# REQUEST FOR PROPOSALS

FLEXIBLE INDUSTRIAL DEVELOPER – PATUXENT BUSINESS PARK

Lusby, Calvert County, Maryland

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|---|---|
| **Issue Date:** | Tuesday, September 1, 2026 at 12:00 PM EDT |
| **Submission Deadline:** | Friday, October 23, 2026 at 3:00 PM EDT |
| **Questions Due:** | Friday, October 2, 2026 at 3:00 PM EDT |
| **Contact:** | Nick Henninger-Ayoub, MEDCO Director of Program Development |
| **Email:** | nhenninger@medco-corp.com |
| **Website:** | www.medco-corp.com |

*The Maryland Economic Development Corporation (MEDCO) was created by the Maryland General Assembly in 1984. MEDCO's mission is to foster business growth and retention, attract new businesses to Maryland, support new enterprise ventures, and generate employment throughout the State. MEDCO achieves its mission through innovative financing, real estate and infrastructure development, strategic advisory services, and workforce and education program development.*

## OVERVIEW

MEDCO is pleased to present this opportunity, developed in close partnership with the Maryland Department of Commerce (“Commerce”) and Calvert County Government (“County”), to facilitate the development of ten (10) unsold lots at Patuxent Business Park (PBP), located in Lusby, Calvert County, Maryland. MEDCO is the owner of record for these lots, and Commerce serves as the note holder. The County and Commerce are active partners in this initiative and will participate in proposal review and developer selection. This reflects how the asset was originally financed and carried on the State's books.

MEDCO is seeking responses from qualified flexible industrial developers with business park development experience interested in acquiring and developing all ten (10) available lots as a single transaction (“Responding Entity/ies”). Proposals for fewer than all ten lots will not be considered. The selected Responding Entity will be expected to propose a purchase price for all ten lots and provide a preliminary development layout consistent with PBP's light industrial mandate and the recorded Declaration of Covenants, Easements, Charges and Liens (the “Declaration”). PBP's light industrial mandate refers to the Park's I-1 zoning and Declaration standards, which are limited to light manufacturing, warehousing, research and development, technology, and compatible office/service uses, and expressly exclude residential development.

MEDCO contracted with a licensed civil engineer to produce clearing, grading, and site preparation cost estimates for the available lots. These estimates will be distributed to all registered Responding Entities as a formal addendum prior to the submission deadline.

Patuxent Business Park received a Ready Score of 4 out of 5 in a 2026 Maryland Business Ready Sites Program (MBRSP) Site Characterization study, (see RFP Exhibit 4) with utility infrastructure in place as shown in Exhibits 1 and 2, a well-maintained internal road network, and a strong local workforce. The primary near-term action identified to enhance market readiness for the lots is clearing and grading the available lots.

RFP Exhibits 1 through 5 (site plats and overall site plan, utility infrastructure maps, floodplain and wetlands map, MBRSP Site Characterization, and the recorded Declaration of Covenants) are posted publicly alongside this RFP. RFP Exhibits 6 through 8 (Phase I Environmental Site Assessment, archeological and cultural resources study, and rare/threatened/endangered species list) are available to any party that submits a notice of intent in accordance with Section A below.

## PROPERTY DESCRIPTION

Patuxent Business Park (the "Park") is Southern Maryland's first comprehensively planned business campus, established in the early 2000s in Lusby, Calvert County, approximately 30 miles southeast of Washington, D.C. The 92-acre campus sits between the Chesapeake Bay and the Patuxent River, adjacent to Maryland State Route 2 with two ingress/egress points, and within proximity of the Patuxent River Naval Air Station, Baltimore, and Annapolis. The park's internal road network is in place and well-maintained. Utility infrastructure including public water, sanitary sewer, fiber and telecommunications are in place up to each lot and a natural gas line connection is provided up to the park's entrance.

The available lots are currently unimproved and require clearing and grading. The park's topography is significant and will require a meaningful amount of grading, as identified in the MBRSP Site Characterization. The site contains some wetlands, which have been accommodated in the existing park site plan. See RFP Exhibit 3 for the floodplain and wetlands delineation, and RFP Exhibit 1 for stormwater management easement locations shown on the recorded plats.

### Available Lots

The following ten (10) lots are available and must be acquired as a single package.

Lot acreage will be confirmed in the engineering addendum. Plat documents are available at: https://www.calvertcountymd.gov/3213/Patuxent-Business-Park

| Lot | Plat Reference | Zoning | Status |
|---|---|---|---|
| Lot 1 | Plat 3 (Lots 1–4) | I-1 | Available |
| Lot 2 | Plat 3 (Lots 1–4) | I-1 | Available |
| Lot 3 | Plat 3 (Lots 1–4) | I-1 | Available |
| Lot 4-R | Plat 3 (Lots 1–4) | I-1 | Available |
| Lot 7 | Plat 6 (Lots 7–12) | I-1 | Available |
| Lot 8 | Plat 6 (Lots 7–12) | I-1 | Available |
| Lot 9 | Plat 6 (Lots 7–12) | I-1 | Available |
| Lot 12 | Plat 6 (Lots 7–12) | I-1 | Available |
| Lot 13 | Plat 5 (Lots 13–14) | I-1 | Available |
| Lot 14 | Plat 5 (Lots 13–14) | I-1 | Available |

## ZONING AND PERMITTED USES

All lots are zoned I-1 (Light Industrial and Mixed-Use District) under the Calvert County Zoning Ordinance. Permitted uses include light manufacturing and processing, warehousing, research and development, technology uses, and professional office and service businesses compatible with an industrial campus. Ancillary commercial uses serving park tenants are also permitted. Residential uses of any kind are expressly not permitted. Responding Entities are responsible for confirming all proposed uses, site development and design standards with Calvert County Department of Planning and Zoning prior to submission.

## TARGET BUILDING TYPOLOGY

MEDCO, Commerce, and County are seeking development of buildings consistent with the established light industrial mixed-use product type common throughout the Maryland market. The target typology features:

- Construction combining office, warehouse, and/or light industrial components.
- Professional office frontage with large windows, welcoming landscaping, and direct tenant entry with 24-hour access
- Rear drive-in or dock-high loading doors, screened from Dedicated Roadways per the Declaration
- Divisible multi-tenant shell design, or single-tenant owner-occupied buildings
- Tilt-up, precast, or masonry construction consistent with the Declaration's approved exterior materials
- Surface parking with landscaped islands per the Declaration's requirements

This product type serves a wide range of tenants including general office, medical and professional services, light manufacturing, scientific research, IT and technology, and defense contractors. Proposals demonstrating experience with this specific typology will be evaluated favorably.

## DECLARATION OF COVENANTS, EASEMENTS, CHARGES AND LIENS

The Park is governed by the Declaration of Covenants, Easements, Charges and Liens recorded among the Land Records of Calvert County on September 26, 2006 (Book 2847, Pages 524–561) (the "Declaration"), executed by MEDCO as Developer. The Declaration establishes the Patuxent Business Park Association, Inc. to administer covenants, collect assessments, and enforce standards. Responding Entities must review the Declaration in its entirety prior to submitting a proposal. The Declaration is available at: https://www.calvertcountymd.gov/DocumentCenter/View/50758/PBP-Recorded-Covenants-and-Restrictions- and is also attached as RFP Exhibit 5.

Key development standards under Section 7.2.2 include:

- **Setbacks**: No building or parking shall be within the greater of thirty feet (30') from any Dedicated Roadway, or twenty feet (20') from any other lot boundary.
- **Building Coverage and Open Space**: Maximum 40% lot coverage by buildings; minimum 25% open space, in addition to required landscaped strips.
- **Landscape Buffers**: Landscaped planting strip required within 30' of any right-of-way and within 20' of side and rear lot lines, maintained at owner's expense.
- **Parking**: Must meet Zoning Ordinance minimums; paved with asphalt or concrete; screened from view as much as possible by depressing grades, landscaping, or earth berms. No more than 15 consecutive single-loaded spaces (or 14 where two seven-space groupings abut) without a landscaped island of at least 6' in width.
- **Loading Docks**: No exterior loading dock may face a Dedicated Roadway unless three or more sides of the building are contiguous to roadways. All loading docks must be screened from roadway view.
- **Exterior Materials**: Approved materials include hard-burned clay brick or tile; natural or simulated stone (weathered, polished, fluted, or broken face); customized architectural CMU (no plain concrete block); poured-in-place, tilt-up, or precast concrete with stone, textured, or coated finish; steel or aluminum composite panels; Architectural Committee-approved wood products; glass or glass block. No awnings permitted.

- **Signage and Lighting**: No colored or flashing lights and no signs on any lot unless approved by the Architectural Committee.
- **Outside Storage**: No outside storage or truck-loading operations between a building and a Dedicated Roadway. Storage elsewhere must be visually screened to at least 6' in height and must not extend above the screening. No storage tanks above or below ground other than wholly within a building, except with Architectural Committee approval.
- **Underground Utilities**: No utility lines above the ground surface, except fire sprinkler valves, hoses, and movable irrigation pipes subject to Architectural Committee approval.
- **Sidewalks**: Concrete sidewalks must be installed adjacent to all Dedicated Roadways at time of building construction.

## ARCHITECTURAL COMMITTEE APPROVAL

No structure may be commenced or altered without prior written approval of the Patuxent Business Park Architectural Committee (the "Architectural Committee"). The Architectural Committee is currently controlled by MEDCO as Developer under the Declaration. Upon conveyance of the lots, control transitions to the Association. Responding Entities should factor this transition into their project planning and timeline. Approval requires a preliminary submission followed by a final submission with full construction drawings. The Architectural Committee has 90 days to act on submitted plans.

## PROHIBITED USES

Exhibit B to the Declaration expressly prohibits a range of uses. Responding Entities must review Exhibit B in full. Notable prohibited uses include trailer parks; used car lots; junk or salvage yards; open storage of building supplies (except during active construction); above-ground gas storage; concrete or asphalt mixing plants; wood and lumber bulk processing; ship building or repair; school bus or recreational vehicle storage; motor vehicle sales or service; carnivals, flea markets, drive-in theaters, amusement parks, miniature golf, and golf driving ranges; farming; animal slaughtering or processing; riding stables; sanitary landfills; septic tank sales; sand and gravel extraction; distilleries [for fuel alcohol]; adult bookstores; and certain food manufacturing and processing operations. See the Declaration link above for the complete list of prohibited uses and covenant terms; this summary is not exhaustive.

## ASSESSMENTS

Each lot owner is a member of the Patuxent Business Park Association and is subject to annual assessments to fund common area maintenance, roadway upkeep, stormwater management, and other shared expenses. Assessments are calculated based on floor area. Responding Entities should factor ongoing assessments into their financial projections.

## INCENTIVES

The following incentives are available to qualifying businesses and investors at PBP:

- Federal Opportunity Zone: PBP is within a designated federal Opportunity Zone, affording capital gains tax benefits for qualifying investments through a Qualified Opportunity Fund.
- Calvert County Commerce Zone: A county-level designation providing tax credits to qualifying new and expanding businesses at PBP.
- Commercial Fast Track Program: Calvert County Government offers a customized fast-track site plan review process to accelerate the review and approval of critical development projects that meet program qualifications.

- MEDCO Programs: MEDCO can assist qualifying businesses with revenue bond financing and other state economic development tools. Following transfer, the selected developer may also be eligible to apply for an MBRSP Site Improvement Grant to help offset site preparation costs. No award can be guaranteed; any application would be subject to program requirements and available funding.

Additional information: https://www.calvertcountymd.gov/3235/Patuxent-Business-Park-Incentives

Responding Entities are encouraged to contact Nichole White, Business Development Specialist, Calvert County Department of Economic Development, for guidance on program eligibility and application.

## WORKFORCE AND MARKET CONTEXT

Calvert County's population has grown steadily, with many residents currently commuting to Washington, D.C. for employment. The MBRSP Site Characterization identified this as evidence of unmet local demand for quality employment opportunities — a positive signal for light industrial and mixed uses at the Park. The park's proximity to the Patuxent River Naval Air Station presents additional opportunities for defense-adjacent technology, research, and light manufacturing tenants.

## SITE PREPARATION

The available lots require clearing and grading prior to construction. MEDCO is contracting with a licensed civil engineer to produce per-lot cost estimates; these will be distributed as a formal addendum to all registered Responding Entities. Proposals must account for site preparation costs in their financial analysis and proposed purchase price.

## GOALS FOR THE PARK

MEDCO, the Commerce, and the County seek to catalyze a productive new chapter of development at one of Southern Maryland's most strategically positioned industrial assets. Supporting goals include:

- Attract light manufacturing, research, technology, or compatible commercial tenants or owner-occupants that generate employment for Calvert County residents and reduce reliance on out-of-county commuting.
- Advance Calvert County's commercial tax base.
- Leverage the park's federal Opportunity Zone and Calvert County Commerce Zone designations.
- Achieve development compatible with the campus character of the Park and the architectural and development standards of the Declaration and Calvert County Zoning Ordinance.
- Demonstrate a credible path to groundbreaking within a reasonable timeframe following closing.
- Maximize participation by local, small, minority-owned, and women-owned businesses in construction, subcontracting, and operations.
- Align with the County's economic development strategy, including goals for attracting technology, defense-adjacent, and professional services businesses.

## PROPOSAL CONTENTS AND SUBMITTAL REQUIREMENTS

### A. Intent to Submit

An email notification of intent to submit must be sent to nhenninger@medco-corp.com prior to the submission deadline. Use subject line: “RFP – Patuxent Business Park – Intent to Submit.”

### B. Proposal Requirements

**I. TECHNICAL CAPACITY**

Responding Entities shall demonstrate technical capacity to develop light industrial mixed-use product across all ten available lots by providing:

1. Resumes for all key staff who will participate in the project, and an organizational chart identifying all entities composing the Responding Entity and their key executives. This is an ongoing obligation if key staff are added or changed.
2. Confirmation that the Responding Entity is in good standing and qualified to do business in Maryland (active SDAT registration), together with evidence of (i) insurance coverage adequate for a project of this scale, and (ii) bonding capacity sufficient to obtain payment and performance bonds at the scale of the proposed development.
3. A minimum of three (3) examples of completed or substantially underway flexible industrial, light industrial, or comparable projects of similar scale undertaken by the Responding Entity or a member thereof within the last seven (7) years. At least one (1) must have been completed within the last five (5) years and must demonstrate continuing profitability (evidenced by audited financial statements, tax returns, or a letter from a certified public accountant). Incomplete examples must be sufficiently underway to demonstrate management of physical development and adequacy of financing to facilitate completion. For each example provide:
    - Name of development entity and role of the Responding Entity
    - Project name and address
    - Total gross square footage and square footage by use type
    - Total hard and soft costs; for ongoing projects, estimated costs and percentage complete
    - Sources and Uses statement
    - Primary contractors/subcontractors and their roles
    - Project entitlement schedule and groundbreaking/completion dates
    - Brief description of how the project serves its surrounding community and market
    - Any incentive programs (e.g., tax credits, Opportunity Zone financing, TIF) utilized in connection with the project
    - At least three (3) professional references (name, organization, phone, and email) familiar with the Responding Entity's development work

**II. DEVELOPMENT PLAN**

Responding Entities shall provide a preliminary Development Plan containing:

1. A preliminary site plan or conceptual layout illustrating proposed building footprints, parking, loading areas, access points, stormwater management areas, open space, and landscape buffers, reflecting compliance with Declaration Section 7.2.2. Two-dimensional drawings are acceptable; simple massing diagrams or representative building elevations are encouraged.
2. A description of proposed use(s) for each building, including total gross square footage by use type (e.g., office finish, warehouse shell, R&D, drive-in bays, dock-high loading). Proposals should reflect the light industrial mixed-use typology described above. All proposed uses must be consistent with I-1 zoning and the Declaration's permitted use framework.
3. A description of proposed exterior building materials consistent with Declaration Section 7.2.2(h).
4. An estimated timeline for design, Architectural Committee approval, entitlement, permitting, site preparation, construction, and initial occupancy or lease-up, with key milestones.
5. A description of the anticipated tenant or owner-occupant profile and any letters of intent, expressions of interest, or market evidence supporting proposed uses.

6. A parking and access plan connecting to PBP's existing internal road network and confirming compliance with Declaration and Zoning Ordinance parking requirements.
7. A plan for engaging MEDCO, the Patuxent Business Park Association, Commerce and County during design and Architectural Committee approval.
8. A utility demand assessment for the proposed business park providing the estimated current and projected utility demands at full build-out, including potable water, sanitary sewer, electric, natural gas, telecommunications and stormwater systems.

**III. PURCHASE PRICE AND FINANCIAL FEASIBILITY**

Responding Entities shall provide:

1. A proposed aggregate purchase price for all ten lots, expressed on a per-lot and per-square-foot-of-land basis, reflecting the Responding Entity's assessment of land value and site preparation costs as informed by MEDCO's engineering addendum.
2. A completed Financial Disclosure Form (Attachment B) in the standard format provided by MEDCO, to allow consistent comparison of financial figures across proposals.
3. A preliminary (rough order-of-magnitude) construction cost estimate for each proposed building, broken out by major cost category—sitework and site preparation, building shell, tenant improvement allowance, and soft costs (design, permitting, contingency)—expressed on a total and per-square-foot basis. Detailed line-item or guaranteed-maximum-price estimates are not expected at this stage; the estimate should be sufficient to demonstrate the feasibility of the development plan and support the proposed purchase price.
4. A description of anticipated equity and debt sources, including any planned use of Opportunity Zone, Commerce Zone, or other incentive programs.
5. A basic pro forma or cash flow model demonstrating financial feasibility, including anticipated rents per square foot or sale prices, stabilized value, and estimated project-level returns.
6. Additional financial information may be requested prior to entering negotiations for a purchase and sale agreement.

**IV. PURCHASE AND SALE AGREEMENT TERMS**

Responding Entities shall provide a proposal for general terms of a Purchase and Sale Agreement (PSA) between the Responding Entity and MEDCO, addressing:

1. Proposed aggregate purchase price and any conditions precedent to closing.
2. Anticipated timeline for PSA negotiation and execution, due diligence period, and closing.
3. Any earnest money deposit and due diligence rights requested.
4. Any seller representations, warranties, or obligations requested of MEDCO.
5. Any terms and conditions specific to the property, including proposed development milestones. Note: control of the Architectural Committee transitions from MEDCO to the Association upon conveyance of the lots. Any PSA must address the timing of Architectural Committee approval relative to closing and how the transition of Developer rights is handled.
6. Responding Entities are encouraged to submit draft term sheets or proposed PSA language.

**V. COMMUNITY AND ECONOMIC IMPACT**

Responding Entities shall describe:

1. Estimated permanent and construction jobs to be created or retained.
2. Schedule of capital investment.

3. Strategy to maximize contracting and employment opportunities for local, small, and minority- or women-owned businesses within Calvert County.
4. Any community engagement activities planned in connection with the project.

**VI. ENVIRONMENTAL AND SITE STEWARDSHIP PLAN**

Responding Entities shall provide an Environmental and Site Stewardship Plan addressing:

1. An acknowledgment of site conditions described in this RFP, including the presence of wetlands accommodated in the park site plan and the significant topography requiring clearing and grading as identified in the MBRSP Site Characterization. Responding Entities agree not to rely solely on information provided by MEDCO or Calvert County Government and shall conduct any independent assessments they deem appropriate. For reference, MEDCO is providing a Phase I Environmental Site Assessment (RFP Exhibit 6), an archeological and cultural resources study (RFP Exhibit 7), and a Calvert County rare, threatened, and endangered species list (RFP Exhibit 8); MEDCO makes no representation as to the continued accuracy or completeness of these materials. Exhibits 6–8 are available upon request to Responding Entities who submit a notice of intent.
2. Planned measures to protect and preserve wetland areas during site preparation and construction, consistent with applicable state and local environmental regulations.
3. A stormwater management approach addressing runoff from cleared and graded lots, consistent with Calvert County Government requirements and the Declaration's stormwater easement provisions.
4. Any additional information or actions the Responding Entity will require MEDCO or Calvert County Government to provide prior to executing a PSA.

**Failure to provide any information requested in this RFP may result in disqualification of the proposal.**

### C. Submittal Requirements

All submittals must be received via email by Friday, October 23, 2026 at 3:00 PM EDT. Late responses will not be accepted.

- Electronic: Submit one (1) PDF to nhenninger@medco-corp.com. Subject line: “RFP – Patuxent Business Park – [Responding Entity Name].”
- Each proposal must include a signed statement affirming that the Responding Entity has read the Declaration, including Exhibit B (Prohibited Uses), and understands and accepts the restrictions described therein.

Proposals must disclose any actual or potential conflicts of interest and any existing business relationships with MEDCO, the Maryland Department of Commerce, Calvert County Government, or their appointed officials or employees.

The proposal must include the legal name of the Responding Entity and must be signed by an authorized representative. For corporations, attach a copy of the corporate resolution authorizing the signatory. If the Responding Entity intends to form a joint venture, all proposed joint venture partners must be identified.

## QUESTIONS

All questions and requests for clarification should be directed to nhenninger@medco-corp.com no later than Friday, October 2, 2026 at 3:00 PM EDT, labeled “RFP – Patuxent Business Park.” Questions and answers will be distributed to all registered Responding Entities. A pre-proposal site visit will be coordinated upon request. Prior to any site visit, the Responding Entity must execute the Right of Entry and Site Access Agreement (Attachment C).

## SCHEDULE

| MILESTONE | DATE |
|---|---|
| RFP Issued | Tuesday, September 1, 2026 at 12:00 PM EDT |
| Engineering Addendum Distributed | Tuesday, September 15, 2026 at 12:00 PM EDT |
| Virtual Pre-Proposal Conference | Tuesday, September 15, 2026 at 4:00 PM EDT |
| Intent to Submit Deadline | Friday, October 2, 2026 at 5:00 PM EDT |
| Pre-Proposal Site Visit (optional, by appointment) | September 16 – October 9, 2026 (by appointment) |
| Proposer Questions / Clarifications Due | Friday, October 2, 2026 at 3:00 PM EDT |
| MEDCO Responds to Questions | Friday, October 9, 2026 |
| Proposals Due | Friday, October 23, 2026 at 3:00 PM EDT |
| Finalist Interviews (if applicable) | Week of November 2–6, 2026 |
| Developer Selection Announced | Target: Friday, November 13, 2026 |

MEDCO will host an optional virtual pre-proposal conference on September 15, 2026 at 4:00 PM EDT to review the RFP and respond to preliminary questions. The connection details will be distributed to all parties that have contacted MEDCO to express interest in the RFP, and a summary of the discussion will be made available to all registered Responding Entities. Attendance is encouraged but not required.

Responding Entities selected as finalists should be available for a virtual or in-person interview on the finalist interview date. Interview notifications will be provided at least five (5) business days in advance.

## EVALUATION CRITERIA

MEDCO, in consultation with the Maryland Department of Commerce and Calvert County Government, will evaluate proposals based on the following criteria. All parties will adhere to MEDCO's Conflict of Interest policy by removing themselves from the review of any proposals for which a Conflict of Interest exists. MEDCO reserves the right to weight criteria differently based on the quality and comparability of proposals received.

| EVALUATION CATEGORY | WEIGHT |
|---|---|
| Technical Capacity (experience, team qualifications, comparable completed projects) | 25% |
| Development Plan (quality, feasibility, compliance with Declaration, building typology) | 25% |
| Purchase Price and Financial Feasibility (land value, pro forma strength, financing plan) | 15% |
| Purchase and Sale Agreement Terms (reasonableness and clarity of transaction structure) | 10% |
| Environmental and Site Stewardship Plan (wetland protection, stormwater, site preparedness) | 10% |
| Community and Economic Impact (job creation, local business participation, County goals) | 15% |

MEDCO, the Maryland Department of Commerce, and Calvert County Government will review all responses and may request further information, clarifications, or presentations to make a final selection.

## RESERVATIONS

- MEDCO reserves the right to reject any or all proposals or parts of proposals and to waive informalities or technicalities as the interest of MEDCO may require.
- This RFP creates no obligation on the part of MEDCO to enter into a Purchase and Sale Agreement or to compensate Responding Entities for proposal preparation expenses.
- MEDCO reserves the right to negotiate with any or all Responding Entities in any manner necessary to best serve its interests and to cancel this RFP, in whole or in part, at any time.
- An award will be made by MEDCO, in its sole discretion and in consultation with the Maryland Department of Commerce and Calvert County Government, based upon the evaluation criteria set forth herein.
- By submitting a proposal, a Responding Entity represents that it has the expertise, qualifications, resources, and relevant experience to execute the development plan as proposed.
- MEDCO makes no representations or warranties regarding the condition of the lots, site preparation costs, or any other aspect of the property. Responding Entities are solely responsible for conducting their own due diligence prior to submission.

MEDCO
MARYLAND ECONOMIC
DEVELOPMENT CORPORATION

# ATTACHMENT A

## INFORMATION COVER SHEET

REQUEST FOR PROPOSALS – FLEXIBLE INDUSTRIAL DEVELOPER – PATUXENT BUSINESS PARK

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**1.** Responding Entity (legal name of developer and all team members):

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**2.** Confirmation that proposal covers all ten (10) available lots:

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**3.** Proposed aggregate purchase price and per-lot breakdown:

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**4.** Total proposed gross development square footage:

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**5.** Square footage by use type (office, warehouse shell, R&D, other):

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**6.** Estimated number of buildings and approximate height of each:

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**7.** Estimated number of tenant spaces and size range:

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**8.** Proposed exterior building materials (per Declaration Section 7.2.2(h)):

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**9.** Estimated total development cost (hard and soft):

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**10.** Anticipated construction start and completion dates:

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**11.** Proposed financing structure (equity, debt, incentive programs):

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**12.** Parking approach and estimated number of spaces:

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**13.** Estimated permanent jobs to be created (FTE):

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**14.** Strategy for local / small / MBE / WBE business participation:

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**15.** Primary contact (name, title, email, phone):

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AUTHORIZED SIGNATURE: ______________________________ DATE: ________________

PRINTED NAME AND TITLE: ______________________________

MEDCO
MARYLAND ECONOMIC DEVELOPMENT CORPORATION

# ATTACHMENT B

## FINANCIAL DISCLOSURE FORM

REQUEST FOR PROPOSALS – FLEXIBLE INDUSTRIAL DEVELOPER – PATUXENT BUSINESS PARK

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**1.** Responding Entity (legal name):

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**2.** Total equity committed, by source:

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**3.** Total debt committed, by source and lender:

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**4.** Estimated total development cost (hard costs, soft costs, contingency):

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**5.** Proposed aggregate purchase price and per-lot breakdown:

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**6.** Anticipated incentive programs and estimated value of each (Opportunity Zone, Commerce Zone, MBRSP Site Improvement Grant, other):

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**7.** Estimated stabilized annual net operating income:

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**8.** Estimated project-level return (e.g., yield-on-cost, IRR):

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**9.** Most recent audited or reviewed financial statements attached:  Yes  /  No

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*This form is provided to standardize the financial information submitted by all Responding Entities and does not limit additional detail a Responding Entity may wish to provide.*

AUTHORIZED SIGNATURE: ________________________________________ DATE: ______________________

PRINTED NAME AND TITLE: ________________________________________