



THE REDEVELOPMENT AUTHORITY
of
PRINCE GEORGE'S COUNTY
REQUEST FOR EXPRESSIONS OF INTEREST
NO. RFEI-2024-01

**For Development of a Hotel with Amenities at the
Towne Square at Suitland Federal Center in
Suitland, Prince George's County, Maryland**

**Special accommodations for persons with disabilities may be made by calling
(301) 883-6400 or TDD: (301) 925-5167**

ISSUE DATE: Thursday, December 12, 2024

DEADLINE FOR QUESTIONS: Monday, December 23, 2024, 4:00 p.m.

VIRTUAL PRE-SUBMISSION CONFERENCE: Friday, January 10, 2025, 11:00 a.m.

SUBMISSION CLOSING: Friday, February 14, 2025, 4:00 p.m.

Contents

I. OVERVIEW	3
II. OBJECTIVES / PROJECT DESCRIPTION	3
• MARKET ABSTRACT AND MARKET DEMAND GENERATORS	4-5
• SITE DESCRIPTION- TOWNE SQUARE AT SUITLAND FEDERAL CENTER	6
III. SUBMISSION REQUIREMENTS	7
IV. EVALUATION CRITERIA AND PROCESS	9
V. ADMINISTRATION OF THE RFEI AND SUBMISSION INSTRUCTIONS	10
VI. CONDITIONS, LIMITATIONS AND MANDATORY REQUIREMENTS	11

I. OVERVIEW

The Redevelopment Authority of Prince George’s County (RDA) is seeking to identify a pool of qualified and interested parties to develop a hotel with suitable amenities within the Towne Square at Suitland Federal Center subdivision, in Suitland, Maryland (“**Project**”). The proposed hotel site is located on the northeast corner of Suitland Road and Silver Hill Road and comprises eight separate, contiguous parcels. The site is improved with sidewalks and a small entrance road and is ready for future development of an extended stay or other more appropriate class hotel.

The RDA is seeking Requests for Expressions of Interest (RFEI) from firms to develop a hotel to serve as a catalyst to spur Class A/B retail and commercial activities in an emerging and vibrant market. Respondents to this RFEI who satisfactorily demonstrate their vision for the site and experience with similar projects will be invited by the RDA to participate in a formal Request for Proposals (RFP), after which a developer team may be selected to enter into an agreement with the RDA.

II. OBJECTIVES / PROJECT DESCRIPTION

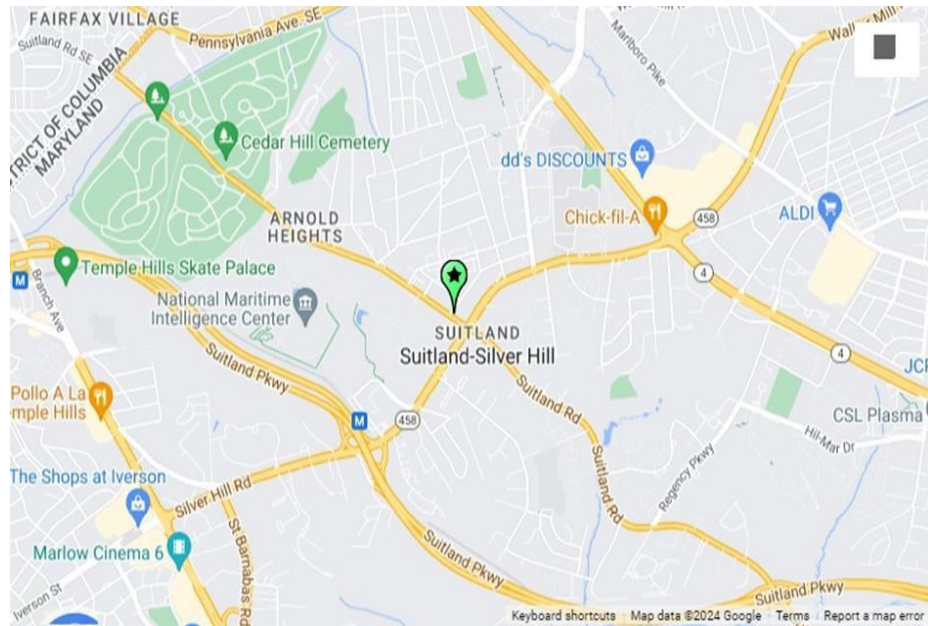
The Redevelopment Authority’s mission is to contribute to the creation of a diverse and vibrant economy and living environment for Prince George’s County, using community building techniques and providing responsible and responsive development that is designed to enhance quality of life, balance growth, and create jobs for diverse, sustainable communities.

The hotel to be developed at this site is an opportunity to advance the shared community vision by implementing a new brand and image of Suitland with distinctive quality and diverse development activities that will:

- Provide a hotel with small venue use that meets unmet current and future market demand;
- Establish a sense of presence and public destination to Suitland with a highly visible use to catalyze the reinvestment of commerce and trade to the community;
- Advance and capture the benefits of considerable federal, local, and private investment that has occurred in the area;
- Take advantage of the rich transportation assets of the community and locale including pedestrian walkways, roadways and highways for vehicular access, and robust public transportation resources including the nearby Suitland Metro Station and regional and local bus services;
- Provide opportunities for equity participation and contracting from Local and Minority Business enterprises (LBEs/MBEs) as well as local community organizations and stakeholders;
- Be environmentally sustainable and resilient, and designed to thoughtfully embrace emerging technology and society;
- Provide the range of services, meeting facilities, conference facilities and amenities needed to accommodate the expected demand from the agencies and contractors located at Suitland Federal Center.

MARKET ABSTRACT

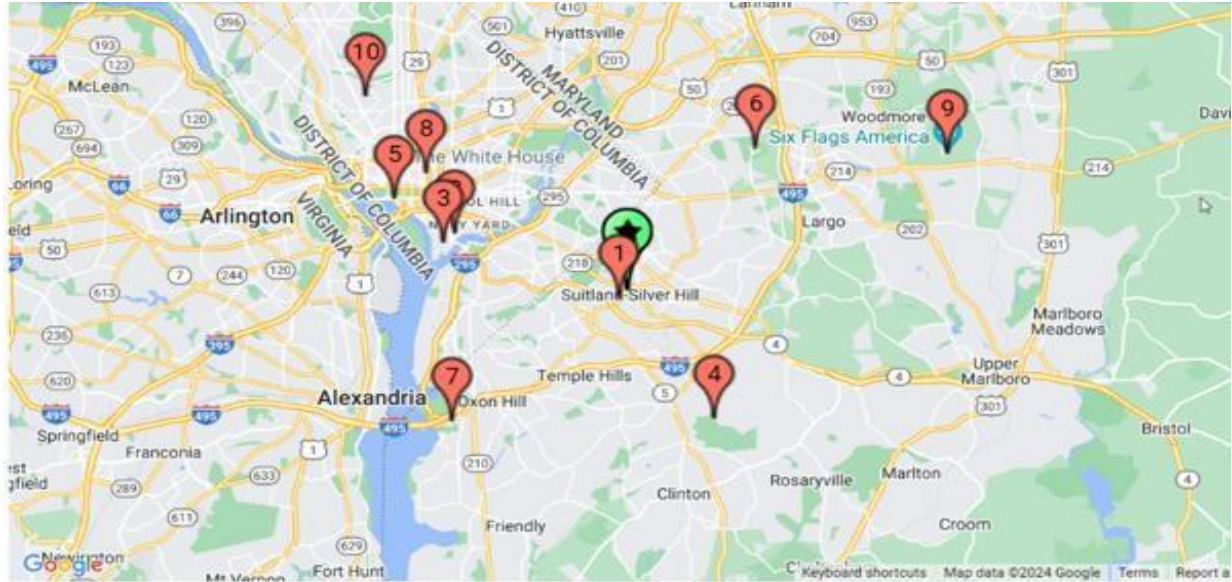
Suitland is a suburb of Washington, DC in Prince George's County, Maryland, approximately one mile southeast of Washington, D.C., 10 miles from Alexandria, Virginia and 8.3 miles from National Harbor, Maryland. Rich in history and culture, Suitland offers plenty for residents and visitors to explore.



MARKET DEMAND GENERATORS

- The neighborhood that surrounds the subject site is generally defined by Pennsylvania Avenue to the north, Regency Parkway to the east, Suitland Parkway to the south, and the D.C./Maryland border to the west.
- The neighborhood is characterized by restaurants, office buildings, and retail shopping centers along the primary thoroughfares, with residential areas and schools located along the secondary roadways.
- Some specific entities in the area include the Suitland Federal Center, the Smithsonian's Museum Conservation Institute, and the National Maritime Intelligence Center; nearby hotels include the Budget Inn, Hampton Inn & Suites, and Holiday Inn Express.
- In general, this area is in the growth stage of its life cycle, largely due to the development of the Towne Square at Suitland Federal Center mixed-use project that will include the subject hotel.

Figure 1. Market Demand Generators



	<u>Demand Generator</u>	<u>Approx. Time from Subject Property</u>	<u>Approx. Distance</u>
	 Subject Property		
1	Suitland Federal Center	11 minutes - 	0.5 mile
2	Nationals Park	12 minutes - 	6.1 miles
3	Audi Field	13 minutes - 	6.1 miles
4	Joint Base Andrews	15 minutes - 	5.5 miles
5	National Mall	16 minutes - 	8.4 miles
6	Commanders Field	16 minutes - 	9.7 miles
7	MGM national Harbor Hotel & Casino	16 minutes - 	10.0 miles
8	Capital One Arena	18 minutes - 	9.0 miles
9	Six Flags America	22 minutes - 	12.4 miles
10	Smithsonian National Zoological Park	27 minutes - 	13.8 miles

SITE DESCRIPTION- TOWNE SQUARE AT SUTLAND FEDERAL CENTER

The location for the proposed hotel is part of the Towne Square at Suitland Federal Center (TSSFC) which is guided by the [2006 Suitland Mixed Use Towne Center Plan and the Towne Square Development Master Plan](#). Currently TSSFC includes 219 owner-occupied townhomes, and 137 age-restricted rental housing units. The hotel is expected to advance the shared community vision by dramatically changing the image of Suitland with distinctive quality and diverse development activities. It will also catalyze the return of modern and destination grade retail and commercial activities to Towne Square and the Suitland area overall.

As illustrated in Fig.2 below, the subject site measures approximately 1.37 acres, or 59,764 square feet. It is expected that the site will be developed fully with building and site improvements, thus contributing to the overall profitability of the hotel.

Figure 2.1 Aerial of hotel site within TSSFC



Figure 2.2 Images of the hotel site



SUBMISSION REQUIREMENTS

FAILURE OF A RESPONDENT TO SUBMIT ALL REQUIRED INFORMATION MAY RENDER THE SUBMISSION INCOMPLETE AND INELIGIBLE FOR FURTHER CONSIDERATION.

A submission to the RFEI must include the following elements (“**Submission**”):

- a. Cover** – The cover should contain the RFEI title, the Respondent’s name and the submission date.
- b. Transmittal Letter** – The transmittal letter should not exceed two (2) pages and should contain:
 - The name, title and contact information of the individual with authority to bind the Respondent. This person should also sign the transmittal letter.
 - The address and legal formation of the Respondent. If a Respondent is a business entity, the business entity must be registered with the State Department of Assessments and Taxation to conduct business in the State of Maryland.
 - If the RFEI is amended as provided in Section V of this RFEI, the Respondent must include a statement acknowledging each addendum.
 - A statement acknowledging that Respondent is aware that the responding firm will not be selected to proceed as a result of this RFEI, but rather selected respondent(s) will be invited to participate in the next phase of the solicitation.
 - A statement that the Submission is valid for a minimum of 180 days from the date it is submitted to the RDA.
- c. Statement of Qualifications** – Section II provides the list of County objectives for the Project. In evaluating each Respondent’s qualifications, the County is looking for solid experience that demonstrates a proven record of delivering projects that reflect the Respondent’s ability and experience to achieve these objectives.

- *Background Information:* Provide a description of the Respondent, including its organization's structure, identification of principals, length of time in business and overview of the Respondent's portfolio. For key members of the proposed Project team, provide a resume or description of the team members' relevant experience in completing projects of the scale and complexity envisioned in this REFI, as well as education and professional licensing.
 - *Project Experience / Past Performance:* Provide a description of up to three (3) examples demonstrating the Respondent's experience in managing large, complex projects that required interaction with a broad range of interested parties from both the public and private sectors that are comparable to the Project envisioned in this RFEI. Projects included for reference are to be described only once and the description must include (i) dates of development; (ii) number guest rooms; (iii) square feet of meeting space; (iv) number of restaurants, other F&B outlets, and other amenities; (v) internet link to the hotel website(s).
 - *References and Litigation History:* Provide the names, phone numbers and email addresses of references for completed development projects for which the proposed Project team acted as a developer and that are comparable to the Project envisioned in this RFEI. For each reference, indicate the contact person's role in the Respondent's completed projects and the time of his/her involvement in each. Please also describe any litigation or claims against the developer or the principals in the past ten years including details and resolution.
- d. Financial Capacity-** Provide a description of the Respondent's experience in obtaining private equity and debt for public/private developments similar in nature to the site and undertaking described in this RFEI. Provide examples with indication of the source(s) of both debt and equity financing for each referenced project.
- e. Transaction Structure** – At this point in time the transaction structure between the County and the respondent selected in the second phase has not been determined. If the Respondent has a preferred transaction structure(s), please state the preferred structure(s) with an explanation as to why it is preferable. The Respondents shall provide examples of structures used in similar projects. The actual structure of the transaction will be determined during the RFP process, using feedback from the RFEI Submissions to inform decision-making.

- f. **Additional Requested Information** – Given that this solicitation is for expressions of interest only, detailed information on all aspects of the site have not been provided. If there is any additional information the Respondent believes would be critical to know if/when selected for the second phase, provide a list of that requested information in the Submission.

III. EVALUATION PROCESS AND CRITERIA

Upon receipt of submissions, the RDA’s Proposal Advisory Group (PAG) will evaluate the Submissions in accordance with the criteria listed below. Interviews may be conducted with the Respondents.

The RDA’s goal is to produce a “short list” of development teams who will be invited to participate in a Request for Proposals (RFP) to develop the property or a portion thereof. The following evaluation criteria will be used to determine those Respondents who will be invited to participate in the next phase:

Evaluation Criteria

Experience, expertise, and credibility of the project team	30 points
Demonstrated success by the project team in completing similar projects	30 Points
Project financing capacity and experience	20 Points
References and litigation/claims history	10 points
Quality and professionalism of the submittal	10 Points
<i>Total</i>	<i>100 Points</i>

IV. ADMINISTRATION OF THE RFEI

- a. **Submissions are due by 4:00p.m. EST on February 14, 2025.**
Any amendments to the RFEI will be posted on RDA’s website, which can be located through the County’s website at [RDA’s website link](#).
- b. **A pre-submission conference will take place on January 10, 2024, at 11a.m. via Teams.** Respondents’ attendance is **highly recommended**. The Teams link is posted below.
- c. The RDA expects the RFEI process to meet the following schedule, but reserves the right to amend this schedule or, in its sole discretion, to cancel the RFEI at any time.

Key Dates

RFEI Publication	<i>Dec. 12,2024</i>
Questions to RDA	<i>Dec. 23,2024</i>
Pre-Submission Conference	<i>Jan. 10, 2025</i>
RDA Response to Questions	<i>Jan. 13,2025</i>
Submissions Due Date	<i>Feb. 14, 2025 by 4p.m.</i>

SUBMISSION INSTRUCTIONS

To be considered, an electronic copy of the questions must be submitted via email by 4:00 PM on December 23, 2024 and the Response to the REFI must be submitted by 4:00 PM on February 14, 2025 to the following emails: GPKonophia@co.pg.md.us with a copy to RDA@co.pg.md.us. Late Submissions will not be considered. Respondents whose emails are delivered after the Submission closing time will not be considered.

Unless requested by the RDA, additional information cannot be submitted by the Respondent after the deadline set for receipt of the Submissions.

By tendering a Submission in response to this RFEI, the Respondent acknowledges and agrees that the Submission may not be modified by the Respondent.

Prior to the time and date designated for receipt of Submissions, Submissions may be withdrawn only by written notice to the RDA.

Withdrawn Submissions may be resubmitted up to the time designated for the receipt of Submissions, provided they are then in full conformance with the RFEI.

V. CONDITIONS, LIMITATIONS AND MANDATORY REQUIREMENTS

The RDA reserves the right to accept any Submission deemed to be in its best interest. A Submission in response to this RFEI does not constitute a contract and does not indicate or otherwise reflect a commitment of any kind on behalf of the RDA. Furthermore, this RFEI does not represent a commitment or offer by the RDA to enter into an agreement with a Respondent or to pay any costs incurred in the preparation of a Submission to this RFEI. Furthermore, this RFEI does not commit the RDA to pay for costs incurred in the negotiation or other work in preparation of, or related to, a final agreement between the selected Respondent and the RDA. All costs related to responding to this RFEI are the sole responsibility of the Respondent.

Submissions are to be held valid for 180 calendar days following the closing date for this Request for Expressions of Interest. This period may be extended by mutual agreement between the Respondent and the RDA.

Any commitment made by the RDA will be subject to the availability of funds to carry out any such commitments and the execution of a contract acceptable to the RDA.

All questions from prospective Respondents must be made via email to, Gerald “Jerry” Konohia at GPKonophia@co.pg.md.us with a copy to RDA@co.pg.md.us.

All questions and the RDA’s responses to each question will be posted on the RDA’s website. The Submissions and any information made a part of the Submissions will become a part of the Project’s official files. The RDA is not obligated to return the Submissions to the Respondents. This RFEI and the selected Respondent’s Submission to this RFEI may, by reference, become a part of any formal agreement between the Respondent and the County.

The RDA reserves the right, in its sole and absolute discretion, to reject all Submissions received in response to this RFEI and/or to modify, amend or cancel this RFEI at any time, for any reason deemed to be in the best interest of the RDA, prior to entering into a formal agreement for the development of the Project. The RDA further reserves the right to request clarifications from any number of Respondents on information provided in Submissions, which clarifications shall not change the terms of this RFEI.

If a Respondent contends that any part of its Submission is proprietary or confidential and, therefore, is limited to disclosure under the Maryland Public

Information Act, Md. Code Ann. General Provisions §§4-101 *et seq.* ("MPIA"), the Respondent must identify all such confidential or proprietary information and provide justification for why such materials should not be disclosed by the County pursuant to requests for disclosure made under the MPIA. The RDA, as custodian of the Submissions, reserves the right to determine whether material deemed proprietary or confidential by the Respondent is, in fact, proprietary or confidential as required by the MPIA, or if the MPIA permits nondisclosure. The County will favor disclosure of all Submissions in response to any request for disclosure made under the MPIA.

Respondents must familiarize themselves with the Property designated for the Project and form their own opinions as to the Property's suitability for proposed development. The RDA makes no representations concerning the Property. The County assumes no responsibility for site conditions including, but not limited to, environmental and soil conditions.

Respondents are responsible for their own background investigation as to restrictions, if any, bearing upon title, zoning, subdivision, transportation, developability, utilities, and physical conditions at the Property. Soils tests and other invasive tests may not be conducted on the Property during the RFEI stage.

Respondents are subject to the RDA's ethics law in public contracting, including but not limited to, the provisions of Prince George's County Code ("**Code**").

All times posted for material events in the RFEI, refer to Eastern Time.

It is the responsibility of all potential respondents to regularly check the RDA website for Addenda which may be posted to communicate revisions or updates pertaining to this RFEI.

Note: SUPPLIER DIVERSITY AND PARTICIPATION

RDA will require the selected Respondent from the subsequent RFP to comply with the CBSB requirements of [Section 10A-161, et seq. of the Prince Georges County Code](#), which will be incorporated into any Agreement negotiated with Respondent. Implementation of these requirements as applicable, is a legal obligation, and failure to comply with such terms shall be treated as a material breach of the Agreement that may result in suspension, debarment or cancellation of the Agreement. When looking at supplier diversity and participation, the Respondent should address the developer equity stake, contracting and subcontracting and local hiring.

Pre-Submission Conference Meeting Info

Microsoft Teams [Need help?](#)

[Join the meeting now](#)

Meeting ID: 237 439 655 668

Passcode: mC7Hd9mG

Dial in by phone

[+1 240-673-1195,,884746032#](#) United States, Bethesda

[Find a local number](#)

Phone conference ID: 884 746 032#