

PHILADELPHIA REDEVELOPMENT AUTHORITY

REQUEST FOR PROPOSALS

MANTUA COMMUNITY DEVELOPMENT PROJECT

JANUARY 18, 2017



**Development Opportunity for
Publicly Owned Parcels on 3600 Blocks of
Wallace Street, Mt. Vernon Street,
and Haverford Avenue**

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1. Application Process

The Philadelphia Redevelopment Authority (PRA) is pleased to issue this Request for Proposals (RFP).

Prebid Meeting

A prebid meeting will be held at PRA's offices (1234 Market Street, 16th Floor) at 10:00 AM on Monday February 6, 2017. This meeting is not mandatory; however, all respondents must either attend this meeting or express their intention to submit by the deadline specified below.

Intention to Submit

All firms wishing to submit a response to this RFP must either attend the prebid meeting or express their intention to submit either in hard copy mail or email to brian.romano@pra.phila.gov by Friday February 17, 2017. The names and contact information for all attendees at the prebid meeting and those who responded with intention to submit will be posted on PRA's website as public information.

Questions

All questions and requests for additional information should be directed in writing to Brian Romano at brian.romano@pra.phila.gov. Questions will only be accepted until Monday, February 17, 2017. Questions and/or requests for additional information and the PRA's responses to them will be posted on the PRA website.

Submission Deadline

Applicants must submit proposals no later than Friday, March 17, 2017 at 3:00 PM; absolutely no proposals will be accepted after that time.

Related Parties

An applicant, whether an individual or business entity, may submit only one response to this RFP. Individuals that are related to each other or business entities that are legally related to each other or to a common entity may not submit separate proposals. The PRA, in its sole and absolute discretion, retains the right to reject any proposal where: 1) applicants or principals of applicants are substantially similar or substantially related parties; or 2) the PRA has determined that the applicant has violated these conditions or the spirit of these conditions.

Submission Process

Proposal submission will be accepted in either of the following:

1. Online Submission – via PRA's website (<http://www.philadelphiaredevelopmentauthority.org/>); or
2. Hard Copy Submission – Submit 3 original copies of the proposal and one electronic copy on a USB Flash Drive to the PRA via hand delivery or registered mail. Files on the USB Flash Drive may only be in Microsoft Word or Adobe PDF. Applicants may hand deliver or



send proposals via registered mail to: Brian Romano/Philadelphia Redevelopment Authority/1234 Market Street, 16th Floor/Philadelphia, PA 19107.

Bid Price

The PRA will award this project to the response that scores the highest according to the criteria explained below. Bid price is one of these criteria, though the project will not necessarily be awarded to the highest bidder. Funding used to acquire this site requires its disposition for “fair market value.” Due to this restriction the PRA may disqualify bidders whose bid prices are deemed unreasonably below fair market value. It is up to bidders to engage in their own research to determine an appropriate and competitive bid price.

Schedule

The timeline for this Development Opportunity is as follows:

Notice of RFP Opportunity Posted	January 18, 2017
Pre-Bid Meeting	February 6, 2017, 10:00 AM
Submission of Intention to Submit (if respondent did not attend the prebid meeting)	February 17, 2017
Questions and/or Requests for Additional Information Due	February 17, 2017
Proposals Due	March 17, 2017, 3:00 PM
Respondent(s) Selected - (Estimate Only)	April 28, 2017

PRA reserves the right, in its sole discretion, to alter this schedule as it deems necessary or appropriate.

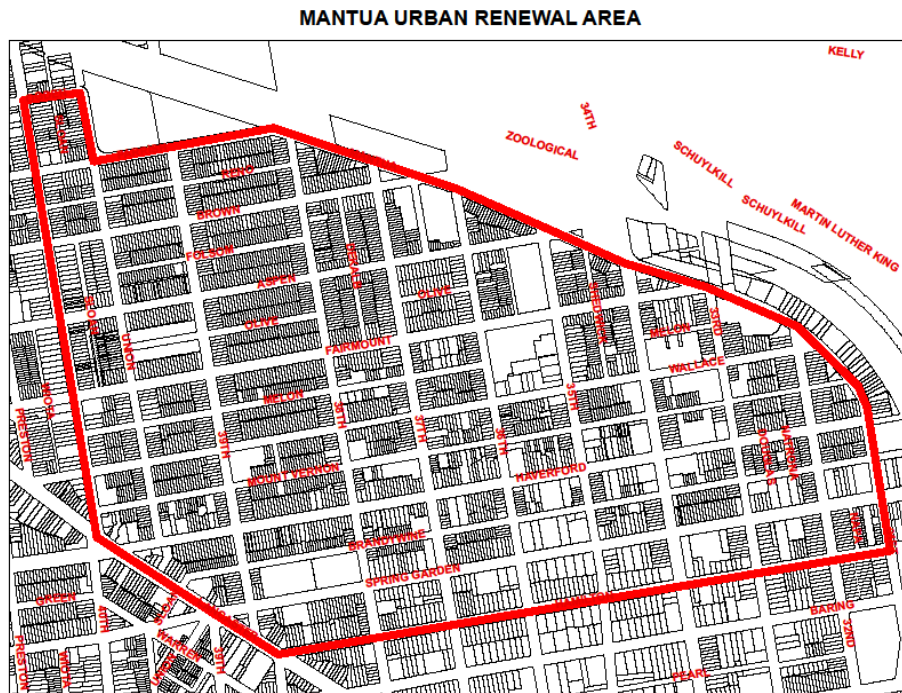
2. Introduction and Description of Project Site

PRA is soliciting proposals from developers for a site located in the West Philadelphia Mantua neighborhood of approximately 104,960 square feet (the Project Site). The Project Site is bounded by Wallace Street to the north, Haverford Avenue to the south, 36th Street to the east and 37th Street to the west. The project site comprises two assemblages intersected by Mount Vernon Street. The northern assemblage is approximately 51,194 square feet and the southern assemblage is approximately 53,766 square feet. The Project Site does **not** include the privately-owned buildings and land at 3617-21 Haverford Avenue, or the land and buildings owned by Philadelphia Housing Authority at 636 N. 36th Street, 3604-08 Wallace Street, and 620 N. 36th Street. The land that is within the Project Site is shown in the map below. The land included in the project site is free of structures with the exception of 622 N. 36th Street which is owned by PRA and included in the Project Site.





The Project Site is located in City Council District 3 and there are five (5) Registered Community Organizations (RCOs) in the area: Mantua Civic Association, People’s Emergency Center CDC, 24th Democratic Ward, 24th Republican Ward, and Parkside Area Community Association. According to the Zoning Code, “If there is more than one RCO whose registered boundaries include the applicant's property, the district councilmember whose district includes the applicant's property shall select one of those RCOs as the Coordinating RCO, or may select two or more RCOs whose registered boundaries include the applicant’s property to serve jointly as the Coordinating RCO.”



The Project Site is within the Philadelphia Promise Zone. Promise Zones are high poverty communities where the federal government partners with local leaders to increase economic activity, improve educational opportunities, leverage private investment, reduce violent crime, enhance public health and address other priorities identified by the community. The twenty two (22) Promise Zones come with federal benefits including preference for certain competitive federal grant programs and technical assistance from federal agencies.

The Key community partners around the Promise Zone initiative include the Mayor’s Office of Community Empowerment and Opportunity (CEO), Drexel University, Mt. Vernon Manor, Philadelphia LISC, People’s Emergency Center, Philadelphia School District, PRA, Philadelphia Commerce Department, PHA, Philadelphia Zoo, Pennsylvania Horticultural Society, Philadelphia Works, Inc. and University City District.



The current zoning at the Project Site is a combination of CMX-2 (Neighborhood Commercial Mixed Use) and RM-1 (Residential/Residential Mixed Use) as shown in the map above. The permitted uses for CMX-2 include household living (but usually not on the first floor), commercial offices, professional services, retail, groceries, sit-down restaurants, educational facilities, government offices, and artist studios. The permitted uses for RM-1 include single family, two family, or multi-family dwellings to accommodate moderate to high density residential buildings. If your proposed project will require a change in zoning, please indicate as such in the Executive Summary narrative.

About Mantua

The Mantua neighborhood is generally bounded by Spring Garden Avenue to the South, Mantua Avenue on the East and North, and 40th Street and Lancaster Avenue on the West. To the east are Amtrak and other rail lines, and the Schuylkill Expressway (I-76). To the north are the Philadelphia Zoo, Fairmount Park and the Centennial District, and to the South are the Powelton Village neighborhood, Drexel University, and the Lancaster Avenue business district.



The area is well served by public transportation; SEPTA’s bus routes 30, 31, 38, 40 and 43 stop on adjacent blocks providing access to both Center City and destinations in West Philadelphia, as well as connections with the Market/Frankford line, SEPTA regional rail and Amtrak service throughout the Northeast Corridor at 30th Street Station.

The public schools that service the area are Morton McMichael (K-8) and West Philadelphia High School (9-12) as well as several charter schools in the neighborhood. There are major institutions of higher education in the immediate area including the University of Pennsylvania, Drexel University, Philadelphia University of the Sciences, and the West Regional Center of Community College of Philadelphia.

There are a number of recreation facilities located in Mantua including the Mantua Haverford Community Center, the West Philadelphia Community Center, and the Boys and Girls club. The Wright Recreation Center also houses the area’s public library branch.

Several hospitals are less than two miles from Mantua including the Hospital of the University of Pennsylvania, Penn Presbyterian Hospital, Children’s Hospital of Philadelphia and the VA Hospital. These educational, medical, and recreational entities contribute to a large pool of jobs and services, yet Mantua has long suffered from a feeling of being near but still disconnected from some of these institutions.

Lancaster Avenue between 34th and 48th Streets is the commercial corridor that links Mantua to other West Philadelphia neighborhoods. The corridor has an array of shops including restaurants, apparel stores, and service establishments. The closest supermarkets to Mantua are the Fresh Grocer Market located at 40th and Walnut Streets and Aldi Supermarket located at 3101 W. Girard Avenue. There are many corner convenience stores and a small number of restaurants, bars and takeout restaurants throughout Mantua; however few venues for purchasing fresh food and produce.

		<i>Mantua</i>	<i>City</i>
Population Growth	(2000-2014)	2.64%	1.94%
Median Age	(2014)	28.0	32.2%
Median Household Income	(2014)	\$22,233	\$53,115
Average Household Size	(2014)	3.4	2.6
Residential Sales			
Median Sales Price	(2015 Q3)	\$66,750	\$90,000
Sales Price Change	(2013 Q4 -2014 Q4)	-11.56%	-4.26%
Sales Number Change	(2013 Q4 -2014 Q4)	0.29%	10.86%
Vacancy			
Residential	(2016 Q2)	3.9%	2.6%
Commercial	(2016 Q2)	7.67%	8.29%

* Source: Policy Map (Zip Code 19104)



3. Scope of Work

By selecting a developer through this RFP, the PRA intends to bring the Project Site back into active use in a manner that is most productive and beneficial for the Mantua community. The site must be developed in accordance with the Mantua Urban Renewal Plan (Attachment A). The controls of the Urban Renewal Plan will run with the site for twenty five 25 years following execution of a Redevelopment Agreement with the selected developer. Any proposed changes to the Urban Renewal Plan must be clearly identified in the respondent's narrative.

This RFP does not prescribe what should be built on the Project Site, and PRA expects respondents to be creative in proposing project concepts that will be beneficial for the community while also being financially viable under current market conditions. Proposals must contain a strong focus on "social impact," and respondent will be required to describe that social impact as explained below in the section of this RFP that addresses the "Social Impact Narrative." Proposals should have strong urbanism and architecture. Respondents are encouraged to make their proposals responsive to recommendations in the Mantua Transformation Plan, which has been formally accepted by the Philadelphia City Planning Commission.

NOTE: The Developer is solely responsible for all due diligence, including all costs of engineering, structural, geo-technical planning and environmental studies required for construction on the Project Site. The PRA makes no warranty or representation concerning the existence of any structural deficiencies, geo-technical deficiencies and/or environmental contamination on the Project Site, or upon any adjoining land or improvements, and the PRA is not now or at any time hereafter under any circumstance responsible for any of such conditions or for the analysis, care or remedy thereof. The Project Site will be transferred in its "as-is" condition and the Developer is solely responsible for all structural, geo-technical and environmental repairs, stabilization and/or remediation required for construction on the Project Site. Any plans submitted pursuant to this RFP should consider and address the foregoing obligations and requirements.

4. Proposal Submission Requirements

Responses to this Request for Proposals must contain the information described below and conform to the following format:

A. Executive Summary

A written narrative of the proposed development should be provided in the form of a cover letter addressed to Brian Romano, Project Manager. The narrative should be no longer than two (2) pages in length and should concisely summarize and describe the proposed development. At a minimum, it should seek to address all of the evaluation criteria and state the bid price.

Applicants must also submit a complete Property Application Package Form (Attachment C).



B. Financial Summary

Responses must demonstrate the development team's capacity to carry out the proposed development, as well as the financial feasibility of the proposed project within current market conditions. Submissions must provide:

- A written narrative of the project financing plan.
- Project financials including development budget(s), sources/uses, assumptions, and operating pro forma(s) demonstrating feasibility through predevelopment, construction, and exit.
- Evidence of the development team's capacity to finance the total cost of the development project as outlined in the Property Application Package Form. Evidence should include signed letter(s) of interest and/or preliminary term sheets from prospective financing sources that include terms of financing, that reference this specific project, and that reference the pertinent amount of financing as listed on the project budget. Please provide written evidence of interest from as many sources listed on project sources/uses budget as possible.
- Any other information that may support the applicant's financial position and financial viability of the proposed project.

C. Development Plans

The proposed project should take into consideration the local context and provide for an attractive, well-designed development that enhances the quality of the built environment and improves the overall quality and physical appearance of the community. All proposals must indicate what entitlements they may be seeking, including, but not limited to, zoning, easements, exceptions from public entities, street changes, and/or utility alterations (new or relocated). PRA encourages developers to incorporate sustainable, "green" design features and building materials. Proposals should consider building performance objectives and building design guidelines that integrate energy efficiency.

Plans submission should include but are not limited to:

- Detailed scope of work with corresponding budgets.
- Site plan showing extent of proposed development with different project components clearly labeled.
- Scaled floor plans.
- Elevations and renderings as appropriate.
- Description of building and finish materials.

D. Development Schedule and Milestones

Please include as detailed a schedule as possible broken out into a predevelopment schedule and post-closing construction schedule. In the predevelopment schedule please list important milestones and dates, beginning with due diligence activity, securing required government approvals, and financing commitments. Please provide an anticipated closing date. In the post-closing schedule, include, at a minimum, a schedule showing critical milestones such as construction commencement and



completion deadlines.

E. Developer Team Qualifications

Please provide a narrative that outlines the experience of the development team, overall approach and tasks to complete the work and quality control process. In the narrative please provide past relevant experience of the team including past performance and record of successful completion of similar projects by team members, particularly with the City of Philadelphia, and on publicly owned land (if applicable).

Respondents must submit audited Financial Statement for last two (2) fiscal years (if audited statements are not available, please provide internally prepared statements including income statements and balance sheets);

The proposal must contain information regarding any litigation (pending or threatened) in which the development entity or any members of the development team are involved and any judgments that have been rendered against the development entity or any member of the development team that may affect the ability to successfully execute the proposed project for the properties.

F. Social Impact Narrative

Respondents should include a narrative explaining the project's social impact—the way that the physical project may have a positive effect on people and communities. Such impact should be described and quantified with relevant metrics such as the approximate number of people to be served by the project or its social impact component. Respondents are encouraged to think creatively and to seek input and/or partnerships from community-based organizations. Respondents may choose to engage a consultant to assist in developing their social impact approach and methodology for impact assessment. Examples of social impact may include (but are not limited to):

- Creating or retaining permanent (non-construction) jobs for local, diverse, lower-income individuals, including contribution or participation in job readiness and training programs.
- Providing access to quality pre-K and afterschool care.
- Providing important community goods, services, and facilities in the proposed development project.
- Providing affordable healthy food access, if such access is not currently present in the community.
- Providing affordable housing within the proposed development. (The definition of affordable housing for this purpose is the same as that for the Mixed-Income Housing Bonus as defined in the Zoning Code as described here: <http://www.phila.gov/li/pdf/Code%20Bulletins/Mixed%20Income%20Housing%20Bonus.pdf>)
- Providing opportunities for minority businesses, including flexible lease rates, contracting and supplier opportunities post-construction, and mentorship programs.
- Investment in the local educational unit(s): public elementary, middle, high school or community college.
- Investment in proximate community facilities: parks, recreational center, library,



health center.

G. Economic Opportunity and Inclusion Narrative

The development team should demonstrate their experience working with Certified M/W/DBE firms—defined as Minority Business Enterprises (MBE), Woman Business Enterprises (WBE), or Disabled Business Enterprises (DBE). Firms must complete the “City of Philadelphia Economic Opportunity Plan” form (Attachment D).

In addition, respondents must provide a narrative describing the team’s track record in M/W/DBE inclusion. The narrative must also discuss the team’s plan and track record for engaging minority workforce. Respondents should note whether the prime applicant itself and/or other key partners, consultants or contractors who are part of the applicant team are minority or woman-owned.

H. Proposal Deposit

Proposals must include a proposal deposit of ten percent (10%) of the total bid price (the “Proposal Deposit”) in one of the following forms, in order of preference: a cashier’s check, certified check, or money order made payable to the “*Philadelphia Redevelopment Authority*”.

The Proposal Deposit of the selected developer for the Properties will become “hard” money upon execution by the Developer of the Redevelopment Agreement, a form of which is attached as Attachment H and approval of the Agreement by the PRA Board. The amount will be credited toward the security completion deposit and ultimately refunded at project completion with the issuance of a Certificate of Completion. The Proposal Deposits of unsuccessful bidders will be refunded within thirty days after rejection notices are transmitted. Interest earned on deposits of unsuccessful bidders will not be returned.

I. Certificate of Non-Indebtedness

All proposals submitted in response to this RFP must contain a fully executed Certificate of Non-Indebtedness to the City of Philadelphia. A copy of this Certificate is attached as Attachment E.

J. Campaign Disclosure Forms

Each member of the development team must complete the Campaign Disclosure Forms attached as Attachment F.

K. Conflict of Interest Form

All proposals submitted in response to this RFP must contain a fully executed Conflict of Interest form. A copy of this form is attached as Attachment G.

L. Fine Arts Requirement

The Developer selected will be required to comply with the policies and procedures of the Fine Arts Program. (Attachment I)



5. Evaluation/Selection

PRA will initially conduct a Threshold Review of each proposal submitted to determine its compliance with the Proposal Submission Requirements. Only proposals that comply with these requirements will be considered for evaluation. If no proposal meets these requirements, the Authority may allow all developers to supplement their submissions to conform to these requirements.

Proposals selected pursuant to the Threshold Review will be evaluated by a Proposal Review Committee using the evaluation factors listed below and based on the values shown in Attachment J: Scoring Sheet. Proposals will be evaluated in their entirety; no one factor, but rather a combination of all of the following factors will determine the successful developer. PRA may ask one or more applicants to give a presentation, and may elect to request supplemental information from all applicants or a pool of finalists. Final selection will be made by PRA and is subject to approval by the PRA Board and Philadelphia City Council.

The following criteria will guide PRA in using its professional judgment to determine which respondent has submitted the best proposal. In addition to any other factors that PRA considers relevant in the evaluation of these responses, the following are the evaluation factors:

- 1. Financial**
 - Bid Price
 - Financing plan
 - Demonstration of project feasibility
 - Evidence of developer team capacity
- 2. Project**
 - Quality of design concept
 - Appropriateness of proposed use program.
 - Alignment with local community and context
 - Development timelines
- 3. Developer**
 - Competence and experience of team
 - Track record on similar projects
 - Suitability for this specific development opportunity
 - History of team partnership
 - Experience working with PRA and other public entities
- 4. Social Impact**
 - Strength of Social Impact Plan
 - Creativity and innovation
 - Ability to define, evaluate and track measurable outcomes
- 5. Economic Opportunity and Inclusion**
 - Goals for M/W/DBE inclusion
 - M/W/DBE Firms comprising the development team
 - Commitment to M/W/DBE Workforce
 - Track record of M/W/DBE inclusion and minority workforce inclusion



The disclosure statements and other documentation submitted to PRA are important sources of information upon which PRA may base its selection and approval of a developer. Accordingly, any substantive misstatement or omission in any such disclosure statement or documentation shall be sufficient for PRA to reject the proposal.

Upon completion of the review and evaluation, PRA will recommend a course of action to PRA Board of Directors. PRA shall make the final decision with respect to development proposals and shall notify all developers of the results and return Proposal Deposits to unsuccessful developers.

6. Disposition Process

After the PRA reviews the proposals and a developer's proposal is selected, the PRA Board, City Planning Commission and City Council approval must be obtained before the PRA can execute the Redevelopment Agreement (see Attachment H: Form of Agreement) and construction can commence. Following is a general sequence of events in this approval process:

1. PRA review and approval of schematic architectural plans, and all financial documents (including budgets, sources and uses, pro forma, financing letters, term sheets, and developer financial statements)
2. Execution of Redevelopment Agreement by the Developer. At this time the Proposal Deposit is credited toward the deposit required under the Redevelopment Agreement;
3. City Planning Commission approval of the Redevelopment Agreement;
4. PRA Board approval of the Redevelopment Agreement;
5. City Council approval of the Redevelopment Agreement;
6. Execution of the Redevelopment Agreement by PRA;
7. Settlement and transfer of title. At this time PRA requires proof of construction financing;
8. Pre-construction conference;
9. Construction period;
10. Review of the completed development to determine compliance with Agreement. If the development is found to be in compliance with the Agreement, PRA issues a Certificate of Completion and the security completion deposit is returned.

The Developer shall be responsible for securing and paying all costs associated with all permits, licenses, approvals, lot line relocation, or variances necessary to comply with the development controls, City code, and the approved architectural plans.

7. Events of Disqualification or Default

Subsequent to the selection of a developer, and before execution of an Agreement, the PRA may treat any of the following as an event of disqualification or default:

1. Unilateral withdrawal by the selected developer;
2. Failure to proceed substantially in accordance with the proposal as submitted;
3. Failure by the Developer for any reason whatsoever to timely execute the Agreement when tendered;



4. Material misrepresentation, omission, or inaccuracy contained in any document submitted either as part of the Request for Proposals, or subsequent thereto. For the purposes of this section, the PRA places particular importance on the information required by the Developer's Statement of Qualifications and Financial Responsibility and the Developer's Statement for Public Disclosure;
5. Failure to provide in a timely manner the additional material required after selection throughout the PRA disposition process.

REMEDIES

Upon the happening of an event of disqualification or default by the Developer, PRA shall have the right, at its election, to:

1. Rescind its selection of the Developer; or
2. Declare null and void an Agreement that may already have been executed; and/or
3. Retain the Proposal Deposit as liquidated damages.

6. Declarations and Other Information

MBE/WBE/DBE Firms: The PRA strongly encourages and promotes the employment of qualified MBE/WBE/DBE firms in all aspects of its procurement of goods and services. If applicant is a Certified M/W/DBE, defined as Minority Business Enterprises (MBE), Woman Business Enterprises (WBE), or Disabled Business Enterprises (DBE), please submit information to confirm Certification as part of bid proposal.

Tax Clearance and Conflict of Interest Form: Respondents, upon request of the PRA, must provide evidence satisfactory to the PRA that all municipal taxes, including business taxes, real estate, school, water and sewer charges, and L&I liens, if applicable, are current for both the individual applicant and the applicant's firm and neither is currently indebted to the City; will at any time during the term of the agreement be indebted to the City, for or on account of any delinquent taxes, liens, judgments, fees or other debts for which no written agreement or payment plan satisfactory to the City has been established. Please complete the Philadelphia Tax Status Certification and Conflict of Interest form (Attachment G) and submit it with your proposal.

Campaign Contribution Disclosure Forms: Please complete the applicable disclosure forms (Attachment F) and submit with your proposal.

8. Reservation of Rights

By submitting a proposal in response to this RFP, an Applicant affirmatively acknowledges: (i) its acceptance of the terms and conditions of this RFP; (ii) the PRA may exercise in its sole discretion the following rights; and (iii) the PRA may exercise the following rights at any time and without notice to any Applicant.

1. to reject any and all proposals;
2. to supplement, amend, substitute, modify or re-issue the RFP with terms and conditions materially different from those set forth here;
3. to cancel this RFP with or without issuing another RFP;



4. to extend the time period for responding to this RFP;
5. to solicit new proposals;
6. to conduct personal interviews with any Applicant to assess compliance with the selection criteria;
7. to request additional material, clarification, confirmation or modification of any information in any and all proposals;
8. to negotiate any aspect of a proposal, including price;
9. to terminate negotiations regarding any and all proposals at any time;
10. to expressly waive any defect or technicality in any proposal;
11. to rescind a selection prior to contract execution if the PRA determines that the proposal does not conform to the specifications of this RFP;
12. to rescind a selection prior to contract execution if the PRA determines that the specifications contained in this RFP are not in conformity with law or that the process in selection of a proposal was not in conformity with law or with the legal obligations of the PRA;
13. in the event a contract is awarded, the successful Applicant or Applicants shall procure and maintain during the life of the contract liability insurance in an amount to be determined prior to the award of any contract;
14. in the event a contract is awarded, all Applicants agree to perform their services as an independent contractor and not as an employee or agent of the PRA;
15. in the event a contract is awarded, all Applicants agree that no portion of performance of the contract shall be subcontracted without the prior written approval of the PRA; and
16. each Applicant agrees to indemnify, protect and hold harmless the PRA from any and all losses, injuries, expenses, demands and claims against the PRA or the City of Philadelphia sustained or alleged to have been sustained in connection with or resulting from (i) the submission of the Applicant's proposal; (ii) the delivery by the Applicant to the PRA of any other documents or information; and (iii) any other conduct undertaken by the Applicant in furtherance of or in relation to the Applicant's proposal. Each Applicant agrees that its duty to indemnify and hold harmless shall not be limited to the terms of any liability insurance, if any, required under this RFP or subsequent contract.

NOTICE: The Philadelphia Redevelopment Authority is subject to the Pennsylvania Right to Know Law. Any information provided in your response to this Request for Proposals may be subject to disclosure to the public.

