ADVERTISEMENT



REQUEST FOR QUALIFICATIONS

FOR THE PROVISION OF

REAL ESTATE, DEVELOPMENT

AND STAKEHOLDER LIAISON SERVICES

The Parking Authority of the City of Camden (PACC) is soliciting proposals from qualified firms for the provision of Real Estate, Development and Stakeholder Liaison Services in the manner described in the Request for Qualifications packet.

RFQ documents describing the services required and guidelines for issuing the award will be available on Monday, March 2, 2015 at the Parking Authority of the City of Camden, Administrative Office and or the Customer Service Center window located at 10 Delaware Avenue, Camden, New Jersey.

All proposals must be submitted to the PACC by Wednesday, March 18, 2015.

The proposals will be publicly opened at the Parking Authority of the City of Camden, Administrative Office located at the above address on Friday, March 20, 2015 at 2:00 PM.

All respondents to the RFQ are required to comply with requirements of N.J.S.A. 10:5-31 et seq. and P.L. 1975 C 127 (N.J.A.C. 17:27).

This RFQ follows the “Fair & Open Process” provided by N.J.S.A. 19:44A-20.4 et seq.



**NOTE: The Parking Authority of the City of Camden will consider proposals only from firms or organizations that have demonstrated the capability and willingness to provide high quality services in the manner described in this Request for Qualifications.**

REQUEST FOR QUALIFICATIONS

FOR THE PROVISION OF

Real Estate, Development and Stakeholder Liaison Services

**Issued by:**

**The Parking Authority of the City of Camden**

**Theodore “Teddy” Hinson Waterfront Garage**

**10 Delaware Avenue**

**Camden, NJ 08103**

**Phone: 856-757-9300**

**Facsimile: 856-964-9317**

**Available: Monday, March 2, 2015**

**Due: Wednesday, March 18, 2015**

**Opening: Friday, March 20, 2015**

**GLOSSARY**

The following definitions shall apply to and are used in this Request for Qualifications:

“Authority” – refers to the Parking Authority of the City of Camden.

“Qualification Statement” – refers to the complete responses to this RFQ submitted by the Respondents.

“Qualified Respondent” – refers to those Respondents who (in the sole judgment of the Authority) have satisfied the qualification criteria set forth in this RFQ.

“RFQ” – refers to this Request for Qualifications, including any amendments thereof or supplements thereto.

“Respondent” or “Respondents” – refers to the interested firm(s) that submit(s) a Qualification Statement.

**SECTION 1**

**INTRODUCTION AND GENERAL INFORMATION**

**1.1. Introduction and Purpose.**

 The Authority is soliciting Qualification Statements from interested persons and/or firms for the provision of Real Estate, Development and Stakeholder Liaison Services, as more particularly described herein. Through a Request for Qualification process described herein, persons and/or firms interested in assisting the Authority with the provision of such services must prepare and submit a Qualification Statement in accordance with the procedure and schedule in this RFQ. The Authority will review Qualification Statements only from those firms that submit a Qualification Statement which includes all the information required to be included as described herein (in the sole judgment of the Authority). The Authority intends to qualify person(s) and/or firm(s) that (a) possess(es) the professional, financial and administrative capabilities to provide the proposed services, and (b) will agree to work under the compensation terms and conditions determined by the Authority to provide the greatest benefit to the Parking Authority of the City of Camden.

**1.2.** **Procurement Process and Schedule.**

 The selection of Qualified Respondents is not subject to the bidding provisions of the Local Public Contracts Law, N.J.S.A. 40A:11-1 et seq. The selection is subject to the “New Jersey Local Unit Pay-to-Play” Law, N.J.S.A. 19:44A-20 et seq., however, the Authority has structured a procurement process that seeks to obtain the desired results described above, while establishing a competitive process to assure that each person and/or firm is provided an equal opportunity to submit a Qualification Statement in response to the RFQ Qualification Statement and will be evaluated in accordance with the criteria set forth in Section 2 of this RFQ, which will be applied in the same manner to each Qualification Statement received. Respondents agree to at all times abide by all requirements of New Jersey law, including, but not limited to the aforementioned “Pay to Play” laws, as well as any and all relevant Executive Orders and the New Jersey Election Law Enforcement Commission disclosure requirements.

 Qualification Statements will be reviewed and evaluated by the Authority and its legal and/or financial advisors (collectively, the “Review Team”). The Qualification Statements will be reviewed to determine if the Respondent has met the minimum professional, administrative and financial areas described in this RFQ. Under no circumstances will a member of the review team review responses to an RFQ for a job which they or their firm submitted a response. Based upon the totality of the information contained in the Qualification Statement, including information about the reputation and experience of each Respondent, the Authority will (in its sole judgment) determine which Respondents are qualified (from professional, administrative and financial standpoints). Each Respondent that meets the requirements of the RFQ (in the sole judgment of the Authority) will be designated as a Qualified Respondent and will be given the opportunity to participate in the selection process determined by the Authority.

 The RFQ process commences with the issuance of this RFQ. The steps involved in the process and the anticipated completion dates are set forth in Table 1, Procurement Schedule. The Authority reserves the right to, among other things, amend, modify or alter the Procurement Schedule upon notice to all potential Respondents.

 All communications concerning this RFQ or the RFQ process shall be directed to the Authority’s Designated Contact Person, in writing.

**Designated Contact Person:**

C.Y. Dixon

Parking Authority of the City of Camden

Theodore “Teddy” Hinson Waterfront Garage

10 Delaware Ave.

Camden, NJ 08103

Also, the envelope exterior should be marked so as to readily identify its purpose, e.g.,

**RFQ**

**REAL ESTATE DEVELOPMENT AND STAKEHOLDER LIAISON SERVICES**

 **Qualification Statements must be submitted to, and be received by the Authority via mail or hand delivery by Wednesday, March 18, 2015, 3:00 PM Prevailing Time on. Qualification Statements will not be accepted by facsimile transmission or e-mail.**

Subsequent to issuance of this RFQ, the Authority (through the issuance of

addenda to all firms that have received a copy of the RFQ) may modify, supplement or amend the provisions of this RFQ in order to respond to inquiries received from prospective Respondents or as otherwise deemed necessary or appropriate by (and in the sole judgment of) the Authority.

**TABLE 1**

**ANTICIPATED PROCUREMENT SCHEDULE**

**ACTIVITY DATE**

1. Issuance of Request for Qualifications Monday, March 2, 2015

2. Receipt of Qualification Statements Wednesday, March 18, 2015

3. Completion of Evaluation of Qualification

Statements by the Parking Authority of the

City of Camden Friday, March 20, 2015

4. Authority Review of Review Team

 Recommendations Monday, March 23, 2015

5. Approval of Professional Services

 Resolutions by Parking Authority

 of the City of Camden

 Board of Commissioners Monday, March 23, 2015

**1.3. Conditions Applicable to RFQ.**

 Upon submission of a Qualification Statement in response to this RFQ, the Respondent acknowledges and consents to the following conditions relative to the submission and review and consideration of its Qualification Statement:

* This document is an RFQ and does not constitute an RFP.
* This RFQ does not commit the Authority to issue and RFP.
* All costs incurred by the Respondent in connection with responding to this RFQ shall be borne solely by the Respondent.
* The Authority reserves the right (in its sole judgment) to reject for any reason any and all responses and components thereof and to eliminate any and all Respondents responding to this RFQ from further consideration for this procurement.
* The Authority reserves the right (in its sole judgment) to reject any Respondent that submits incomplete responses to this RFQ, or a Qualification Statement that is not responsive to the requirements of this RFQ.
* The Authority reserves the right, without prior notice, to supplement, amend, or otherwise modify this RFQ, or otherwise request additional information.
* All Qualification Statements shall become the property of the Authority and will not be returned.
* All Qualification Statements will be made available to the public at the appropriate time, as determined by the Authority (in the exercise of its sole discretion) in accordance with law.
* The Authority may request Respondents to send representatives to the Authority for interviews.
* Any and all Qualification Statements not received by the Authority by Wednesday, March 18, 2015 Prevailing Time on will be rejected.
* Neither the Authority, nor their respective staffs, consultants or advisors (including but not limited to the Review Team) shall be liable for any claims or damages resulting from the solicitation or preparation of the Qualification Statement, nor will there be any reimbursement to Respondents for the cost of preparing and submitting a Qualification Statement or for participating in this procurement process.

**1.4. Rights of Authority.**

 The Authority reserves, holds and may exercise, at its sole discretion, the following rights and options with regard to this RFQ and the procurement process in accordance with the provisions of applicable law:

* To determine that any Qualification Statement received complies or fails to comply with the terms of this RFQ.
* To supplement, amend or otherwise modify the RFQ through issuance of addenda to all prospective Respondents who have received a copy of this RFQ.
* To waive any technical non-conformance with the terms of this RFQ.
* To change or alter the schedule for any events called for in this RFQ upon the issuance of notice to all prospective Respondents who have received a copy of this RFQ.
* To conduct investigations of any or all of the Respondents, as the Authority deems necessary or convenient, to clarify the information provided as part of the Qualification Statement and to request additional information to support the information included in any Qualification Statement.
* To suspend or terminate the procurement process described in this RFQ at any time (in its sole discretion.) If terminated, the Authority may determine to commence a new procurement process or exercise any other rights under applicable law without any obligation to the Respondents.

The Authority shall be under no obligation to complete all or any portion of the procurement process described in this RFQ.

**1.5. Addenda or Amendments to RFQ.**

 During the period provided for the preparation of responses to the RFQ, the Authority

may issue addenda, amendments or answers to written inquiries. Those addenda will be noticed by the Authority and will constitute a part of the RFQ. All responses to the RFQ shall be prepared with full consideration of the addenda issued prior to the proposal submission date.

**1.6. Cost of Proposal Preparation.**

 Each proposal and all information required to be submitted pursuant to the RFQ shall be

prepared at the sole cost and expense of the respondent. There shall be no claims whatsoever against the Authority, its staff or consultants for reimbursement for the payment of costs or expenses incurred in the preparation of the Qualification Statement or other information required by the RFQ.

**1.7. Proposal Format.**

 Responses should cover all information requested in the Questions to be answered in this

RFQ.

 Responses which in the judgment of the Authority fail to meet the requirements of the

RFQ or which are in any way conditional, incomplete, obscure, contain additions or deletions from requested information, or contain errors may be rejected.

**SECTION 2**

**SCOPE OF SERVICES**

 It is the intent of the Authority to solicit Qualification Statements from Respondents that

have expertise in the provision of Real Estate, Development, and Stakeholder Liaison Services. Firms and/or persons responding to this RFQ shall be able to demonstrate that they will have the continuing capabilities to perform the following services while working with the Parking Authority of the City of Camden:

* Identify new projects or real estate developments that may impact parking needs in the City of Camden.
* Evaluate the impact of new redevelopment projects on existing parking reserves.
* Work with the Downtown and Waterfront Stakeholders to identify new development projects and, provide necessary program data to assist the Authority I forecasting, and satisfying the associates parking needs.
* Evaluate potential sites for future development and associated parking in Downtown and Waterfront areas.
* Identify proposed routes in to and out of the proposed development and parking sites.
* Identify property that could be utilized for development and associated parking.
* Identify off-site improvements needed for the development of new projects and associated parking.
* Coordinate with various public/private stakeholders in the Downtown and Waterfront areas to ensure use of various lots for summer and special events.
* Assist the Parking Authority with coordination of stakeholder lots for multiple even nights.
* Assist in the negotiation and use of stakeholder parking lots during the event season.
* Coordinate interaction between the Parking Authority and future developers as well as representatives from the following businesses and agencies.

🗸 Adventure Aquarium

🗸 New Jersey Department of Economic Development

🗸 South Jersey Port Corporation

🗸 Susquehanna Bank Center

🗸 Camden Riversharks Baseball

🗸 USS New Jersey Battleship

🗸 County of Camden (New Jersey) etc.

* Work with the Parking Authority to develop Camden Riversharks parking strategies for new projects.
* Assist in negotiating lease and parking agreements with developers and public agencies for future development projects.
* Assist in the process to acquire Federal and/or State Grants as it relates to public parking and transportation improvements.
* Prepare a report to submit to the Parking Authority on a monthly basis.

**SECTION 3**

**SUBMISSION REQUIREMENTS**

**3.1. General Requirements.**

The Qualification Statement submitted by the Respondent must meet or exceed the professional, administrative and financial qualifications set forth in this Section 3 and shall incorporate the information requested below.

In addition to the information required as described below, a Respondent may submit supplemental information that it feels may be useful in evaluating its Qualification Statement.

**3.2. Administrative Information Requirements.**

 The Respondent shall, as part of its Qualification Statement, provide the following information:

1. An executive summary (not to exceed two (2) pages) of the information contained in all the other parts of the Qualification Statement.

2. An executed Letter of Qualification (See Appendix A to this RFQ).

3. Name, address and telephone number of the firm or firms submitting the Qualification Statement pursuant to this RFQ, and the name of the key contact person.

4. A description of the business organization (i.e., corporation, partnership, joint venture, etc.) of each firm, its ownership and its organizational structure.

(a) Provide the names and business addresses of all Principals of the firm or firms submitting the Qualification Statement. For purposes of this RFQ, “Principals” means persons possessing an ownership interest in the Respondent. If the Respondent is a corporation, “Principals” shall include each investor who would have any amount of operational control over the Respondent and every stockholder having an ownership interest of 10% or more in the firm.

(b) If a firm is a partially owned or a fully-owned subsidiary of another firm, identify the parent company and describe the nature and extent of the parents’ approval rights over the activities of the firm submitting a Qualification Statement. Describe the approval process.

(c) If the Respondent is a partnership or a joint venture or similar organization, provide comparable information as required in (b) above for each member of the partnership, joint venture or similar organization.

(d) A statement that the Respondent has complied with all applicable affirmative action (or similar) requirements with respect to its business activities, together with evidence of such compliance.

 5. An executed Letter of Intent (See Appendix B).

6. The number of years your organization has been in business under the present name.

7. The number of years the business organization has been under the current management.

8. Any judgments, claims or suits within the last three (3) years in which Respondent has been adjudicated liable. If yes, please explain.

9. Whether the business organization is now or has been involved in any bankruptcy or re-organization proceedings in the last ten (10) years. If yes, please explain.

10. Confirm appropriate federal and state licenses to perform activities. Submit a copy of the Firm’s Business Registration Certificate.

**3.3. Professional Information Requirements.**

 a. Respondent shall submit a description of its overall experience in providing Real Estate, Development and Stakeholder Liaison Services, the type of services sought in the RFQ. At a minimum, the following information on past experience should be included as appropriate to the RFQ:

 1. Description and scope of work by Respondent

 2. Name, address and contact information of references

 3. Explanation of perceived relevance of the experience to the RFQ

 b. Describe the services that Respondent would perform directly.

 c. Describe those portions of the Respondent’s services, if any, that are sub-contracted out. Identify all subcontractors the Respondent anticipates using in connection with this project.

 d. Does the Respondent normally employ union or non-union employees?

 e. Resumes of key employees

 f. A narrative statement of the Respondent’s understanding of the Authority’s needs and goals for Parking Consultant & Management Services.

 g. List all immediate relatives of Principal(s) of Respondent who are Authority employees or elected officials of the City of Camden. For purposes of the above, “immediate relative” means a spouse, parent, stepparent, brother, sister, child, stepchild, direct-line aunt or uncle, grandparent, grandchild, and in-laws by reason of relation.

**3.4. Financial Information Requirement/Cost Proposal.**

 The Respondent shall submit pricing for one (1) year of consulting services. Respondent shall submit the following:

 1. A lump sum fee for provision of services;

and

 2. An hourly rate sheet for employees anticipated to provide any requested services outside the scope of services identified in this RFQ.

**SECTION 4**

**INSTRUCTIONS TO RESPONDENTS**

**4.1. Submission of Qualification Statements.**

 Respondents must submit an original and five (5) copies of their Qualification Statement to the Designated Contact Person:

C.Y. Dixon

Parking Authority of the City of Camden

Theodore “Teddy” Hinson Waterfront Garage

10 Delaware Ave.

Camden, NJ 08103

 Qualification Statements must be received by the Authority no later than 3:00 PM on Wednesday, March 18, 2015 (Prevailing Time), and must be mailed or hand-delivered. Qualification Statements forwarded by facsimile or e-mail will not be accepted.

 To be responsive, Qualification Statements must provide all requested information, and must be in conformance with the instructions set forth herein. Qualification Statements and all related information must be bound, and signed and acknowledged by the Respondent.

**SECTION 5**

**EVALUATION**

 The Authority’s objective in soliciting Qualification Statements is to enable it to select a firm or organization that will provide high quality and cost effective Parking Consultant & Management Services to the Parking Authority of the City of Camden. The Authority will consider Qualification Statements only from firms or organizations that, in the Authority’s judgment, have demonstrated the capability and willingness to provide high quality services to the Parking Authority of the City of Camden in the manner described in this RFQ.

 Proposals will be evaluated by the Authority on the basis of the most advantageous, all relevant factors considered. The evaluation will consider:

 1. Experience and reputation in the field – 25%

 2. Knowledge of the Authority and the subject matter – 25%

 3. Availability to accommodate the required meetings of the Authority – 20%

 4. Other factors demonstrated to be in the best interest of the Authority – 10%

 5. Price for Services – 20%

**APPENDIX A**

**LETTER OF QUALIFICATION**

**(Note: To be typed on Respondent’s Letterhead. No modifications may be made to this letter.)**

 [insert date]

C.Y. Dixon

Parking Authority of the City of Camden

Theodore “Teddy” Hinson Waterfront Garage

10 Delaware Ave.

Camden, NJ 08103

Dear Ms. Dixon:

The undersigned have reviewed our Qualification Statement submitted in response to the Request for Qualifications (RFQ) issued by the Parking Authority of the City of Camden (“Authority”), dated \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in connection with the Authority’s need for Parking Consultant & Management Services.

We affirm that the contents of our Qualification Statement (which Qualification Statement is incorporated herein by reference) are accurate, factual and complete to the best of our knowledge and belief and that the Qualification Statement is submitted in good faith upon express understanding that any false statement may result in the disqualification of (Name of Respondent).

(Respondent shall sign and complete the spaces provided below. If a joint venture, appropriate officers of each company shall sign.)

(Signature of Chief Executive Officer)

(Type Name and Title)

(Type Name of Firm)

Dated:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**APPENDIX B**

**LETTER OF INTENT**

**(Note: To be typed on Respondent’s Letterhead. No modifications may be made to this letter.)**

 [insert date]

C.Y. Dixon

Parking Authority of the City of Camden

Theodore “Teddy” Hinson Waterfront Garage

10 Delaware Ave.

Camden, NJ 08103

Dear Ms. Dixon:

The undersigned, as Respondent, has (have) submitted the attached Qualification Statement in response to a Request for Qualifications (RFQ), issued by the Parking Authority of the City of Camden (“Authority”), dated \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in connection with the Authority’s need for a Parking Consultant & Management Services.

(Name of Respondent) HEREBY STATES:

1. The Qualification Statement contains accurate, factual and complete information.

2. (Name of Respondent) agrees to participate in good faith in the procurement process as described in the RFQ and to adhere to the Authority’s procurement schedule.

3. (Name of Respondent) acknowledges (acknowledge) that all costs incurred by it (them) in connection with the preparation and submission of the Qualification Statement and any proposal prepared and submitted in response to the RFQ, or any negotiation which results therefrom shall be borne exclusively by the Respondent.

4. (Name of Respondent) hereby declares (declare) that the only persons participating in this Qualification Statement as Principals are named herein and that no person other than those herein mentioned has any participation in this Qualification Statement or in any contract to be entered into with respect thereto. Additional persons may subsequently be included as participating Principals, but only if acceptable to the Authority. (Name of Respondent) declares that this Qualification Statement is made without connection with any other person, firm or parties who has/have submitted a Qualification Statement, except as expressly set forth below and that it has been prepared and has been submitted in good faith and without collusion or fraud.

5. (Name of Respondent) acknowledges and agrees that the Authority may modify, amend, suspend and/or terminate the procurement process (in its sole judgment). In any case, the Authority shall not have any liability to the Respondent for any costs incurred by the Respondent with respect to the procurement activities described in this RFQ.

6. (Name of Respondent) acknowledges that any contract executed with respect to the provision of [insert services] must comply with all applicable affirmative action and similar laws. Respondent hereby agrees to take such actions as are required in order to comply with such applicable laws.

(Respondent shall sign and complete the space provided below. If a joint venture, appropriate officers of each company shall sign.)

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

(Signature of Chief Executive Officer)

(Type Name and Title)

(Type Name of Firm)

**PARKING AUTHORITY OF THE CITY OF CAMDEN**

**Request For Qualification Scoring Sheet**

**ATTACH ADDITIONAL PAGES AS NEEDED**

**RFQ for Real Estate, Development and Stakeholder Services**

**SCORING**

**1 = LEAST QUALIFIED/HIGHEST BID AMOUNT**

**5 = MOST QUALIFIED/LOWEST BID AMOUNT**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Bidder Name | Experience & Reputation | Knowledge of PACC & Subject | Availability | Billing Rate, Contract Price Specify | Start Date (if applicable) | Completion Date (if applicable) | Other\_\_\_\_\_\_\_\_ |
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| **Total** |  |  |  |  |  |  |  |

Bidder Selected: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Resolution Prepared Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Contract Prepared Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Further Negotiation Requested: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Contract Not Awarded Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

I hereby certify that the foregoing statements made by me are true. I am aware that if any of the foregoing statements made by me are willfully false, I may be subject to punishment.

Dated: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Signature: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Print Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Title: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_