

# 202 - 220 S. State Street



Request for Qualifications (RFQ)  
Release: November 19, 2024  
Response Deadline: January 31, 2025

**RFQ Broker Representatives:**

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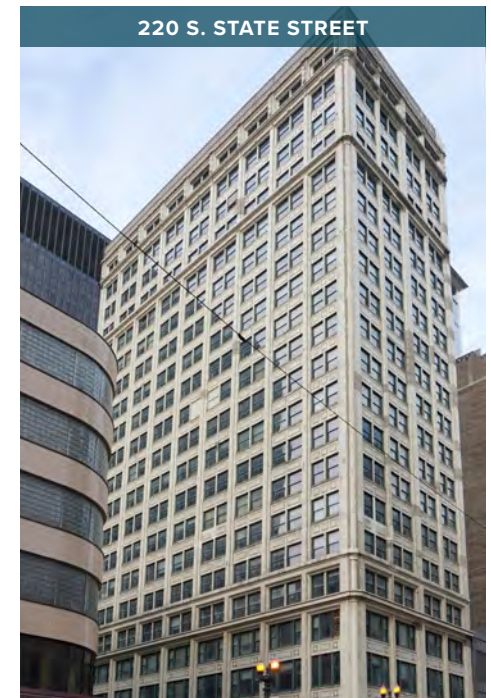
# 1.0 Introduction and Invitation

The U.S. General Services Administration's ("GSA") Public Buildings Service ("PBS") Great Lakes Region 5 ("PBS R5") is pleased to issue this Request for Qualifications ("RFQ") for the redevelopment of the State Street Properties buildings and land (the "Properties"), a collection of properties within the downtown Loop Retail Historic District, which is listed in the National Register of Historic Places and located at 202, 208-212, 214 & 220 South State Street, Chicago, Illinois, under the jurisdiction, custody, and control of the GSA.

This redevelopment of the Properties (referred to herein as the "Project") offers a unique opportunity to redevelop federally owned property through Section 111 of the National Historic Preservation Act of 1966 ("NHPA"). Section 111 of the NHPA gives Federal agencies broad authority to use and lease historic properties to keep underutilized historic buildings occupied and financially viable. Section 111 allows Federal agencies to out-lease any underutilized historic property owned by the agency, including portions of historic properties.

## Procurement Summary Actions for Respondents:

- Review all RFQ requirements carefully, including the Security Criteria in [Appendix A](#), Record of Decision ("ROD"), and Programmatic Agreement ("PA") stipulations outlined in [Appendix B](#);
- Complete all submission requirements ("RFQ Response") outlined in [Section 4.0](#);
- Submit the RFQ Response electronically in PDF format to the GSA's Broker Representative, and;
- Ensure the **submission is received no later than 3 pm Central Time on January 31, 2025.**



## 1.1 Solicitation Purpose and Process

GSA is implementing a two-step solicitation process for the Properties' redevelopment and lease. This RFQ invites experienced real estate development teams ("Respondents") to submit an RFQ Response as further defined in Section 4.0. Following evaluation of RFQ Responses, GSA will shortlist eligible Respondents to participate in a Request for Lease Proposal ("RLP"). The RLP will provide additional details and requirements for the Project, including detailed transaction expectations, terms, design guidelines, and a subsequent permitted site visit. As part of their RLP response, shortlisted Respondents will be required to submit technical and financial proposals, including concept designs and site plans for redevelopment of the Properties. The RLP phase will culminate in the selection of a Preferred Selected Developer ("Developer") to undertake the Project.

The redevelopment of the Properties must consider the Security Criteria established by GSA. Detailed in [Appendix A](#), the criteria include 15 specific criteria to maintain the security of the adjacent Courthouse. While preference and priority will be placed on proposals that adhere to the Security Criteria, GSA will still evaluate proposals with deviations if the Respondent can demonstrate effective solutions (at the sole cost of the Respondent) to mitigate security risks and the financial capability to execute the proposal including the mitigation measures. Any proposed deviation must be agreed to by GSA.

## 1.2 Chicago: A Hub for Innovation and Growth

Chicago, the third-largest metropolitan area in the U.S., is a bold metropolis and cultural compass of the Midwest. With over 9.5 million residents, it boasts a central location, a diverse economy, and a superior education system. The city's world-class logistics and transportation infrastructure have fueled continued economic growth, attracting global companies. Chicago is an innovation hub for technology and creative sectors, with \$16.5 billion in annual academic and corporate R&D and significant investments in public transportation infrastructure.

As a magnet for new professionals, Chicago is home to over 58 colleges and universities, contributing to a dynamic, well-educated population. The city's beautiful architecture, rich culture, and urban amenities make it one of the most desirable places to live and work in the country. Chicago ranks as the No. 1 big city in the U.S. for new and expanding companies, hosting over 400 corporate headquarters and 31+ Fortune 500 company headquarters.

Chicago's diverse economy spans multiple industries, including finance, manufacturing, professional services, and technology. This variety insulates the local leasing market from downturns in any one sector. The city is home to more than 10 tech unicorns and has seen significant job creation from major companies like Google, Amazon, and Salesforce. Additionally, Chicago offers world-class urban living at an affordable price compared to other major American cities, making it particularly attractive to young talent and recent graduates.



# Why Chicago?

**A bold metropolis, Chicago is the cultural compass of the Midwest, the nation's third-largest metropolitan area, and home to more than 9.5 million people.**

A central location along Lake Michigan, diverse economy, and superior education position Chicago as one of the most influential cities in the world. Long known as one of the top job centers, downtown Chicago's world-class logistics and transportation infrastructure has fueled continued economic growth, attracting companies from around the globe.

The city is an innovation hub for technology and creative sectors and continues to attract dynamic firms that demand top talent from universities across the country. Additionally, the city's diverse economy insulates the local leasing market from downturns in any one sector.

**1st**

**MAJOR CITY IN THE U.S.  
TO BUILD A PERMANENT  
INFRASTRUCTURE OF SENSORS  
TO COLLECT BIG DATA**

**\$16.5B**

**IN ANNUAL ACADEMIC AND  
CORPORATE R&D IN CHICAGO**

**\$7.9B**

**IN PUBLIC TRANSPORTATION  
INFRASTRUCTURE**

**\$7.4B**

**MORE PLANNED TO  
COMPLETE BEFORE 2030**

**\$593M**

**INVESTED THIS DECADE**

# A MAGNET FOR NEW PROFESSIONALS

With over 58 colleges and universities in Chicago, the city has a dynamic, well-educated population of individuals who continue to add value to Chicago's business climate and maintain the city's reputation as one of the best and most innovative places to live and work in the world. New graduates flock to Chicago from leading Midwestern universities to begin their careers.



## MAJOR FEEDER SCHOOLS INTO CHICAGO



## A CITY THAT HAS IT ALL

Chicago's beautiful architecture and rich culture positions the "Third-Coast" as one of the most vibrant and desirable places to live and work in the country. Chicago's wealth of bars, restaurants, museums, parks, and theaters paired with an unparalleled transportation system positions the city as a coveted urban destination.

<b>No 1</b>	<b>No 1</b>	<b>400+</b>	<b>31+</b>
<b>BIG CITY IN THE U.S.</b>	<b>TOP METRO FOR NEW &amp; EXPANDING COMPANIES</b>	<b>CORPORATE HEADQUARTERS</b>	<b>FORTUNE 500 COMPANY HEADQUARTERS</b>
<i>-Site Selection</i>			

# A BUSINESS INCUBATOR ACROSS INDUSTRIES

Not only is Chicago culturally diverse, it also harbors an unmatched profusion of companies across a wide variety of industries. This unique mixture of industries position Chicago as an economic jackpot for virtually any company. The city's diverse economy insulates the local leasing market from downturns in any one sector.

## Major Tech Expansions

	Square Footage	Jobs Created
Salesforce	500k SF	2,500
Facebook	263k SF	2,000
Uber Freight	463k SF	2,000
Google	800k SF	1,800
Walgreens	212k SF	1,800
Amazon	70k SF	400
Glassdoor	77k SF	500



- 28% FINANCIAL
- 15% MANUFACTURING
- 14% TRADE, TRANSPORTATION & OTHER
- 14% PROFESSIONAL SERVICES
- 10% GOVERNMENT
- 8% HEALTHCARE & EDUCATION
- 6% TECHNOLOGY
- 5% CONSTRUCTION & ENGINEERING

Chicago is Home to More Than

10

TECH UNICORNS

The Number of Lab Tenants Seeking Space in Chicago has More Than

3x

SINCE EARLY 2019

Major Companies Including

Google  
amazon  
salesforce

Have Created Over

10,700

JOB IN RECENT EXPANSIONS INTO THE CHICAGO JOB NETWORK

Chicago is Home to Over

1,500

FOREIGN-BASED COMPANIES

More Than

400

HEADQUARTERS FOR MAJOR CORPORATIONS

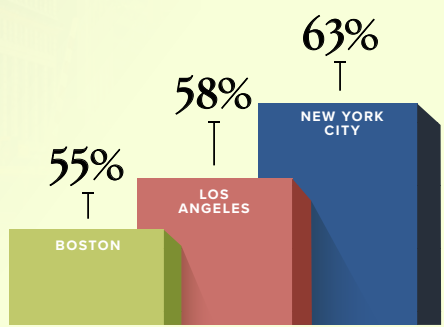




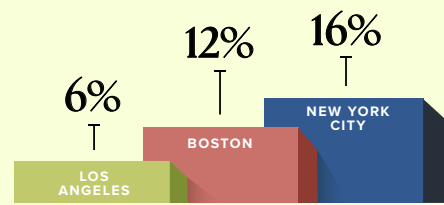
## WORLD-CLASS URBAN LIVING AT AN AFFORDABLE PRICE

Chicago's affordability is a significant driver for young talent and recent graduates' migration to the city. With a lower cost of living compared to other major American cities, Chicago uniquely provides a big city experience for a more reasonable price.

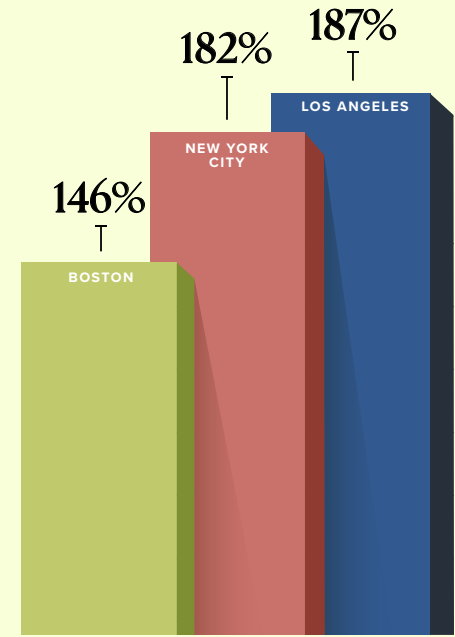
### LIVING EXPENSES COMPARED TO CHICAGO



OVERALL DIFFERENCE



FOOD DIFFERENCE

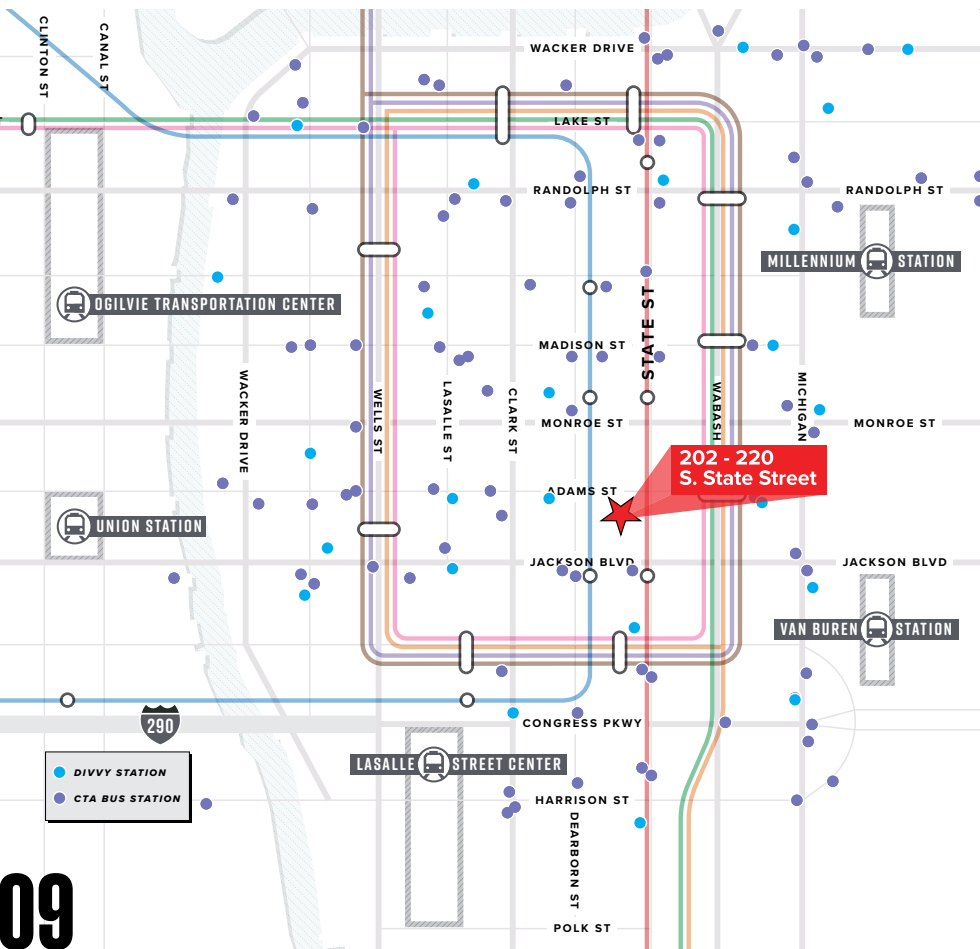


HOUSING DIFFERENCE



# GLOBAL ACCESSIBILITY WITH CITY-WIDE LIVABILITY

Chicago's immensely built-out transportation system allows for easy and affordable travel within the city and national connectivity beyond city limits to the rest of the country. Chicago's centrality and interconnected transportation network allows for companies to achieve an unparalleled global reach while simultaneously providing its inhabitants with convenient everyday transportation options.



## CTA SYSTEM

- Chicago's downtown area, coined as "The Loop", is encircled by the Chicago Transit Authority's (CTA) elevated ("L") train tracks and extensive bus system.
- Serving as the nation's second largest public transportation system, CTA provides Chicagoans a convenient and affordable way to reach every pocket of the city in record time.
- CTA has **1,864** buses that operate 129 routes and 1,536 miles
- CTA's **1,492** rail cars operate
- **8** routes and **224.1** miles of track

## METRA RAIL SYSTEMS

Metra provides a reliable system connecting downtown to the Chicago suburbs. The Metra System poses as a great asset for workers looking to commute from surrounding areas.

- About **90%** of all Metra trips are made commuting to work.
- **242** stations on **11** rail lines



## HIGHWAYS

Illinois is at the heart of the country's highway system with a strategic network of interconnected interstates including highways like I-80, I-90, I-94 and I-55. Chicago's intricate highway network positions the city as an indispensable transportation hub for businesses across the country.

The robust highway system in Chicago sets the city's businesses up for national connection and tunes in Chicago's business for wide-spread economic power.

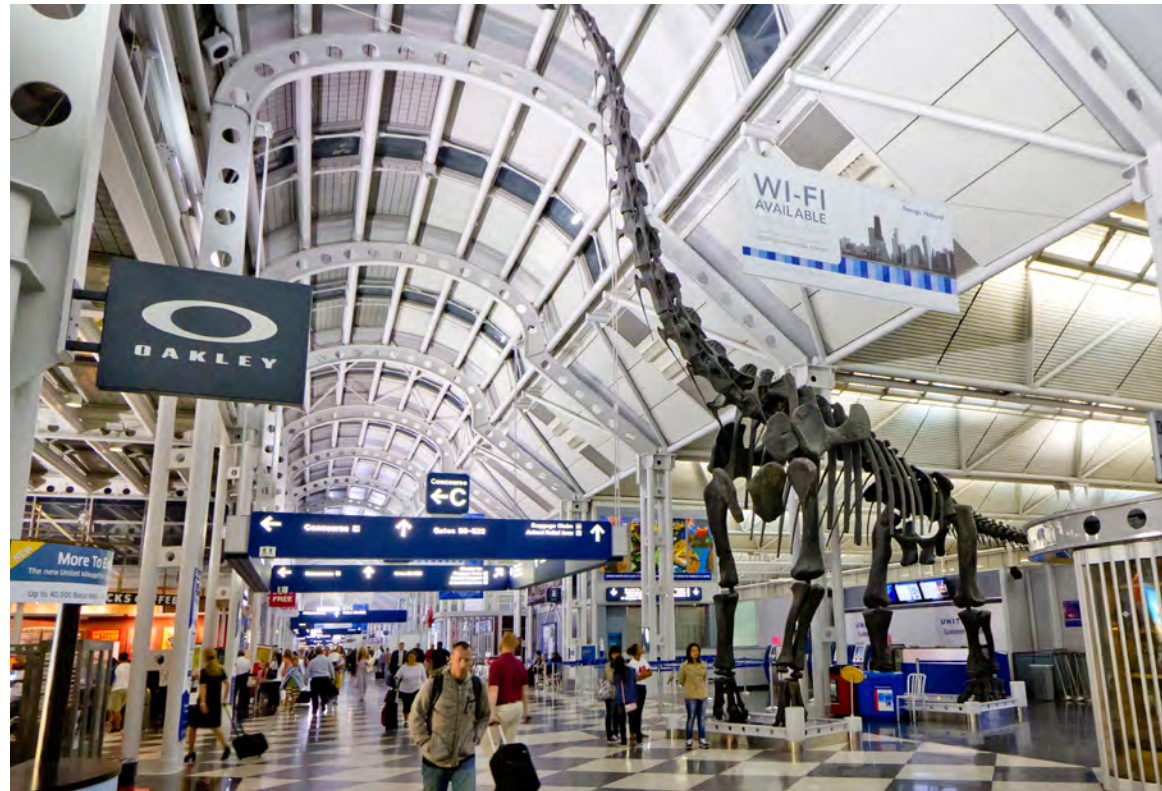
## GLOBAL AIR CONNECTION

Chicago's dual airport system and central US location positions it as one of the most connected cities in the world.

## WALK + BIKE

Chicago is known as being one of the most walkable and bikeable cities in the nation.

- Chicago currently has over **200** miles of bike lanes
- The Divvy Bike System operates **5,800** bicycles at **608** stations



# 2.0 Overview of the Properties

## 2.1 Background

The future of the Properties has been the subject of analysis and consultation under Section 106 of the National Historic Preservation Act (NHPA) of 1966 and the National Environmental Policy Act (NEPA). Through these processes, GSA has considered various strategies regarding the Properties' future. Rather than demolish the Properties or take no action, an Adaptive Reuse strategy for the Properties was selected to avoid or minimize adverse effects on the district. This selected alternative of Adaptive Reuse is documented in the Final Environmental Impact Statement ("FEIS") and Section 4.1 of the ROD (see Appendix B) for the properties and is subject to the terms of a PA between GSA, the Illinois State Historic Preservation Office ("SHPO"), and the Advisory Council on Historic Preservation ("ACHP"). Electronic copies of FEIS and the ROD are available at the GSA Region 5 website, created to provide the public with project information.

The Properties are within the [Loop Retail Historic District](#), which was listed in the National Register in 1998. The National Register nomination notes that the district "represents the history of retail shopping, luxury wholesale trade, professional and personal services, theaters, and hotels in Chicago. The District is in the heart of Chicago's Loop downtown business district and includes properties along eight blocks of State Street and Wabash Avenue (both north-south commercial streets, one block apart), and their cross streets, bounded by Lake Street on the north and Ida B Wells Parkway (formerly Congress Parkway) on the south. The district historically has comprised Chicago's main shopping district and the retail core of downtown" (Tatum 1998).



On May 4, 2023, the Commission on Chicago Landmarks voted to recommend local landmark status for the Century and Consumers Buildings. The Chicago City Council may formally list these properties as Chicago Landmarks in January 2025. Although GSA respects local landmarks and works with local governments in implementing GSA's undertakings, as an agency of the federal government GSA's obligation regarding historic designation status for these federally-owned properties is only legally bound by the requirements of the Programmatic Agreement. The City of Chicago's Department of Planning and Development and the Landmarks Division are fully aware of GSA's federal authority relative to local landmark status.

## 2.2 Property Details

The United States of America is the fee owner of the Properties, described as follows:

Additional details for [Property History and Evaluation Reports](#) for each site can be found on the linked website.

These properties are made available pursuant to the provisions of Section 111 of NHPA, per 54 U.S.C. § 306121 and 306122:

	<b>202 S. State Street</b>	Fifteen (15) stories (plus two below-grade basement levels) containing approx. 68,200 sq. ft., on approx. 0.1-acre site.
	<b>208-212 S. State Street</b>	Vacant lot measuring approx. 0.09 acre
	<b>214 S. State Street</b>	Four (4) stories (plus one below grade basement level) on approx. 0.05-acre site; approx. 7,200 sq. ft.
	<b>220 S. State Street</b>	Twenty-one (21) story (plus three below-grade basement levels) steel-framed high-rise containing approx. 198,400 sq. ft., on approx. 0.21-acre site.

## A. 202 South State Street

- **Location & Condition:** The Century Building at 202 South State Street is located on the southwest corner of the South State Street and West Adams Street intersection. Windows on the 2nd floor have been removed and corrugated panels installed in their place. Windows on the 3rd to 15th floors remain and are original to the building. From the 1990s to the present day, most work on the building has been exterior masonry repairs and replacement of six concrete lintels. The building has been vacant since the mid-1980s. Scaffolding protects pedestrians from falling masonry. Regular façade inspections and minimal repairs have occurred; this includes removal of the building's fire escape and stabilization and repair of the parapet in 2023-2024.
- [Appendix C](#) contains the Building Preservation Plan ("BPP") for 202 S State Street.

## B. 208-212 South State Street:

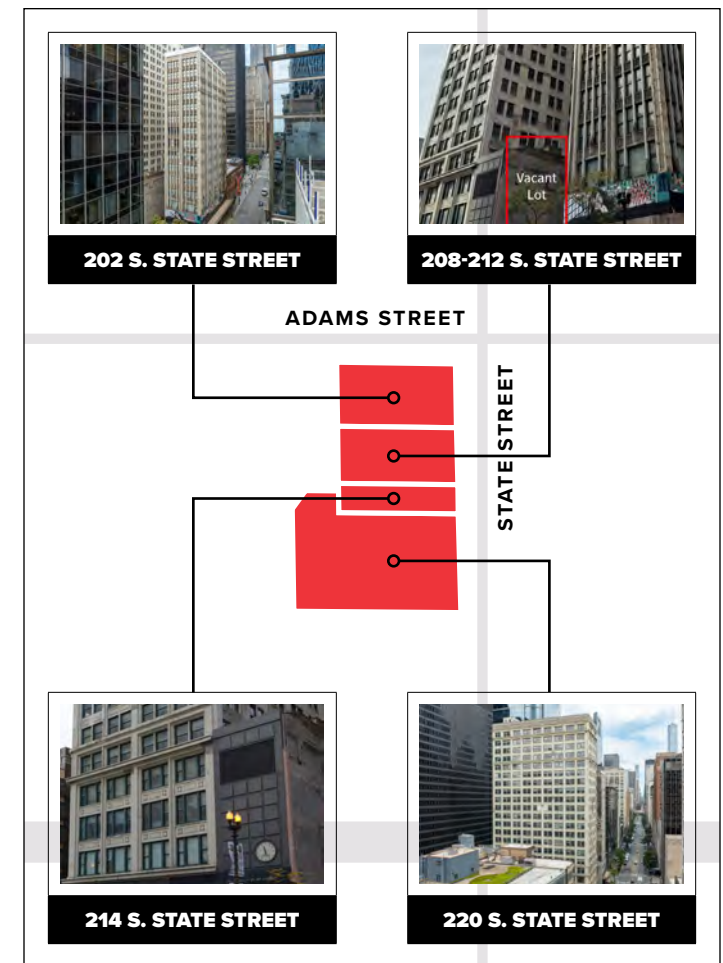
- **Location & Condition:** In June 2023 the non-historic building at 208-212 South State Street was demolished and the site currently consist vacant land.

## C. 214 South State Street:

- **Location & Condition:** 214 South State Street is a four-story masonry building that was formerly a retail men's clothing store called Roberto's. The building features a Moderne-style ground floor storefront with a deeply recessed entrance flanked by display windows trimmed with black Carrera glass and silver metal. GSA is considering 214 South State Street as contributing to the historic district for purposes of this project and has included the redevelopment of the building in Appendix B. Because the building has not been formally determined as a contributing element of the district, eligibility for federal tax credits for its rehabilitation may require further consultation with GSA, the Illinois SHPO and the National Park Service ("NPS").
- A BPP has not been produced for 214 South State Street, therefore alterations to the building are subject to review under the stipulations outlined in [Appendix B](#).

## D. 220 South State Street:

- **Location & Condition:** The Consumers Building at 220 South State Street, has a rectangular footprint and a slightly rounded southwest corner and features windows on all four sides. The Consumers Building has had alterations, remodels, and repairs over its century-plus life. Regular facade inspections and minimal repairs have occurred. The building's exterior upper floors have deteriorated.
- The BPP for 220 S State St. can be accessed in [Appendix C](#).



## 2.3 Potential Financial Incentives

The buildings at 202 and 220 South State Street are contributing elements of the Loop Retail Historic District and as such, their redevelopment is eligible to pursue federal tax credits and other financial incentives contingent upon their status as National Register-listed properties. Potential financial incentives available to the Properties are provided in [Appendix D.](#)

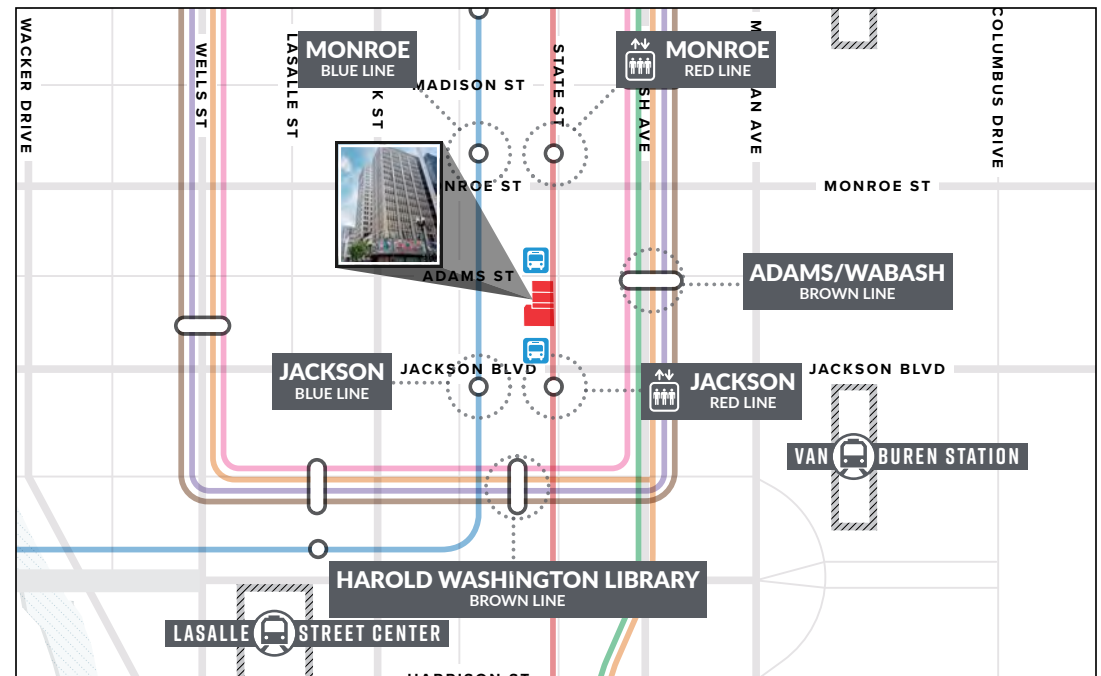
Respondents should refer to the BPP for 202 and 220 South State Street and the defined periods of significance to determine which building and site elements are significant and must be retained, and which do not have significance. Alterations and additions to the buildings and the site outside of the periods of significance do not have significance in their own right; therefore, substantial modifications and/or replacement may be considered for those elements.

As part of the BPP for 202 and 220 South State Street, GSA has developed historic preservation zone plans to identify areas of historic and architectural significance that should be preserved and restored. Historic considerations for these Properties are further defined in [Appendix B.](#)

GSA is considering 214 South State Street as contributing to the historic district for purposes of this project and has included the redevelopment of the building in [Appendix B.](#) Because the building has not been formally determined as a contributing element of the district, eligibility for federal tax credits for its rehabilitation may require further consultation. A BPP has not been produced for 214 South State Street, therefore alterations to the building are subject to review under the stipulations outlined in [Appendix B.](#)

## 2.4 Transit Adjacency

The Red Line “L” operates as a subway along South State Street, and the Blue Line “L” operates as a subway along Dearborn Street. The Orange Line, Pink Line, Green Line, Brown Line, and Purple Line Express are available along Wabash Avenue. CTA bus stops run along South State Street, Dearborn Street, Adams Street, and Jackson Street. Van Buren Metra Electric Station is the nearest Metra station located at 132 E Van Buren St., approximately 0.3 miles southeast of the Properties. Four stairwells near the Project site provide access to the Red Line. One stairwell access is directly in front of 220 South State Street in the southbound direction and a second stairwell access is directly across the street along South State Street in the northbound direction. Two adjoining stairwells are located 100 feet south of these stairwells and provide access to southbound and northbound Red Line. The next nearest stairwell locations for the Red Line are approximately 500 feet north and south of 202, 214, and 220 South State Street, including handicap-accessible elevators. CTA bus stops closest to 202, 214, and 220 South State Street are 200 feet south along southbound State Street and across the street on northbound State Street at the Adams Street intersection.



## 3.0 Proposed Transaction Overview

### 3.1 Transaction Structure

GSA intends to enter into a long-term (minimum of 50-years), unsubordinated Lease Agreement (“LA”) for the land and existing buildings of the Properties with the Developer. The Developer will be required to construct and finance infrastructure improvements and to estimate the total development cost and value to establish a long-term lease rate. For the transaction, the Developer will be required to execute a LA with GSA.

No federal funds will be available for rehabilitation, preservation, or restoration of the Properties; therefore, any rehabilitation or modification of the buildings to meet the criteria would not be performed at the Federal Government's expense.

### 3.2 Roles and Responsibilities

This section outlines the Developer and GSA's role in the redevelopment and provides information on the legal and regulatory context for the Project.



### 3.2.1 GSA's Responsibilities

- GSA will continue to exercise custody of the Properties on behalf of the Federal government;
- GSA will lease the Properties in "AS IS, WHERE IS" condition. The final terms of the relationship will be contained in the LA to be executed by the parties. GSA does not warrant the suitability of the Properties for the Developer's intended development;
- GSA is responsible for complying with NEPA and requires the Developer to comply with the guidance in the FEIS and the ROD, which will be requirements of the LA as described in Section 3.1 above (refer to [Appendix B](#));
- GSA is responsible for complying with NHPA and will facilitate the review of the Developer's redevelopment plans in compliance with Section 106 of the NHPA. The Developer will be required to implement changes to their redevelopment plans in keeping with the NHPA and the PA executed for the Properties (refer to [Appendix B](#));
- During the redevelopment and construction phases, GSA will review and approve all presentation materials, general design and development plans, construction drawings, and specifications for compliance with the concept plan for compliance with [Appendix B](#); and
- Unless revised, GSA will monitor for federal compliance with the review and approval processes, if any, with, but not limited to:
  - i. Historic Preservation
  - ii. NEPA Mitigation Measures
  - iii. Security Requirement Adherence and/or Security Risk Mitigation
  - iv. [Facilities Standards \(P100\)](#)
  - v. City Building Codes
  - vi. Quincy Court Access

### 3.2.2 Developer Responsibilities

The Developer will solely be responsible for redeveloping the Properties, with oversight by GSA, in accordance with Public Laws and other guidance.

Developer's Responsibilities include:

- Obtaining any zoning changes, building permits, and occupancy permits from local authorities as required by their development plan.
- The production and financial obligation related to the submissions and the review processes.
- The design, construction, operations, maintenance, and funding of the Project as proposed through this process and approved by GSA.
- Identifying, budgeting for, and paying all applicable taxes, assessments, and fees related to the Project, including but not limited to property taxes, leasehold taxes, and any other local, state, or federal taxes that may apply.



## 4.0 RFQ Submission Requirements

### 4.1 Anticipated RFQ Schedule and Primary Point of Contact

The schedule for the selection process is summarized below. Notwithstanding the GSA's intent to adhere to this schedule, it may be altered at the GSA's sole discretion.

- RFQ Issuance: November 19, 2024
- Pre-Submittal Conference and Building Tour #1: December 5, 2024
- Pre-Submittal Conference #2 (Virtual): January 9, 2025
- RFQ Question Deadline: January 10, 2025, 3:00 PM CST
- RFQ Response Deadline: January 31, 2025, 3:00 PM CST
- Development Team Presentations: February 2025
- Anticipated RLP Issuance: Spring 2025
- Selection Notification/Letter of Intent to Developer: Summer 2025
- Lease Execution/Space Delivery: Fall 2025



### 4.2 RFQ Pre-Submittal Briefing and Building Tour

An in-person pre-submission conference and building tour for all Proposers is scheduled for Thursday, December 5th, 2024 at 10 am CT. The second pre-submission conference will be virtual and is scheduled for January 9, 2024. Each Proposer must email GSA's designated Point of Contact to register to attend the pre-submittal meeting and building tour. Each Proposer must wear appropriate personal protective equipment ("PPE") including a hard hat (self-supplied) and execute a waiver of liability before entering the Properties. Photos will be restricted to certain areas. Instructions and details will be provided via email prior to the meeting to the Proposers who have registered.

Each Proposer shall be responsible for any physical examination of the Project it deems necessary for the purposes of responding to the RFQ. The building tours will be conducted in an "open house" format. Besides the building tours, site access will be provided to Shortlisted Proposers only.

### 4.3 Questions Regarding the RFQ

Questions are encouraged. All questions shall be submitted in writing by email before **January 10, 2025, at 3:00 PM CST** to GSA's Broker Representative at:

**Brian Carroll**

**Subject:** GSA State Street RFQ Questions\_[Insert Respondent Name]

**Email:** gsa.briancarroll@gmail.com

**Ed Chatmon**

**Subject:** GSA State Street RFQ Questions\_[Insert Respondent Name]

**Email:** gsa.edchatmon@gmail.com



## 4.4 RFQ Submission Format

Respondent must submit their RFQ Response electronically in PDF format to GSA's Broker Representative, including all required forms and attachments. GSA must receive the electronic submission no later than 3:00 PM CST on January 31, 2025. GSA reserves the right, in its sole discretion, to consider in the selection process any submissions that it receives after the deadline.

The RFQ Responses must be addressed to:

### Brian Carroll

**Subject:** GSA State Street RFQ Response\_[Insert Respondent Name]

**Email:** gsa.briancarroll@gmail.com

### Ed Chatmon

**Subject:** GSA State Street RFQ Response\_[Insert Respondent Name]

**Email:** gsa.edchatmon@gmail.com

The proposal will provide that GSA's consent shall be required for any change in the key personnel, design concept, development schedule, and financial offer in response to this RFQ. Any changes to key personnel will require GSA's consent, which consent shall not be unreasonably withheld. To be considered, a representative of the Respondent who is authorized to bind the Respondent must sign RFQ Responses. The name, address, and telephone number of this individual, who may be contacted during the RFQ Response evaluation period, must be included in the RFQ. All RFQ Responses must be submitted according to instructions.

## 4.5 Cover Letter, Summary of Interest, Table of Contents

Provide a cover letter, including the title of the RFQ, submittal date, the Respondent's name, principal contact, address, telephone number, and email address. The cover letter should include a brief narrative conveying the Respondent's interest, capabilities, and experience relevant to the Project. The cover letter shall be signed by a principal or officer authorized to represent and make commitments on behalf of the Respondent. The RFQ Response should provide a complete table of contents indicating section headers and pages.

## 4.6 Respondent Qualifications

### 4.6.1 Identify the Respondent Team

Provide a brief description of the Respondent team's management structure, including its teaming arrangements, and identify the roles of each firm. The Respondent's team must include, at minimum, the following roles (multiple roles may be performed by a single firm):

- Developer
- Architect
- Structural Engineer

### 4.6.2 Respondent Team Profiles

For each member of the Respondent team, provide a profile of the member and firm, including, at minimum: (1) legal and business names, (2) business structure, including parent company and/or functional affiliated titles (if applicable), (3) the names of the firms' officers, (4) number of years in business, (5) relevant services offerings and accomplishments, (6) headquarters location, (7) the principal office from which it plans to engage staff for the Projects, and (8) total number of employees.

### 4.6.3 Respondent Team Organizational Chart

For each member of the Respondent team, identify and provide resumes/professional biographies for the following proposed staff:

- **Firm Executive:** an individual with reasonable authority to act on behalf of the firm and lead accountability for the firm's performance.
- **Other Key Personnel:** individuals with significant responsibilities or of critical importance to the performance of the Respondent team.

Provide an organizational chart graphic that incorporates the firms and key staff information for the full Respondent team, along with the proposed reporting structure.

### 4.6.4 Relevant Experience

#### 4.6.4.1 Pipeline and Current Projects

For each member of the Respondent team, provide a summary of the firms' current pipeline and projects currently in construction (as applicable).

### 4.6.4.2 Project Examples

For each member of the Respondent team, provide no less than three project examples that demonstrate applicable experience and expertise related to designing, constructing, financing, operating, and maintaining projects similar in size and scope to the Project. GSA highly prefers demonstrated experience:

- Working on large-scale adaptive reuse projects;
- Working on urban mixed-use projects of similar size and scale to the Properties; and
- Working with governments under public-private partnership ("P3") project structures, including long-term lease agreements.

Project examples should provide a concise summary of the Project, including:

- Firm role;
- Location, project type, uses, size, and approximate value;
- Team: owner, developer, architect, operator, engineer, general contractor, property manager, and key staff, highlighting prior work experience between firms and key personnel proposed for the Respondent team;
- Capital structure and financing sources;
- Construction start and completion dates or property management start and end dates (as applicable); and
- Key attributes, results, successes, and/or innovations.

### 4.6.4.3 Project References

Provide a project reference for at least three of the developer's project examples provided in response to this [Section 4.6.4.2](#) and a project reference for at least one of the Architect's project examples provided in response to this [Section 4.6.4.2](#). Each reference should preferably be an employee of the counterparty with detailed knowledge of the Project during each phase (procurement, development, design, construction, financing, operations, and maintenance). Contact information should include name, title, company/organization name, phone number, and email address. If the contact information provided is not current or correct, GSA may elect to exclude the Project in assessing the developer's relevant experience.

## 4.7 Concept Narrative

Each Respondent will describe a design concept narrative for redeveloping and operating the Properties. The written concept narrative will outline the proposed design concept for the Properties, including proposed uses and identification of previous projects the Respondent considers similar to their proposed concept for the Properties.

The Respondent shall provide the following:

- Concept narrative of not more than five typed 8 ½" x 11" pages (no less than 11-point font size), outlining the Respondent's proposed use for the redevelopment;
- A discussion of how the proposed use fulfills the Developer Responsibilities in [Section 3.2.2](#).
- Brief and generalized overview of how the principal spaces, systems, and building elements would be modified for the proposed use;
- Development timeframe, identifying the length of time estimated to reach key milestones including commencement and completion of design and construction (including periods for review by GSA and other stakeholders as outlined in [Appendix A](#) and [Appendix B](#)); securing financing and occupancy; and commencing operations; and;
- Description of a general approach to ongoing management and operations.
- Description of approach to adhering to the security established by GSA in collaboration with the US District Court for Northern Illinois and Federal Law enforcement agencies. If the Respondent chooses to propose deviations from the Security Criteria, a mitigation plan should be included.

## 4.8 Financial Capacity and Capability

Respondents are asked to demonstrate the ability to finance projects commensurate with the value of the Project envisioned through prior experience, financing relationships, and company financials. The standard for evaluation of Financial Capability is met when the Respondent and its financial/equity partner, if any, demonstrate the expertise to structure and execute financing plans. To demonstrate the Respondent's financial capacity and capability to develop the Project, provide the following information:

- Describe the Respondent's relationships with lending institutions, financial partners, and investors, demonstrated ability to access funding sources;
- Recent history of obtaining financing commitments for real estate development projects, detailing the type of project, financing source, and amounts committed;
- Three references from a bank or similar financial institution or equity partner familiar with the financial condition of the firm;
- For the Respondent team, a statement regarding any debarments, suspensions, bankruptcy, or loan defaults on real estate development projects and/or government contracts;
- A statement describing the expected equity requirements and sources, the anticipated sources of working capital, and the anticipated amount of debt that will be required to complete the Project; and
- For the developer, include all projects underway indicating for each project the status (percentage completed to date), size and scope, cost, developer equity, financial guarantees, and role of developer.

GSA reserves the right to request additional evidence of the Respondent's financial condition before shortlisting or as part of the RLP.

# 5.0 RFQ Response Evaluation

## 5.1 Process Overview

### 5.1.1 Initial Screening

GSA will screen all RFQ Responses to assess whether the criteria are satisfied. If needed, GSA may request clarifications at this time or at any other time during the evaluation process.

### 5.1.2 Interviews

GSA reserves the right to interview some or all Respondents or to decline to interview any Respondents if, in its sole discretion, it determines such interviews are unnecessary. If interviews are held, GSA will consider the information provided during the evaluation process.

### 5.1.3 Evaluation

GSA will evaluate all RFQ Responses based on the selection criteria provided below. This evaluation will include any information provided by Respondents during the interview process. As a result of the evaluation process, GSA will identify and shortlist two to four Respondent teams, which, at GSA's sole discretion, are best qualified to meet GSA's needs.

GSA reserves the right to reject any or all RFQ Responses and to change or add to the evaluation criteria at any time during the process. All decisions related to the review, evaluation, and qualification of Respondents will be made at the GSA's sole discretion.

## 5.2 RFQ Selection Criteria

GSA will apply the following criteria to evaluate responses to the RFQ and determine and select the most highly qualified Respondents to respond to a subsequent RLP:

### 5.2.1 Experience and Past Performance of Respondent & Key Personnel

- Respondent team organization and structure.
- Firm qualifications, experience, references, demonstrated responsibilities in comparable roles on prior projects of similar scope and scale.
- Strength of prior work experience amongst the Respondent team's key personnel, particularly experience with formulating and implementing successful adaptive re-use redevelopment, and/or P3 development projects of similar scope and scale.
- The Respondent team must include one or more head architects who have direct experience designing or facilitating adaptive reuse redevelopments.

### 5.2.2 Financial Capacity and Capability

- Respondent's demonstrated financial capacity.
- Strength of the Respondent's financial references.
- Ability to access funding for development and offer broad financing solutions to GSA and the Project.

### 5.2.3 Concept Narrative

The degree to which:

- The concept narrative demonstrates the fulfillment of the Developer's Responsibilities outlined in [Section 3.2.2](#), including leveraging the expertise of the private sector to reposition and activate the Properties, preserving the historic integrity of this unique and important asset, developing the Properties to its highest and best use, providing a financial return to GSA, and contributing to the vitality of the State Street Historic District and corridor.
- Concept narrative demonstrates a sound approach to the redevelopment of the Properties.

### 5.2.4 Alignment with the GSA Security Criteria

The degree to which the Respondent team demonstrates an adherence to GSA's Security Criteria ([Appendix A](#)) will impact GSA's preferences in the evaluation process. GSA will give preference to the proposals that meet the 15 security criteria. In addition, GSA shall consider proposals that deviate from the 15 Security Criteria if the Respondent can mitigate security risks in a manner acceptable to GSA.

### 5.2.5 Interview

The degree to which Respondent demonstrates the following during its interview:

- High-quality interactions with GSA that demonstrate an attitude of partnership, creative approaches to problem-solving, an expression of flexibility in addressing changing conditions and responding to GSA feedback, and overall strong team dynamics;
- An awareness of project risks and expression of flexibility in addressing changing conditions and responding to the GSA's feedback; and
- An understanding and commitment to the security criteria and;
- A willingness to partner with the GSA to achieve its objectives for the Project.

### 5.2.6 Litigation, Defaults, Bankruptcy, and Criminal Background (Pass/Fail)

Full disclosure of litigation, debarment, and bankruptcy history that is free of material concerns.



Source: Landmarks Illinois



# 202 - 220 S. State Street

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