon as practicable to the City Clerk with regard to such discontinuance.

May 16, 2006.
In Board of Mayor and Aldermen.
Failed on roll call.

S. L. Bruner
CITY CLERK

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Respectfully submitted,

Carol M. Johnson
Clerk of Committee

[Signature]

P R O P E R T I E S

July 28, 2006

(HAND-DELIVERED)

The Honorable Mayor Frank C. Guinta
Mayor of Manchester
One City Hall Plaza
Manchester, NH 03101

Dear Mayor Guinta:

Please accept this letter as affirmation of Brady Sullivan Properties' interest in pursuing the acquisition of certain City-owned properties located within the Historical Millyard District. More specifically, our interests include those properties located on Granite Street, Phillippe Cote Way and the Seal Tanning parking lot.

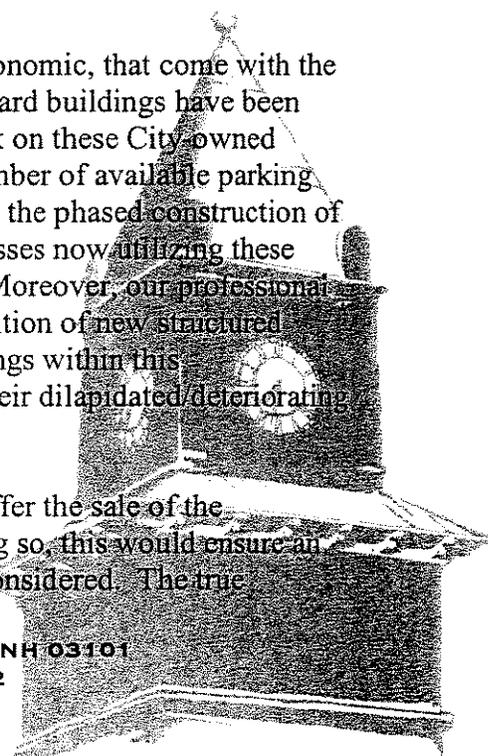
As property owners of the Waumbec Mill, a 450,000 square foot multiple-use mill complex located nearby the above-referenced subject properties, the critical lack of parking is jeopardizing our efforts to retain existing and procure additional Class A tenants. While this opinion is surely shared by other Millyard owners, we feel it is time for the City to seek out new partners who have a willingness to channel their creative planning resources and private monies to remedy this serious Millyard deficiency. The mere reshuffling of property ownership from municipal to private hands is not an economic development strategy in itself unless it contains specific and immediate initiatives to **create more available parking**. We at Brady Sullivan Properties stand willing to commit our resources to invest in the Millyard's future through the purchase of these properties by adding more structured parking above the at-grade parking tracts referenced-above.

We acknowledge the myriad of complexities, political and economic, that come with the disposition of these municipal assets. A number of fine Millyard buildings have been redeveloped and house businesses whose employees now park on these City-owned lands. Our interests would be to strategically increase the number of available parking spaces for the entire southerly portion of the Millyard through the phased construction of new spaces in structured facilities. We will work with businesses now utilizing these parking areas to protect their economic infrastructural base. Moreover, our professional management of the existing parking assets along with the addition of new structured parking will position us to become involved with other buildings within this neighborhood that are now threatened by demolition due to their dilapidated/deteriorating physical condition.

Given the above, we hereby request the City of Manchester offer the sale of the aforementioned City-owned properties by sealed bid. In doing so, this would ensure an economic return far exceeding that which has been recently considered. The true

670 N. COMMERCIAL STREET MANCHESTER NH 03101
P 603.622.6223 F 603.622.7342
BRADYSULLIVAN.COM

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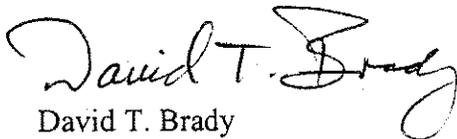
The Honorable Frank C. Guinta
July 28, 2006
Page 2

economic benefit of this approach will be realized in the future as market-inhibiting obstacles are diminished, allowing for the repositioning of the Millyard's built assets. Existing businesses will feel comfortable expanding their operations while new businesses will find the market ready to accommodate their needs.

As mentioned above, we at Brady Sullivan Properties will continue to commit ourselves to work hand-in-hand with the City of Manchester in finding broader solutions to our shared Millyard problems. While our Seal Tanning parking lot initiative would be a necessary first step in mitigating some of the parking shortages now experienced in the Millyard's southern tier properties, we remain steadfast in our desire to partner with the City in the development of the more centrally located Bedford Parking Lot site. The strategic development of this parcel is critical to the continued gentrification of the surrounding Millyard properties, as well as lending new parking infrastructure for future anticipated development on adjacent, underutilized parcels of land. The prospect of introducing new and exciting marketing opportunities within the heart of the Millyard can only be accomplished if the level of private investment is matched by the City's commitment to invest in creative economic development solutions.

We look forward to your deliberations on our proposal for the disposition of the Seal Tanning parking lot and surrounding municipal parcels as well as the initiation of negotiations relative to the Bedford Parking Lot.

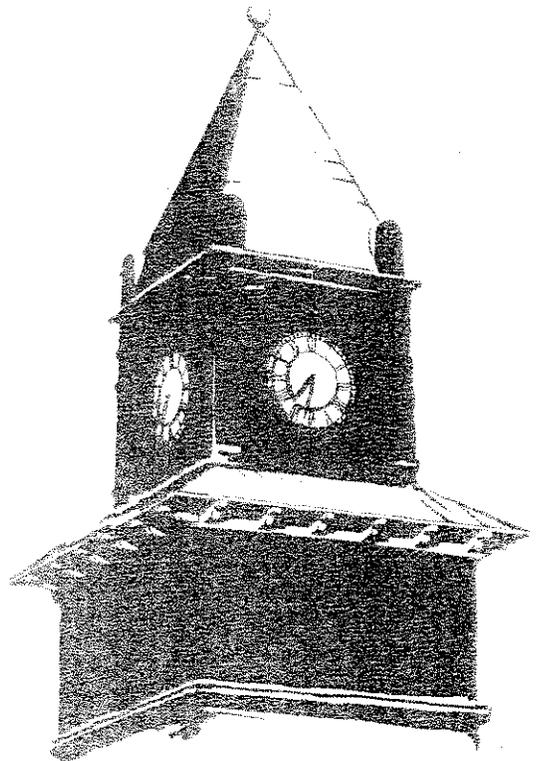
Respectfully submitted,



David T. Brady

cc: Alderman Mark E. Roy
Alderman Theodore L. Gatsas
Alderman Patrick T. Long
Alderman Jerome Duval
Alderman Ed Osborne
Alderman Real R. Pinard
Alderman William P. Shea
Alderwoman Betsi L. DeVries
Alderman Michael Garrity
Alderman George Smith
Alderman Henry R. Thibault
Alderman Armand Forest
Alderman-At-Large Daniel P. O'Neil
Alderman-At-Large Mike Lopez

ALC 10





CITY OF MANCHESTER

Economic Development Office



September 21, 2007

Henry R. Thibault, Chairman
Lands & Buildings Committee
One City Hall Plaza
Manchester, NH 03101

RE: Seal Tanning Lot, Granite Street Lot & Phillippe Cote Street

Dear Chairman Thibault and Members of the Committee:

Our office, in conjunction with the Mayor's office and other City staff, have worked in earnest to find a satisfactory resolution to the disposition of the above referenced properties that would be agreeable to 1848 Associates, Brady-Sullivan and other interested parties consistent with our overall goals for the area. These goals include the provision of additional parking to support the restoration or rehabilitation of underutilized or vacant space in area mill buildings with a particular emphasis on saving the Pandora Building. In addition, staff has researched alternative means of financing a public or public/private parking garage on the Seal Tanning Lot and has taken the further step of having a design developed for a parking garage on the lot acceptable to the abutters. Unfortunately, however, the conflicting interests of the parties have prevented us from reaching a mutually agreeable resolution to the disposition of the properties at issue. Therefore, it is our recommendation that the Board of Mayor and Alderman direct staff to take the following actions:

1. Prepare and issue a Request for Proposals (RFP) for the sale of the Seal Tanning Lot and its redevelopment into a structured parking facility that would contain not less than 240 total spaces conditional on the substantial rehabilitation of not less than 100,000 sq. ft. of building area (gross) within one or more historic or potentially historic buildings⁽¹⁾ located within one-quarter mile of the site, suitable for residential, class A office, research & development, light industrial, hotel, or other appropriate commercial use and occupancy.
2. Prepare and issue a RFP for the sale of the Granite Street Lot and its redevelopment into a parking facility containing not less than 70 total spaces conditional on the substantial rehabilitation of not less than 50,000 sq. ft. of building area (gross) within one or more historic or potentially historic buildings⁽¹⁾ located within one-quarter mile of the site suitable, for residential, class A office, research & development, light industrial, hotel, or other appropriate commercial use and occupancy.

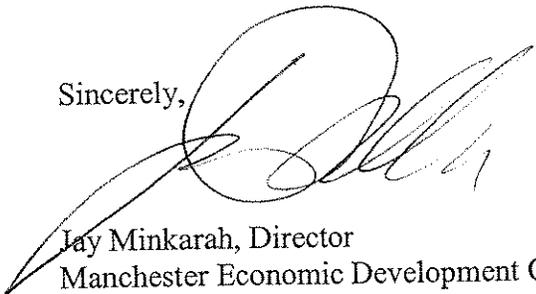
Additional factors to be considered as part of the proposal evaluation process would include amount of additional parking spaces to be provided, historic value of buildings proposed for restoration or rehabilitation, design, timing, potential value of proposed uses, need for the proposed uses, and other criteria. We would further recommend that an ad hoc committee be established to review proposals to include the Economic Development Director, the Planning & Community Development Director, the Parking Manager, the Director of Public Works and the Finance Director or their designees, the Mayor's office and an Alderman.

With regard to Phillippe Cote Street, we would recommend that the City retain the street as a public way until such time as a proposal is submitted that would necessitate discontinuance of the street. Phillippe Cote Street currently provides access to multiple properties and businesses and by retaining it, we would assure that at least some public parking opportunities remain in the vicinity regardless of the disposition of the two lots.

Under the recommended RFP process, 1848 Associates, Brady-Sullivan and all other parties who currently hold or until recently held parking permits in these areas would have an opportunity to submit a proposal along with other property owners who are currently rehabilitating or contemplating the rehabilitation of their buildings in the Millyard. Further, the recommended process would allow the lots to be sold together to one party or to two different parties.

If you have any questions or concerns or require additional information, please feel to contact me at your convenience. Thank you for your consideration.

Sincerely,



Jay Minkarah, Director
Manchester Economic Development Office

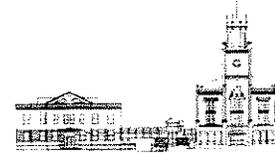
cc: Hon. Frank Guinta, Mayor

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(1) A historic or potentially historic building is one that is individually listed on the national or state register of historic places, is located within a national, state or locally designated historic district or is at least 50 years old and eligible for individual listing.



City of Manchester Economic Development



REQUEST FOR PROPOSALS

By
The Manchester, New Hampshire Economic Development Office

For
Parties interested in acquisition of the 1.4 acre (+/-)
“Seal Tanning Lot” and the .66 acre (+/-) “Granite Street Lot.”

Proposals due by: 3:00 PM EST, on Friday, January 25, 2007

Contact: Jay Minkarah, Economic Development Director at (603) 624-6505 or
jminkarah@ManchesterNH.gov for details.

I. Intent

This document is intended to provide interested parties with sufficient information to prepare and submit proposals for the acquisition and further development of two municipally-owned surface parking lots: the so-called “Seal Tanning Lot” and the “Granite Street Lot” for the purpose of developing additional parking capacity to meet exiting demand and to support the further rehabilitation and occupancy of existing buildings in Manchester’s historic Millyard. Proposals may be submitted for one lot but not the other, both lots individually or for both lots together under a single proposal.

II. Oversight

The RFP process will be administered by the Manchester Economic Development Office (MEDO). A selection committee comprised of the Economic Development Director, the Planning & Community Development Director, the Parking Manager, the Director of Public Works and the Finance Director or their designees, a representative from the Mayor’s office and from the Board of Alderman shall make its recommendations to the Board of Mayor & Aldermen for approval at the conclusion of the project selection and review process.

III. Site Descriptions

Both the Seal Tanning and Granite Street lots are located in the Amoskeag Millyard Mixed-Use (AMX) District and in the Amoskeag Millyard Historic District Overlay. Parcel maps and aerial images of the Seal Tanning Lot are attached in Appendix A.

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Appendix B includes plans and images of the Granite Street Lot. Additional descriptions of each of the parcels are provided below.

A. Seal Tanning Lot

The Seal Tanning Lot consists of 1.413 acres (61,552 square feet) located on Commercial Street between Phillippe Cote Street and Textile Court. The property is currently assessed at \$241,200. The parcel is entirely devoted to use as a municipal parking lot containing 142 permit parking spaces leased on a month-to-month basis, all of which are used by tenants in nearby or adjacent commercial buildings. There are no buildings on the site.

B. Granite Street Lot

Until recently, the Granite Street Lot consisted of 1.1708 acres (51,000 square feet) located on Phillippe Cote Street with additional frontage (but no access) on Commercial and Granite Streets. The parcel was primarily devoted to use as a municipal parking lot that contained 66 permit parking spaces leased on a month-to-month basis. Along the western edge of the property, a walkway provided access to the Merrimack Riverfront. Currently, the property is being used as a construction staging area for improvements to the FE Everett Turnpike Granite Street Exit (Exit 5). Once construction is complete in the spring of 2008, the size of the parcel will be reduced. A further subdivision of the property will be required to maintain public access to the riverfront area. After subdivision, the lot area will be reduced to 28,900 square feet. The property is currently assessed at \$234,100; however, the assessment does not reflect the reduction in lot size. There are no buildings on the site.

IV. General Requirements

A. Seal Tanning Lot

Proposals for the acquisition of the Seal Tanning Lot shall, at a minimum, include development of an on-site structured parking facility that would result in the provision of not less than 240 total spaces (98 additional spaces) and shall provide for the substantial rehabilitation of not less than 100,000 sq. ft. of building area (gross) within one or more historic or potentially historic buildings⁽¹⁾ located within one-quarter mile of the site suitable for residential, Class A office, research & development, light industrial, hotel, or other appropriate commercial use and occupancy.

B. Granite Street Lot

Proposals for the acquisition of the Granite Lot shall, at a minimum, include development of an on-site structured parking facility or the regrading and redevelopment of the property in manner that would maximize parking opportunities

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on the site (a goal 70 spaces is desired) and shall provide for the substantial rehabilitation of not less than 50,000 sq. ft. of building area (gross) within one or more historic or potentially historic buildings⁽¹⁾ located within one-quarter mile of the site suitable for residential, Class A office, research & development, light industrial, hotel, or other appropriate commercial use and occupancy. Proposals for the Granite Street Lot shall reflect the planned subdivision of the lot as depicted in Appendix B.

C. Seal Tanning & Granite Street Lots – Joint Proposals

Proposals for the acquisition of both the Seal Tanning and Granite Street lots together, shall provide for the substantial rehabilitation of a minimum of 120,000 sq. ft. of building area (gross) within one or more historic or potentially historic buildings⁽¹⁾ located within one-quarter mile of the site suitable for residential, Class A office, research & development, light industrial, hotel, or other appropriate commercial use and occupancy.

Proposals for the Seal Tanning and Granite Street lots may include components involving the use, acquisition or redevelopment of all or portions of Phillippe Cote Street and Textile Court if necessary as well any other adjacent properties under the ownership or control of the Proponents.

V. Design Guidelines

Overall layout and design of proposed parking areas and building improvements shall be consistent with Amoskeag Millyard Mixed-Use District, Central Business District and Historic District Overlay districts where applicable. Proposals requiring variances may be acceptable providing that the overall scope of the proposal is consistent with the City's Master Plan and development goals. Zoning Code requirements can be found on the City's website: www.manchesternh.gov, at City Hall, or the Manchester Public Library. To the extent practical, proposed building and parking improvements shall be designed to be "pedestrian friendly," aesthetically appealing and compatible with the existing character of the Amoskeag Millyard.

VI. Submission Guidelines

A. General instructions

The evaluation and selection of a developer or development team will be based on the information submitted in the responses to this RFP and any necessary background or reference checks. The Selection Committee may require interviews with Proponents to clarify certain aspects of any proposal if necessary. Proposals including conceptual plans should present all the necessary information for Selection Committee to chose a proposal or proposals for recommendation to the Board of Mayor & Aldermen

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B. Submitting the proposal

Proponents shall submit an original proposal along with seven (7) copies and an electronic version of all materials required for acceptance of their proposal by 3:00 PM, January 25, 2008 to:

Jay Minkarah, Economic Development Director
City of Manchester
Economic Development Office
One City Hall Plaza
Manchester, NH 03101

Proposals must be received in the above office by the specified time stated above. All proposals will be time-stamped when accepted. E-mail responses and faxes will not be accepted.

VII. Proposal Content

Proponents shall provide a brief summary of the essential elements of the proposal identifying the ways in which it addresses the general requirements of the RFP followed by a detailed description of the proposal accompanied by any maps, diagrams, charts pictures and other information and materials necessary to fully describe the proposal in as succinct a manner as possible. Each proposal shall, at a minimum, contain:

A. Proponent Information

1. Provide the legal name, mailing address, telephone number, e-mail address and fax number of the Proponent and a statement as to whether or not it is a sole proprietorship, a partnership, a corporation or any other legal entity. A proposal by a corporation shall also give the state of incorporation, identify the principal place of business and any local office including address and telephone numbers. Each proposal shall be signed by a person legally authorized to bind the Proponent. Proposals should also identify any other persons and firms who will act on behalf of the Proponent and who have the authority to legally bind the Proponent.
2. Describe the Proponent's experience and capabilities in developing similar projects with a particular emphasis on Manchester area experience.
3. List and describe any properties owned by the Proponent in the Amoskeag Millyard, Manchester's Central Business District and other nearby or related areas.
4. List and describe businesses owned or operated by the Proponent in the Amoskeag Millyard, Manchester's Central Business District and other nearby or related areas.

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5. Provide resumes describing the educational, work experiences and specific development project experience for each of the key staff who would be assigned to the project. Explain each key staff's role and expected time commitment to the project.
6. Purchase price offer and any proposed contingencies or conditions of sale.

B. Project Description

1. Provide a general overview of the proposed development plan and explanation of how it will meet the requirements as outlined.
2. Identify the historic or potentially historic buildings to be partially or fully rehabilitated and describe each building's age, building type, condition, history, former uses and current uses if any.
3. Describe the number of parking spaces to be provided, the ways in which the proposed parking will support the existing or proposed uses identified within the proposal, the degree to which parking will be shared with other uses, property owners or the public if at all, and the ways in which proposed parking will be owned, maintained and managed.
4. Provide conceptual site plans, floor plans, diagrams and narrative descriptions of the proposed project detailing proposed uses along with the building area to be devoted to each use.
5. Provide conceptual building elevations and artistic renderings or computer generated images to articulate the ways in which any proposed structures would be integrated into the Millyard and meet the City's Historic District guidelines and aesthetic goals.
6. Provide a preliminary development pro forma showing estimated development costs and proposed sources and uses of funds for the project. Along with a general overview of the financial strategy and a demonstration of project feasibility.
7. A description of local planning and zoning approvals required along with any necessary state or federal approvals, permits or licenses required.
8. A proposed schedule for the project, including phasing if applicable.

C. Past, Present or Pending Legal Claims, Actions or Suits

Describe in detail any determination in the past ten (10) years by an arbitration panel, federal, state or local regulatory body or court of law that any Proponent member has been found in breach or default under any agreement or contract. Identify by name,

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location, caption, docket number, or other form of identification, the proceedings in which such determinations were made.

1. Describe any and all indictments and criminal investigations, regulatory actions, completed or pending, within the past ten (10) years, in any venue involving any member of the Proponent team. Identify by name, location, caption, docket number, or other form of identification, of all such criminal proceedings.
2. Identify any present or anticipated facts known to the Proponent that might reasonably be expected to adversely affect its ability to perform the services identified in the RFP.

D. Financial Qualifications and Condition

Interested Proponents must provide sufficient information and materials to demonstrate their financial ability to successfully complete the Project. If any financial information provided is not intended for public viewing, please provide such information in separate sealed envelopes marked "confidential." Acceptable support materials include the following:

1. Federal Income Tax returns for the past three (3) years.
2. Audited financial information, including balance sheets, statements of income and cash flow, and related footnotes for the previous three (3) fiscal years and unaudited information for the current interim period.
3. 10K filings and any other additional Securities and Exchange Commission filings for the previous three (3) years.
4. Annual reports for the past three (3) years.
5. Prospectus for any equity or debt financing in the past three (3) years.
6. Credit reports and ratings for equity or debt financing in the past three (3) years.
7. Confirmation of assets to be used to support guarantees and legal recourse of the City in the event of a breach of obligation.
8. Confirmation of the Proponent's access to bank lines of credit, revolving credit agreements, and other sources of liquidity.

VIII. Evaluation Criteria

The Selection Committee will evaluate proposals with consideration for the degree to which each proposal advances the City's goals of increasing parking capacity in the

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Millyard, stimulating economic development and preserving historic or potentially buildings and structures as well as the extent to which Proponents have the financial and technical ability to implement the proposal selected.

Specific factors to be considered include the following:

1. number of parking spaces to be provided;
2. historic value of buildings proposed for restoration or rehabilitation;
3. condition, use and occupancy levels of buildings or spaces proposed for rehabilitation;
4. compatibility of design features to the character of the Millyard;
5. timing and phasing of proposed development;
6. potential value of proposed uses;
7. compatibility of proposed uses with surrounding area;
8. the degree to which proposed uses contribute toward the area's social and economic mix, and
9. offer price.

Further, proposals will be evaluated based on demonstration of the Proponent's:

1. experience in executing projects of similar size and scope;
2. ability to implement the project expeditiously;
3. ability to secure necessary financing, and
4. willingness to provide adequate security to the City of Manchester in the event of breach of commitments, through performance bonding, insurance or other performance guarantees.

IX. The Developer Selection Process

A. Inquiries

Any questions or concerns regarding the RFP must be submitted in writing (email preferred) to:

Jay Minkarah, Economic Development Director
City of Manchester
Economic Development Office
One City Hall Plaza
Manchester, NH 03101
jminkarah@manchesternh.gov

Proponents are expected to raise any questions, exceptions, or additions they have concerning the RFP document prior to the submittal deadline. If a Proponent discovers any significant ambiguity, error, conflict, discrepancy, omission, or other

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deficiency in this RFP, the Proponent should notify the above named individual and request modification or clarification of the RFP.

B. Proponent Interviews

Proponents may be asked to participate in interviews with the Selection Committee to further explain or clarify their proposals. Every reasonable attempt will be made to schedule each interview at a time and location that is agreeable to all parties. Failure to interview on the date scheduled may result in rejection of the proposal.

C. Proposal Withdrawal

Proponents may withdraw a proposal in writing at any time up to the proposal closing date and time. If a proposal is withdrawn before the proposal due date, the Proponent may submit modifications or another proposal at any time up to the proposal closing date and time.

All proposals shall remain the property of the City

X. City Reservation of Rights

1. The City reserves the right to accept any proposal, in whole or in part, to negotiate further regarding any terms of the proposal to achieve the best proposal as determined by the City at its sole discretion and to reject any or all proposals for any reason whatsoever, should it be deemed in the best interests of the City to do so.
2. Negotiation if undertaken by the City, is intended to result in a contract which is deemed by the City, in its sole discretion, to be in the City's best interests. Any such negotiations will use the selected proposal as a basis to reach a final agreement. Any and all such negotiations shall be binding upon the Consultant.
3. The City reserves the right to include in the contract for services other terms and conditions not specifically set forth here, including, but not limited to, terms and conditions required by funding sources; and additional work which may be identified subsequent to the starting date of the contract.
4. The City reserves the right to waive or disregard any informality, irregularity or deficiency in any proposal received.
5. Any and all expenses incurred by the selected firm shall be the Proponent's responsibility.

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XI. Calendar of Events

Listed below are key dates and times of actions related to this Request for Proposals.

<u>DATE</u>	<u>EVENT</u>
December 07, 2007	RFP issued.
January 25, 2008 (3:00 PM)	Proposals due.
Jan. 28 – Feb 8, 2008	Staff and Committee Review.
February 11, 2008	Committee Recommendation forwarded to Lands & Buildings Committee.
February 19, 2008	Presentation to Lands & Buildings Committee with request for recommendation to full board (target date).
March 4, 2008	Board of Mayor & Aldermen confirm recommendation of Lands & Buildings Committee & authorize preparation of Purchase & Sales agreement (target date).
By April 15, 2008	Purchase & Sales Agreement finalized (target date).

Notes:

- (1) An historic or potentially historic building is one that is individually listed on the national or state register of historic places, is located within a national, state or locally designated historic district or is at least 50 years old and eligible for individual listing.

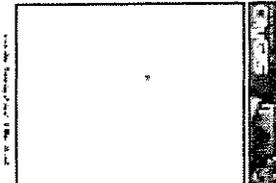
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Appendix A Seal Tanning Aerial

City of Manchester New Hampshire - City's Map Data



City of Manchester, New Hampshire
 Seal Tanning Aerial
 This aerial photograph shows the Seal Tanning area in Manchester, New Hampshire. The area is bounded by Phillimore Cove St to the north, Commercial St to the east, Mulbey St to the south, and Pleasant St to the west. The aerial view shows a residential area with several streets and buildings. The scale bar on the left indicates a distance of 200 feet.



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Appendix B Granite Street Aerial

City of Montpelier - How to Use the City's Map Data

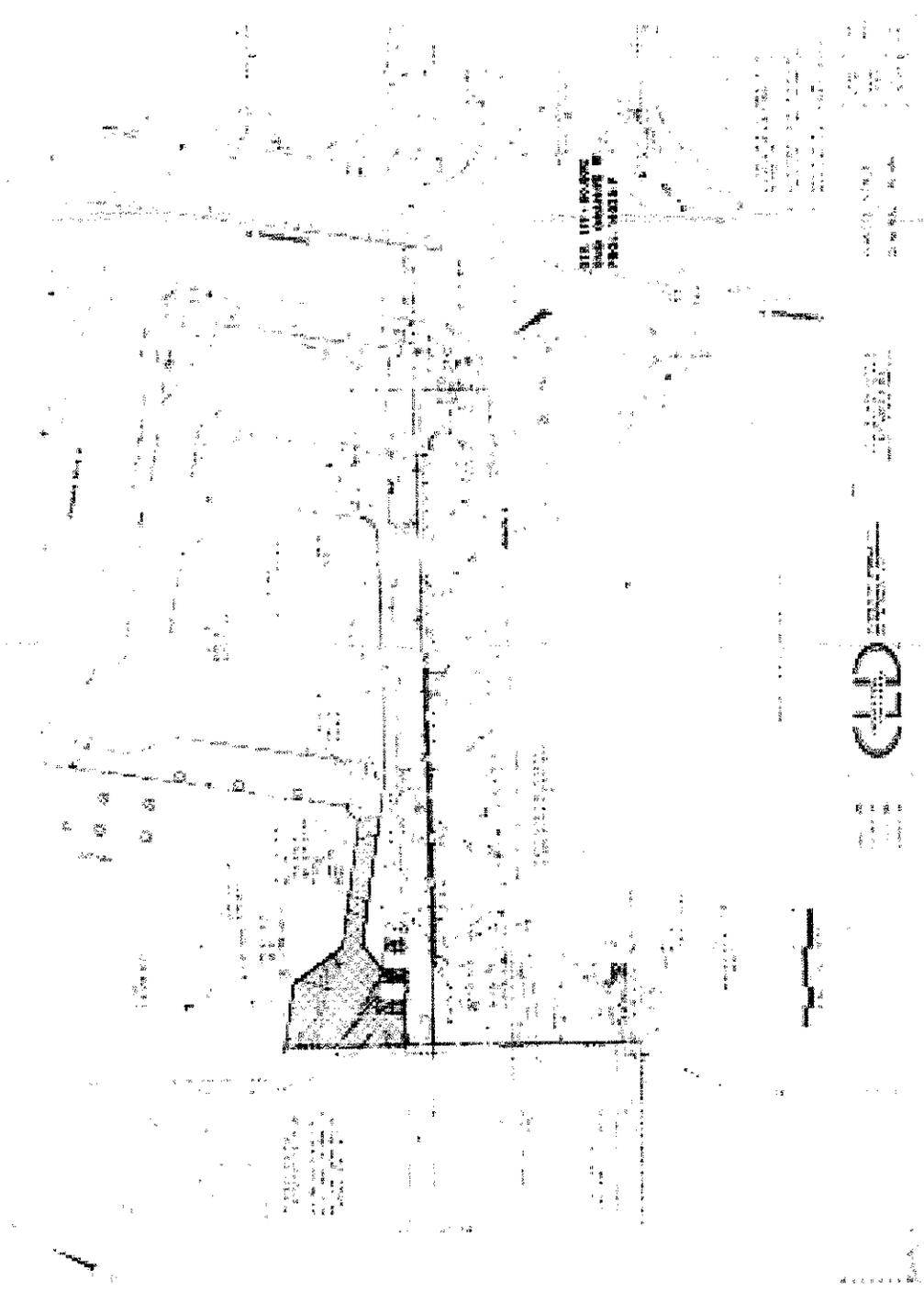


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Appendix B
Granite Street Per Contract



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