



**Request for Proposals (RFP) for the Purchase and Redevelopment of  
9770 and 9790 Washington Blvd, Laurel, MD 20723  
(the “Hurst Property”)**

**Due Date: 4 p.m. ET on Monday, October 21<sup>st</sup>, 2024**



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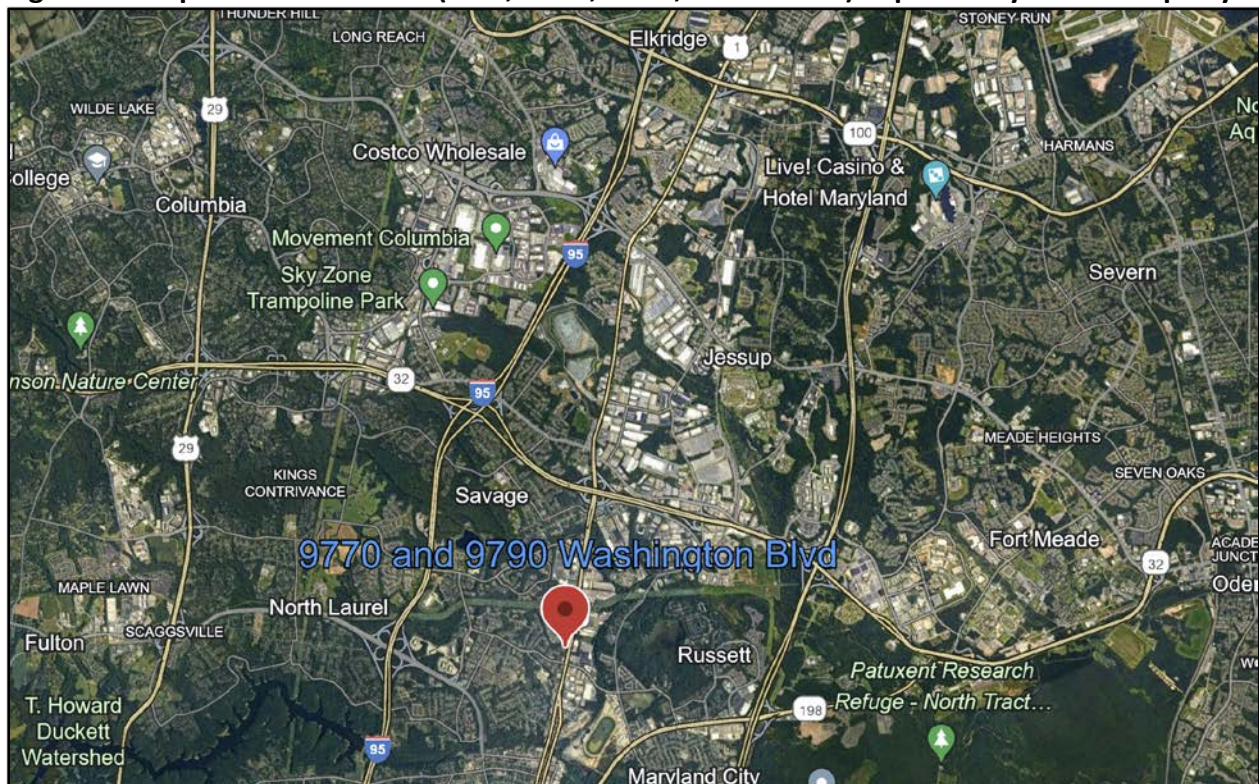
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## I. Introduction

Howard County, Maryland (the “County”) is a thriving and growing county strategically located between Baltimore and Washington D.C., two of the nation’s largest metropolitan areas. The County has a population of approximately 336,000 residents and continues to grow annually primarily due to its vibrant and diverse employment base, highly rated public school system, strategic geographic location, and safe community. Furthermore, the County’s transportation network significantly contributes to its economy and includes Interstate 95 (I-95) which runs north-south in the eastern portion of the County. In addition, there are other important corridors in the County which are significant employment, industrial and retail hubs to include US 1 / Route 1 which is east of I-95, running parallel to I-95 and the Baltimore-Washington Parkway (I-295). US 1/Route 1 is a major north-south commercial corridor and a focus of revitalization by the County which is being achieved through a deliberate and comprehensively planned redevelopment process and long-range plan for the Route 1 Corridor (i.e., Route 1 Corridor Plan: A Plan for Washington Boulevard).

**Figure 1: Map of Road Network (US 1, Rt 32, Rt 29, I-95 & I-295) in proximity to the Property**



Source: Google Earth



The County invites your participation in the Request for Proposals (RFP) for the purchase and redevelopment of the Hurst Property, a County-owned site, located in Howard County at 9770 Washington Boulevard and 9790 Washington Boulevard Laurel, Maryland 20723 (the “Property”). The County has retained the services of Chartwell Enterprises, a commercial real estate services firm, to advise the County during its developer selection process and sale of the Property in fee simple to the selected developer.

The Property, a 1.92 acres parcel, fronts US 1/Route 1, also known as Washington Boulevard, in North Laurel about two miles south of the historic town of Savage. The Property is located slightly north of the intersection of Whiskey Bottom Road and US 1, a highly visible and heavily traveled intersection. The Property is conveniently located within a few minutes drive-time of Route 32 and a five-minute drive-time from I-95 between Washington D.C. and Baltimore.

The following table provides a snapshot of the demographics of the surrounding area of the Property as compared to the State of Maryland:

**Table 1: High-level snapshot of demographics surrounding the Property**

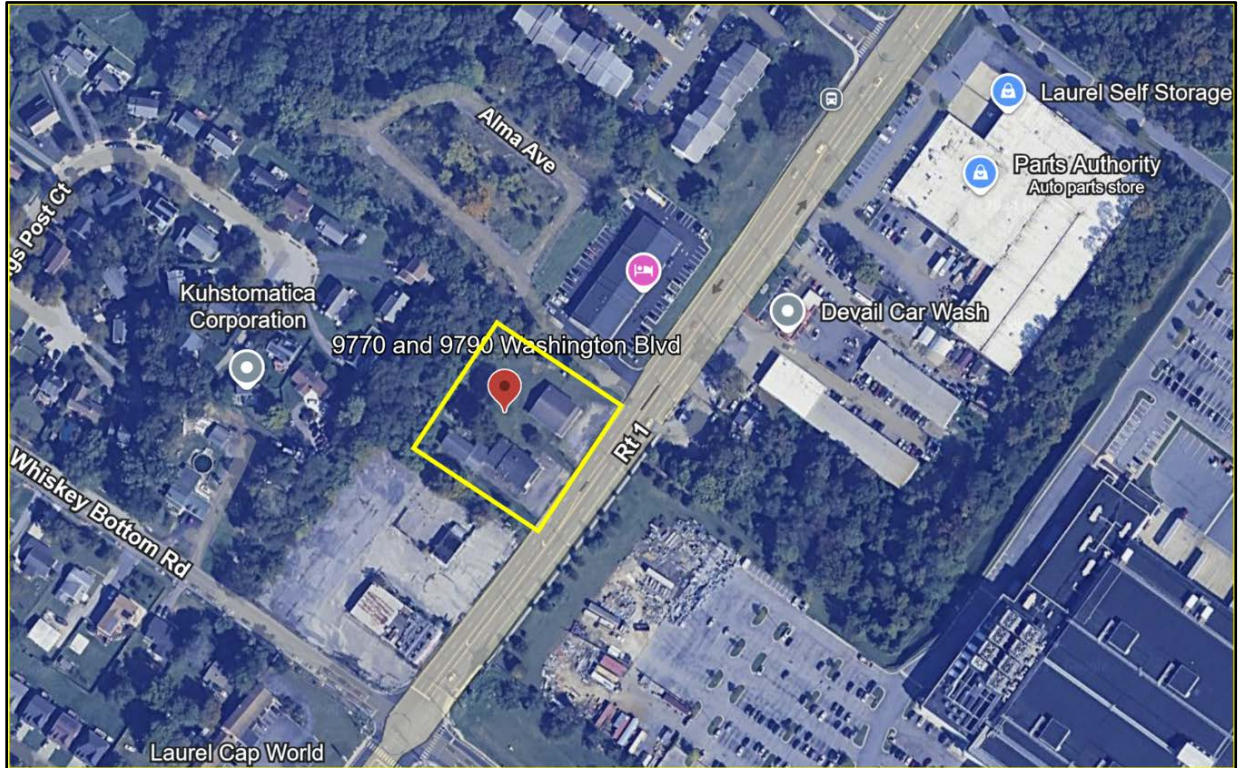
Demographic	North Laurel	Howard County, MD	State of Maryland
Population	24,414	335,411	6,164,660
Median Value of Owner-Occupied Housing Units	\$431,500	\$580,600	\$398,100
Median Age	35.8	39.8	39.7
Median Household Income	\$115,294	\$133,438	\$94,991
% with Bachelor’s Degree or Higher	58.4%	65.2%	43.8%

Source: US Census Bureau 2022

**Figure 2** below identifies the Property and its frontage along Route 1. The Property is surrounded by commercial uses on two sides of the Property and east across Route 1 and a residential use to the west of the Property. Revitalization along the Route 1 Corridor is a priority for the community and the County. **Figure 3** below is a map of the Route 1 Corridor revitalization area. Furthermore, the Property is in the North Laurel-Savage area, a designated Sustainable Community, first designated in 2013, renewed in 2019, and again in 2024. This program is administered by the Maryland Department of Housing and Community Development (DHCD) and offers a comprehensive package of state resources supporting community development, revitalization, and sustainability.

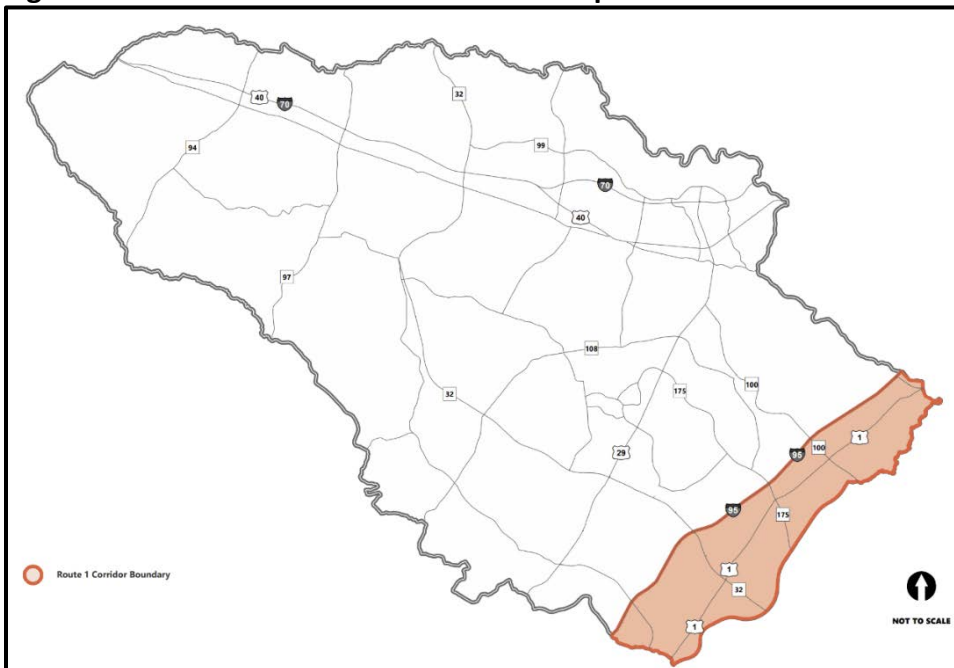


**Figure 2: Aerial View of 9770 & 9790 Washington Blvd (yellow boundary is an approximation)**



Source: Google Earth

**Figure 3: Route 1 Corridor Revitalization Map**



Source: Howard County, MD



The County Council adopted [Resolution 69-2015](#) authorizing the County Executive to dispose of the Property. The resolution allows for a streamlined disposition process of the Property. A principal objective for the County in its sale of the Property is to identify and select a developer who will complete a development on the Property that achieves the following County goals:

1. Benefits the Community
2. Promotes the goals of the Route 1 revitalization
3. Comports with the County's General Plan (HoCo By Design) and Route 1 Corridor Plan, adopted in 2023

The County encourages partnerships with adjacent property owners to facilitate the redevelopment of this area of Route 1. The County also encourages proposals that provide for a homeownership component in the overall plan and the seamless integration of adjacent properties into the development and revitalization of this area of Route 1. Note that housing is only permitted in this zoning district if developed in partnership with the Howard County Housing Commission.

The following proposed uses on the Property will not be considered by the County:

- Gas Stations/Motor Vehicle fueling facilities

The County will sell the Property to the selected developer in fee simple. It will be the developer's risk and responsibility to take its proposed development plan through the zoning and planning process, as required, following its purchase of the Property. In summary, the County will select a developer and sell the Property to that developer who best meets the County's requirements and offers a purchase proposal that contains minimal or no contingencies.



## **II. Zoning and Planning Overview – Route 1 Revitalization**

The Property is located in the Route 1 Corridor where revitalization is important to the County and the surrounding communities. The Property is zoned CE-CLI-CR (Corridor Employment-Continuing Light Industrial-Commercial Redevelopment). The Corridor Employment (CE) zoning is one of three corridor-specific zoning districts established to promote more efficient use of vacant or underutilized land adjacent to Route 1. The other two specific zoning districts are the Transit Oriented Development (TOD) and Corridor Activity Center (CAC). The CLI and CR are overlay zones to the CE zoning district.

Page 15 of The Route 1 Corridor: A Plan for Washington Boulevard (hereinafter “Route 1 Corridor Plan”), adopted in 2023, explains “[t]he Corridor Employment (CE) Zoning District is intended to encourage office, flex, and light industrial development and redevelopment near Route 1 while improving the appearance of the Route 1 streetscape, enhancing traffic safety, and better accommodating public transit and pedestrian travel.”

The Land Use Goals and Design Concepts for the CE District are outlined in the Route 1 Manual. The development of the Property is subject to the design requirements and recommendations of the Route 1 Manual which provides direction for preparing site development plans for properties in the corridor districts such as the CE District. The purpose of the Route 1 Manual is to present requirements and recommendations to:

1. improve the visual appearance of the corridor’s streetscape,
2. enhance the appearance and value of developments in the corridor,
3. establish the desired design character for new developments in the Corridor Employment (CE), Transit Oriented Development (TOD), and Corridor Activity Center (CAC) Districts,
4. clarify how the Route 1 design requirements and recommendations affect the renovation and expansion of existing uses,
5. achieve better land use and function by using land more intensively and efficiently,
6. increase the safety of pedestrians and vehicular traffic, enhance pedestrian accommodations and connectivity, and improve pedestrian and vehicular access to shopping, services, housing and employment; and
7. promote the use of transit and alternative modes of transportation such as bicycles.

Note that housing is only permitted in this zoning district if it is a Housing Commission Housing Development, which is defined in the Zoning Regulations as: “A housing development, as defined in Section 13.1303 of the Howard County Code, that is either (I) wholly owned by the Howard County Housing Commission or (II) owned by a limited partnership or limited liability company formed solely for the purpose of obtaining the benefit of federal low income housing tax credits under Section 42 of the Internal Revenue Code and in which the commission is the general partner or managing member.”



For reference, the links below provide access to the Route 1 Corridor Plan, Route 1 Manual and Corridor Employment (CE) District Zoning Regulations which are all relevant as it relates to the Property and its redevelopment.

[Route 1 Corridor Plan \(howardcountymd.gov\)](http://howardcountymd.gov)

[US1 Manual 2008 \(howardcountymd.gov\)](http://howardcountymd.gov)

[Howard County Zoning Regulations – CE \(Corridor Employment\) District](http://howardcountymd.gov)

The following are just a few items from the Route 1 Manual which the Property is subject to and must be met in the development plans:

1. The development plans must show the ultimate US 1 right-of-way, which is 67 feet from center line at this location. See Figure 3.5 in the Route 1 Manual.
2. The development plans must show the applicable streetscape improvements, such as the street trees and sidewalk along the US 1 frontage. See Figure 3.5 in the Route 1 Manual.
3. The proposed development is subject to the Design Advisory Panel's (DAP) review because it fronts on US 1 and because of its CE zoning. DAP review precedes the normal plan review process to allow the Panel's recommendation to influence the design of the development project at the earliest opportunity. The following link provides information on the DAP review.

[Design Advisory Panel | Howard County \(howardcountymd.gov\)](http://howardcountymd.gov)

### **Continuing Industrial Light (CLI) Overlay District**

The intent of the CLI Overlay District is to encourage new land use patterns while still accommodating the existing industrial developments on properties in the CE Districts. To qualify for the CLI overlay, certain historical use criteria must be met. Based on a review of the history of uses on this property, it is unlikely that the CLI Overlay District would apply.

[Howard County Zoning Regulations – CLI \(Continuing Industrial Light\) Overlay District](http://howardcountymd.gov)

### **Commercial Redevelopment (CR) Overlay District**

The developer may choose to use the CR (Commercial Redevelopment) Overlay District. The CR Overlay District is a flexible voluntary alternative zoning district that encourages commercial





redevelopment of specifically designated properties on or near US 1. The CR Overlay District is intended to promote the following:

1. Redevelopment that benefits the surrounding residential and business areas by creating and enhancing well designed centers that help create a vibrant marketplace.
2. The encouragement of the most favorable arrangement of building, parking, vehicle circulation, pedestrian circulation, public areas, landscaped areas and other site features based on the physical site characteristics and the character of the surrounding developments. This arrangement is subject to and required to meet the design standards of the Route 1 Manual.
3. The provision of creative high-quality architectural and site design that minimizes isolated buildings or pad sites and presents a positive image along or near the Route 1 corridor.
4. The development of a mixture of commercial land uses based on market conditions, the site characteristics, and the current or intended future character of the surrounding developments.
5. The encouragement of projects which involve the assembly and redevelopment of the greatest number of adjoining properties, and the discouragement of smaller projects that obstruct the assembly and redevelopment of adjoining properties.

The goals of the CR Overlay District will be accomplished with high-quality, new Optional Design Projects (similar in nature to a Planned Unit Development) that are pre-planned and approved through a deliberative process, as outlined in Section 121.1 of the Howard County's Zoning Regulations.

[Howard County Zoning Regulations – CR \(Commercial Redevelopment\) Overlay District](#)

Appropriate locations near major US 1 intersections, for the CR Overlay District depend on various factors for specific targeted properties which have been determined to have high visibility, good access, or other advantages for furthering US 1 redevelopment and Howard County economic development. Therefore, the CR Overlay District is a mapped district which may only be proposed during the Comprehensive Zoning Plan process.

The Route 1 Corridor Plan (page 62) and Future Land Use Map (FLUM) in the County's General Plan, HoCo By Design, envision this general area as an Industrial Mixed Use Activity Center.

Though all uses outlined below may not necessarily be permitted under current zoning, page 64 of the Route 1 Corridor Plan describes the character of the Industrial Mixed Use Activity Center as:



“Land that contributes to the County’s economic viability by providing places where people live, work, create, build, store goods, and distribute goods and services throughout the County and region. Land uses within Industrial Mixed-Use Activity Centers may include office, research, and laboratory; residential; neighborhood-serving retail; hotel; light manufacturing; transportation and trucking; wholesaling; processing; storage; e-commerce fulfillment operations; warehouses and logistics; and distribution. Some light industrial uses, like small commercial kitchens, bakeries, brewing, fitness and indoor sports facilities, and art studios, may be appropriate in contexts that allow them to integrate into a nearby neighborhood or Center. This character area recognizes the critical role of the “maker” economy in the Corridor and the importance of urban design in establishing mid- to high-density centers that foster vibrant areas of mixed-use activity.”

Additionally, the Property is in the vicinity of the North Laurel Activity Center District – as envisioned in the Route 1 Plan, which will “...build on the existing transit-oriented community with an entertainment focus that both serves the needs of existing and future residents and offers a destination for neighboring communities. Improved streetscape and buildings along street frontage together form the southern gateway to Howard County and support commercial and residential vitality.” More information about the North Laurel District can be found on pages 73-80 of the Route 1 Plan.

For reference, the following links provide access to the plans referenced in the RFP:

**Route 1 Corridor Plan:**

[Route 1 Corridor Plan \(howardcountymd.gov\)](http://howardcountymd.gov)

**Route 1 Manual:**

[US1 Manual 2008 \(howardcountymd.gov\)](http://howardcountymd.gov)

**HoCo By Design (County’s General Plan):**

[HoCo By Design \(howardcountymd.gov\)](http://howardcountymd.gov)

**North Laurel-Savage Sustainable Community Plan:**

[NLS-SC Renewal Application \(howardcountymd.gov\)](http://howardcountymd.gov)



### **III. RFP Process**

The RFP responses will guide the County in its developer selection and disposition process. The key drivers in this selection process will include the following criteria, which should be addressed in detail in the RFP response:

1. A development plan (land use and design concept) that benefits the community; promotes the goals of the Route 1 Corridor revitalization; comports with the County's General Plan (HoCo By Design) and Route 1 Corridor Plan; and furthers the objectives within these plans and applicable design guidelines.
2. Homeownership opportunities, if any, within a mixed-use development and the extent to which the proposed development plan seamlessly integrates/considers the adjacent property owners in the redevelopment of this area of Route 1.
3. An experienced and integrated development team capable of delivering a successful and sustainable development on this Property.
4. A deliberate process and timeline to achieve closing (i.e. certainty of close) and development of the Property as proposed.
5. A value proposition that includes a competitive market price for the Property, with minimal to no contingencies.
6. Financial capacity to close and redevelop the Property.

Following its evaluation of the responses received, the County will short-list respondents which best meet the RFP requirements. As required in the County Council resolution, an evaluation committee will make a recommendation to the County Executive as to the proposal which best meets the requirements of the County for the disposal and redevelopment of the Property.



#### **IV. Timeline**

The responses to the RFP are due Monday, October 21<sup>st</sup>, 2024 by 4 p.m. ET. The County anticipates having a buyer identified on or before the end of Calendar Q1 of 2025, with a Purchase and Sale Agreement (P&SA) executed on or before the end of Calendar Q2 of 2025. Closing shall take place on or before the end of Calendar Q3 of 2025 following a due diligence period. The sale shall be fee simple and with minimal to no contingencies. The sale of the Property will be “as is.” The sale of the Property has received County Council approval through its resolution, providing for a streamlined disposition process.



**V. Required Information**

The County is requesting a technical and price proposal. Please submit the technical proposal and price proposal in two separate documents. The technical proposal shall **not** contain any price information. Please limit responses to 12 pages or less.

**a. Technical Proposal Requirement:**

1. Please provide a narrative and visual representation of your development plan (i.e. site plan and design concept) for the Property and how the plan meets the requirements and goals of the County for a development that:
  - a. Benefits the Community,
  - b. Promotes the goals of the Route 1 Corridor revitalization,
  - c. Comports with the County's General Plan (HoCo By Design) and Route 1 Corridor Plan, and
  - d. If applicable, provides for homeownership opportunities if a Housing Commission Housing Development is contemplated and provides for the seamless integration/consideration of partnership with adjacent property owners to revitalize this area of Route 1.
2. Please provide an overview of your team/firm(s) to include team-members, expertise and roles in the redevelopment of the Property. Please identify a lead point-of-contact for your team.
3. Please provide examples of similar developments you are proposing for the Property, completed by your team. In your response, provide type of development, location, development value, dates and status of development.
4. Please provide a timeline for your development of the Property following the purchase of the Property, to include the planning requirements.
5. Please provide a summary statement that synthesizes your team's proposed development concept (use and density) and approach and demonstrates that your proposal meets the criteria specified by the County. If your team plans to develop adjoining parcels to the Property, as part of a total development, include the intended use for the other parcel(s) and development plans. Indicate how the entire development plan is integrated and meets the goals of the community and County.



**b. Price Proposal Requirement:**

1. Please provide your offer price for the fee simple purchase of the Property. The County will require a deposit of 5% of the purchase price at the execution of the Purchase and Sale Agreement. The deposit will go “at risk” (i.e. will be non-refundable) at the completion of the due diligence period. The deposit will be credited toward the purchase price at closing.
2. Please provide your proposed funding structure and source(s) of funds to demonstrate the ability to close and redevelop the Property. Please provide any letters of commitment from banks and/or investors.



## VI. Proposal Submission Information

Electronic submissions must be provided in two separate PDFs and clearly marked: File 1 - Technical Proposal and File 2 - Price Proposal. **Submissions must be received no later than 4 p.m. ET on Monday, October 21, 2024.** Do not include price information in the technical proposal. The subject line of the email shall state: "Hurst Property Proposal" and your firm's name. The proposal responses shall be submitted to both email addresses below in the same email:

Howard County Government, at the following email: [realestate@howardcountymd.gov](mailto:realestate@howardcountymd.gov)

Patricia Restrepo, Broker, Chartwell Enterprises, at the following email:  
[patricia.restrepo@chartwellenterprises.com](mailto:patricia.restrepo@chartwellenterprises.com)

If you have any questions or comments regarding the RFP submission and/or process, please email Patricia Restrepo of Chartwell Enterprises at [patricia.restrepo@chartwellenterprises.com](mailto:patricia.restrepo@chartwellenterprises.com) and Howard County at [realestate@howardcountymd.gov](mailto:realestate@howardcountymd.gov).

This document is not an offer to enter into an agreement with any party. No agreements or understandings between Howard County and the selected buyer shall be binding until proper documents have been executed by all appropriate parties. Howard County reserves the right to reject any and all proposals at any time in its sole discretion and to waive what it determines to be any immaterial defect and irregularity in proposals.

Howard County will not reimburse any party for costs incurred in responding to the RFP, including the development of architectural or planning documents or drawings. Howard County will also not pay any commissions to brokers representing any development teams (i.e., any buyer).

The information in the RFP is deemed to be accurate; however, it is the responsibility of the respondent to confirm all relevant information and facts provided in the RFP.