

**APPENDIX B**  
**SCOPE OF WORK**

AUG 13 1986

Lot D.C.



August 14, 1986

Mr. Charles LeeDecker  
Louis Berger Inc.  
1819 H Street, N.W.  
Suite 900  
Washington, DC 20006

Dear Mr. LeeDecker:

As per our conversation please find enclosed some background materials on the Christina Gateway development in Wilmington, Delaware. I am forwarding this information to you in order to allow you to prepare a letter outlining the approximate cost, scope of services and timing of an archaeological dig. This dig would involve only those lands that were purchased with Federal right-of-way funds in the block bounded by Spring Alley, Walnut, Second and French Streets. This land is identified as owned by the State in the key of Map 3 in the Request For Proposals.

At some future date is likely that additional archaeological work will need to be performed on the State owned land North of Spring Alley and South of Second Street. However due to the timing constraints please base your scope of services and cost estimates for the State owned lands West of Walnut, South of Spring Alley and North of Second Street. This letter should be sent to:

John J. Casey, Jr.  
President  
Christina Gateway Corporation  
City/County Building  
800 French Street  
Wilmington, DE 19801

If you have any questions or require further information please contact me at (302) 571-4169. I look forward to working with you on this project.

Sincerely,

Brad Hopkins  
Financial Analyst  
Department of Commerce

edd  
Enclosure



## CHRISTINA GATEWAY

---

December 13, 1985

Dear Developer:

The Christina Gateway Corporation, a Corporation of the State of Delaware and City of Wilmington, is pleased to request proposals for the comprehensive development of the Christina Gateway/Waterfront area. This venture, an important element of our administrations' joint economic development efforts for Wilmington, is designed to encourage a dynamic redevelopment of this area and create job opportunities for Delaware citizens.

Innovative proposals that will encompass a creative mixed use for the area are sought by the Corporation. Additionally, imaginative proposals that include substantial commercial development, a hotel/convention center, a retail/food/entertainment facility and recreational uses will be favored. Adequate parking facilities and open space areas should also be included, and proposals that enlarge the geographic boundaries of the area will be considered.

We believe that this RFP offers a very unique opportunity for development of the area. We look forward to your response.

Sincerely,

Michael N. Castle  
Governor  
State of Delaware

Daniel S. Frawley  
Mayor  
City of Wilmington

em

**REQUEST FOR PROPOSALS**  
**CHRISTINA GATEWAY/WATERFRONT AREA DEVELOPMENT**

## STATEMENT OF PURPOSE

The Christina Gateway Corporation (a joint corporation of the State of Delaware and the City of Wilmington) is requesting proposals from qualified developers for the comprehensive development of the Christina Gateway/Waterfront area. The Christina Gateway is in the southern portion of the Central Business District in Wilmington and is bounded by Wilmington Boulevard, Walnut, King and Fourth Streets. The waterfront area's northernmost boundary is Wilmington Boulevard and is bounded by Market and French Streets and the Christina River.

The Christina Gateway Corporation seeks proposals that encompass mixed uses. The mixed use development must include commercial and retail uses. In addition, any proposal that includes a hotel/convention center, a retail/food/entertainment facility, and recreation uses will be favored. The development plan should include adequate parking facilities and open space.

The total development project may be constructed in more than one phase; however, all development should be completed within a reasonable time frame.

The right is reserved to accept or reject any or all proposals, in whole or in part, and abandon or postpone the project.

DEVELOPER PROPOSAL INFORMATION

GENERAL DESCRIPTION OF THE CHRISTINA GATEWAY/WATERFRONT AREA

The Christina Gateway/Waterfront area is located in the southern end of the Central Business District. North of Wilmington Boulevard, the Gateway is bounded by Walnut, King and Fourth Streets. South of Wilmington Boulevard (waterfront area), the boundaries are Market to French Streets and the Christina River. The entire Christina Gateway/Waterfront area is comprised of six parcels totalling approximately 11 acres in size (Map 1).

Current public owners of the land include the Christina Gateway Corporation (City/State Corporation), the State of Delaware, the Wilmington Parking Authority and the City of Wilmington. Private owners of the larger parcels include Beneficial National Bank, the Salvation Army, MayKut Construction, and P&P Enterprises, Inc.

The following is a breakdown of uses in the Christina Gateway area:

Public

<u>Owner</u>	<u>Current Use</u>	<u>Available for Development</u>
Christina Gateway Corporation	Landbanking	Yes
State of Delaware	Right-of-Way	Yes
Wilmington Parking Authority.	Parking garage with bus terminal and surface parking	Yes

Private

<u>Owner</u>	<u>Current Use</u>	<u>Available for Development</u>
MayKut Construction	Vacant land	Yes
P&P Enterprises, Inc.	Body shop	Yes
Beneficial National Bank	Credit card operation	No
Salvation Army	Help center	Yes
Amtrak	Train station	No
Pennsylvania Railroad Building, L.P.	Vacant (Pennsylvania R.R. Office Building)	No
*Various small owners	Varied (Majority are vacant land)	Yes

\* NOTE: The City, through the Wilmington UDAG Corporation, is currently in the process of acquiring lots 1-6 on Map 3.

## SITE ASSEMBLY

The City, through the Wilmington UDAG Corporation is in the process of acquiring all of the undeveloped privately held lots north of Wilmington Boulevard between French, Walnut and Fourth Streets. The City would then enter into a long-term lease/sale with the developer of these parcels. (Map 3; Lots 1-6)

Land owned by the Christina Gateway Corporation will be available for sale/lease. (Map 3)

Land owned by the Parking Authority may also be available for sale/lease under certain conditions. (Map 3)

The developer is expected to acquire any privately held land necessary to complete the development proposal. (Map 3) The City may assist (under certain conditions) with condemnation on these parcels if private negotiations fail.

## DEVELOPMENT ACTIVITY IN SURROUNDING AREAS

- A. Community Housing, Inc., has recently received an Urban Development Action Grant for the development of 114 rental housing units in the area bounded by Poplar, Lombard, Second and Fourth Streets.
- B. The recently completed 185,000 square foot American Life Insurance Company headquarters is adjacent to the Radisson Hotel and overlooks the Gateway.
- C. The Avenue of the Arts complex located between Orange Street and Avenue of the Arts, along the Christina River includes riverfront offices for Mitchell Associates (design firm) and Moeckel Carbonell Associates (architects), as well as the new Delaware Theatre Company.
- D. A \$12 million renovation of the Wilmington Train Station was completed in spring of 1984. The renovation restored many of the architectural and design features incorporated into the building when it was first constructed between 1902 and 1905. The station is located on the northernmost portion of the block bounded by Wilmington Boulevard, the Christina River, Walnut and French Streets.
- E. The Pennsylvania Building is located directly south of the Wilmington Train Station and is connected to the station by an enclosed, elevated walkway. The building is currently under contract to Pennsylvania Railroad Building, L.P., and renovation of approximately 50,000 square feet of commercial and retail space is expected.
- F. Customs House Square Associates controls approximately 275,000 square feet of land currently used for surface parking. The site is just north of the Christina Gateway and is bounded by Fourth, Sixth, Walnut and King Streets.

G. The City of Wilmington will be constructing a new public safety facility on the block bounded by Fourth, Poplar, Third and Walnut Streets. Construction is scheduled to begin by early summer and should be completed in approximately eighteen months. The proposed building will be approximately 60,000 square feet and will house the Police Department, Fire Department administrative offices, Communications Division, and other services yet to be determined.

## PARCEL DESCRIPTIONS

(MAP 2)

### Parcels 1 & 2

Approximate size: 145,055 square feet

Brief Description and Current Use: Parcels 1 and 2 contain an asphalt surfaced parking area and small one-story concrete block warehouse type structures. A steel pile bulkhead borders portions of the southern edge of the site along the Christina River. Sloped, concrete rubble forms the remainder of the shoreline. The northern boundary is the main line tracks of Amtrak, elevated between stone retaining walls.

The site is immediately underlain by a layer of loose to compacted heterogeneous fill, varying in thickness from 7 to 13 feet. Large obstructions within the fill may be anticipated. Beneath the fill a 3- to 11-foot organic layer not suitable for foundation support exists. Directly below the organic material, a deep sequence of sands and gravels is found. These are comprised of quaternary terrace deposits and decomposed rock. This sequence varies from 15 to 50 feet thick and is characterized by compact to very compact sands and gravels. Underlying this sequence, the gneissic gabbro bedrock is found.

Ground water levels throughout the site vary between sea level and two (2) feet above sea level and are dependent upon tidal fluctuations in the Christina River. Subsurface conditions encountered at parcels 1 and 2 indicate the required use of pile supported foundations.

NOTE: Detailed information is available for parcels 1 and 2 due to previous endeavors in this area.

### Parcel 3

Approximate size: 53,400 square feet

Brief Description and Current Use: Parcel 3 is the site for Wilmington Parking Authority's new train station garage. The garage is strategically located across from the Amtrak train station and will accommodate approximately 620 cars. The garage is being constructed in anticipation of increased parking demands in the Christina Gateway area; and also includes space for a bus terminal.

Parcel 4

Approximate size: 54,000 square feet

Brief Description and Current Use: Parcel 4 is divided by Wilmington Boulevard, which is a major thoroughfare leading into Wilmington's Central Business District. The site is currently vacant. The portion of the block which is southeast of Wilmington Boulevard is approximately 40,000 square feet and the northern portion of the block is 14,000 square feet.

Parcel 5

Approximate size: 130,000 square feet

Brief Description and Current Use: The northern part of this parcel, fronted on Fourth Street, is the recently constructed Beneficial Bank Credit Card Operations Center. Beneficial also owns approximately 42,000 square feet of space used for surface parking. The remaining portion of the block is occupied by the Salvation Army.

Parcel 6

Approximate size: 110,000 square feet

Brief Description and Current Use: The upper third of the block bounded by Third, Fourth, French and Walnut Streets is currently under a short-term lease by MBank from the Christina Gateway Corporation. The lot is paved and currently used for parking. The remaining southernmost two-thirds of the block are owned by the C.G.C., the State of Delaware, and various private owners. The City, as previously stated, is in the process of acquiring the six remaining parcels that it does not control. The City will consider requests for the vacation of both Third Street and Spring Alley.

## DEVELOPMENT OBLIGATIONS

### Developer

1. Proposals must include the following development elements:
  - a. Design
  - b. Financing
  - c. Construction
  - d. Marketing
  - e. Leasing
  - f. Management
2. Complete development in a mutually acceptable time frame.
3. Secure development commitments by means of acceptable performance bonds or a good faith deposit.
4. The Developer will purchase/lease all necessary land from public entities at fair market value.
5. The Developer should give due consideration to all existing utilities.

### Public Entities

1. The State of Delaware, the City of Wilmington, the Christina Gateway Corporation, the Wilmington Parking Authority, and the Wilmington UDAG Corporation will sell/lease all necessary land to the Developer at fair market value under certain conditions.
2. The Christina Gateway Corporation will consider assisting the Developer with some infrastructure improvements.
3. Where feasible, the State and/or the City may assist Developer through tax-exempt industrial revenue bonds and applications for Urban Development Action Grant(s). In addition, new construction in the Gateway area is eligible for the Christina Gateway's ten-year City property tax exemption.
4. The Wilmington City Council is considering the adoption of an ordinance to extend the property tax exemption to 20 years on privately financed and constructed parking facilities.

OUTLINE OF SELECTION AND IMPLEMENTATION PROCESS

- |  |   |
|--|---|
| 1. Advertise Request for Proposals                                   | December 13, 1985                                 |
| 2. Receive Statements of Intent                                      | January 3, 1985                                   |
| 3. Respond to requests for information and discuss proposal elements | December 13, 1985 through April 11, 1986          |
| 4. Receive completed proposals                                       | April 11, 1986 (12 noon)                          |
| 5. Select proposal(s)  | June 18, 1986 (tentative)                         |
| 6. Negotiate project details   | June 18, 1986 through August 22, 1986 (tentative) |
| 7. Execute Developer Agreement                                       | August 22, 1986 (tentative)                       |
| 8. Execute land transfer and financial agreement                     | As appropriate                                    |
| 9. Initiate Development  | September 1, 1986                                 |
| 10. Begin construction   | January 1, 1987                                   |

DESCRIPTION OF THE SELECTION AND IMPLEMENTATION PROCESS

Any Developer intending to make a proposal should submit a Statement of Intent by January 3, 1985. The Statement of Intent should identify the interested party and confirm its ability to complete a proposal by the April 11, 1986 deadline.

The Christina Gateway Corporation, through the City of Wilmington, is willing to confer with any developer preparing a proposal. Information about other proposals will not be disclosed, but other information, suggested improvements in project structure and general assistance in formulating the scope and nature of the project will be provided upon request.

Each proposal should indicate the extent and nature of public assistance anticipated, including Urban Development Action Grants, Industrial Revenue Bonds, financing, infrastructure improvements, and/or other support services from the City.

All proposals and Statements of Intent should be submitted to:

Christina Gateway Corporation  
c/o City of Wilmington  
Department of Commerce  
City/County Building  
800 French Street  
Wilmington, Delaware 19801  
Attn: John J. Casey, Jr.

## CONFIDENTIALITY AND PROPOSAL ELEMENTS

Information of a confidential nature will not be made public. However, the Christina Gateway Corporation reserves the right to make certain project elements available to the public through a variety of forums, including press releases.

Information and proposal elements should include but are not necessarily limited to:

1. Name of the development organization, contact name and address, identification of all principals, and a description of prior experience with comparable projects.
2. Evidence of the ability to carry out the requirements of the project:
  - a. Design
  - b. Finance
  - c. Construct
  - d. Market
  - e. Lease
  - f. Manage
3. A development plan containing design concepts for all aspects of the development, cost estimates, financial structure and timing of all planned aspects.
4. A summary of all commitments (financial and others) expected from the Christina Gateway Corporation, the State, and the City.
5. A summary of both direct and indirect benefits to State of Delaware and the City (i.e., job creation, increased tax base, etc.).

## DEVELOPMENT CRITERIA

### 1. Developer's Role:

The Christina Gateway Corporation is looking for an entity that will cause significant private development to occur in the project area. Proposals that primarily involve land/building speculation will not be favored. Proposals that can demonstrate lease commitments for space in the initial development phase will be favored. In addition, proposals that include the acquisition and subsequent development of the Salvation Army site will be favored. Any proposals that enlarge the geographic limits of the development project will also be considered.

### 2. Time Frame:

Proposals that commit to begin construction within six (6) months of the award of development rights and complete a significant phase within two (2) years will be favored. The Christina Gateway Corporation also prefers that the entire development be scheduled for completion within four (4) years from award of contract.

### 3. Phasing of Development:

Proposals that offer minimal phasing of development will be acceptable, but a single stage development is preferred. Multi-stage proposals with strong commitments for development of the first phase will be favored.

### 4. Mixed Use/Development Components:

Proposals that involve the development of mixed uses throughout the project area will be favored. Minimum development criteria are:

- At least 25,000 square feet of retail space in one location.
- At least 400,000 square feet of office space.

### 5. Design Elements and Amenities:

Proposals that offer a high quality of design linking all phases of the development into one significant project will be favored. A significant portion of the development should be centered on the waterfront and offer pathways for public access and attractive landscaping of open space.

It is imperative that year-round indoor and outdoor amenities that are activity generators be developed in the project. Public entertainment would be an important amenity in this project, especially facilities that are not currently available in the City (i.e., movie theatres, skating rinks, etc.).

## SELECTION CRITERIA

The criteria used to select a developer will be based upon the following:

1. Specific elements of the development proposal.
2. Experience of the developer on similar types of projects.
3. Degree of certainty and commitment of the private financing sources.
4. The feasibility of the public funding proposed.
5. Development appearance and aesthetics.
6. Compatibility with other development in the area.
7. Experience in managing and leasing in both commercial and retail areas.
8. Evidence of financial ability to complete the development project. Such evidence may include:
  - a) Letters of interest from lenders
  - b) Proof of credit worthiness
  - c) Financial statements
9. Enhancement of Waterfront area.
10. Maximization of benefits to the City and the State.