

**Pinkney Innovation Complex for Science & Technology
At Montgomery College (PIC MC) Foundation
*Request for Qualifications for Development, Design and Construction
For Wet Lab and Office Facility***

Submission of Qualifications

PIC MC is seeking interested developers to submit qualifications for the development, design, construction, financing, operation and maintenance of a 150,000-foot square foot building/s containing a mix of wet laboratories and offices which can be marketed to and occupied by private sector companies, agencies, organizations or entities in the life sciences, cyber security and other technology sectors.

All inquiries concerning the RFQ should be directed to:

Martha A. Schoonmaker, CECd
Executive Director
Pinkney Innovation Complex for Science & Technology
at Montgomery College (PIC MC)
20271 Goldenrod Lane, Room 101B (*office location*)
20200 Observation Drive, PK 101B (*mailing address*)
Germantown, Maryland 20876
240.567.2007 (*office*)
301.509.7328 (*mobile*)
Martha.schoonmaker@montgomerycollege.edu
montgomerycollege.edu/picmc

Background of PIC MC

Montgomery College is a community college with three campuses that serves 60,000 students representing 160 countries in Montgomery County, Maryland, and is located within the Washington DC metropolitan area. The 229 acre Germantown campus is home to the Pinkney Innovation Complex for Science and Technology at Montgomery College, or PIC MC, an integrated academic, business and research district. We want to develop the Germantown Campus as the center of a Germantown Innovation District—a hub of education, business, and entrepreneurship— an attractive place for makers and takers of jobs, where industry partners co-locate and actively interact with faculty and students to achieve both educational and economic success. PIC MC's vision – its DNA - intertwines elements of program and place: We are creating a campus focused on academic-industry partnerships that will enhance and align the missions of the College and those of technology businesses—to materially advance our collective goals for individual opportunity, economic growth, and community prosperity.

PIC MC and Montgomery College are changing the narrative of what a community college is in today's economic environment. Integration of work, On the Job Training and education are intentional and serendipitous; they intertwine at the outset and throughout job and career trajectories. PIC MC has successfully located Holy Cross Germantown Hospital, a 93-bed hospital employing about 400 healthcare professionals and related jobs, an 80,000 square foot medical office building with 110 plus doctors, nurses and medical personnel. Students in our Allied Health Science programs do their clinical rotations at the hospital and, upon graduation, are eligible to become employees. Additionally, the County-owned life sciences and technology incubator, the Germantown Innovation Center, houses 23 start-up companies with 106 employees providing our students rich internship opportunities. At a time when the Washington

DC region is experiencing low unemployment and talent is challenging to find, Montgomery College/PIC MC is providing the pipeline for current and future employees that can grow with Montgomery County companies, whether located on or off of our campus.

Since academic buildings funded with tax exempt bonds cannot house private sector companies, PIC MC seeks public private partnerships to enable co-location of companies and academic uses on campus. In particular, PIC MC seeks to provide needed wet lab space for the biotechnology sector in Montgomery County.

PIC MC started as a partnership between Montgomery College, Montgomery County and the State of Maryland in 2000. Since that time, the partnership has grown into a public –private partnership which includes the PIC MC Foundation that manages and develops the commercial campus real estate and is governed by a Board of Directors. The Board consists of land use attorneys, real estate professionals and college representatives, all who are industry people in the sectors we are trying to attract and have the expertise to guide the activities of PIC MC. This is not just a “real estate” play for PIC MC. The ultimate beneficiaries of our project are the Montgomery County businesses which will be able to satisfy their workforce needs through direct connections to our students as well as influencing curriculum to meet industry needs. In addition, the students themselves, as they become qualified for higher skilled and paying jobs, benefit tremendously in this competitive job market.

PIC MC/Montgomery College has taken this teamwork to another level by becoming equal partners in generating leads for company locations and expansions through our robust relationships with business and industry. We actively court and nurture these relationships to increase the intern and job opportunities in the areas of cybersecurity, biotechnology and technology. And we have taken these business relationships to the next level by providing space for companies to locate on our campus, enabling them to train their current and future workforce real-time. This is best illustrated through the innovative location of a new hospital (opened in 2014) and medical office building within PIC MC, making us the only community college in the county with a hospital as our anchor partner.

Scope of project

PIC MC has recently received approval of a preliminary subdivision plan for a 5.67-acre parcel which will allow up to 150,000 square feet office space with surface parking. The site is located at one of the College entrances and has direct interstate access. Holy Cross Germantown Hospital is across the street and Hughes Network Systems, LLC is adjacent to the property. **The PIC MC Foundation is now seeking a development partner to develop, design, construct, finance, operate and maintain a multi-tenant building, with a mix of wet laboratories, engineering lab and office, on this parcel, and to identify/secure tenants in the life sciences, biotech, cybersecurity and technology fields for leasing space.** Additional greenfield sites not adjacent to the 5.67-acre site are available and can be included in future partnership plans, including a 12-acre parcel.

PIC MC will only consider a long term ground lease of the land. Ground leases require approval of the PIC MC Board, Montgomery College Board of Trustees and the Maryland Higher Education Commission.

An overview of the economic development assets for Montgomery County can be found on the Montgomery County Economic Development Corporation’s website: <https://thinkmoco.com/>

An Economic Development Profile on the Germantown area/I270 Corridor can be found on the Gaithersburg Germantown Chamber of Commerce website:
<http://www.ggchamber.org/advocacy/270-economic-profile/>

A marketing brochure on PIC MC can be found in this RFQ.

Anticipated stakeholders and responsibilities

Montgomery College/PIC MC intends to enter into a ground lease agreement with a developer to develop, design, construct, finance, do tenant marketing/leasing, and operate the building/s for commercial use.

Required/Desired timeline

Release RFQ	August 8,2017
Deadline for RFQ	September 27, 2017
Review of responses	October 15, 2017
Notify top three respondents requesting full proposal/release RFP	October 18, 2017
Deadline for response to RFP	December 1, 2017
Review proposals	December 7, 2017
In person interviews	Week of December 11,2017
Preferred Developer selected/ notified	December 18, 2017
Ground lease negotiated	January, 2018
Lease submitted to Board of Trustees for approval	February, 2018
Lease submitted to MHEC for approval	March, 2018

Submittal Requirements

Please submit eight printed and bound copies of all of the required information listed below by COB of Sept 27, 2017 to:

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 Executive Director
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Based on their interest, Development Teams may choose to submit qualifications for just the 5.67-acre parcel or for the entire 5.67 acres plus the 12-acre site.

The Real Estate Committee may entertain the option of entering into an agreement for the entire development or separate agreements for one or more components.

Required Information

1. Letter of Interest from the principal of the firm serving as the Prime Contractor.
2. Identification of the Development Team with resumes of key personnel.
3. Examples of similar work in the development, design, construction, financing, delivery and management of similar projects and the value of these project.
4. Identify any partners the Prime Contractor may have to deliver development, design, and construction services with appropriate resumes and examples of similar previous projects.
5. References of three recently completed projects similar in size and value.
6. Provide an audited, or company officer approved, 2016 balance sheet and income statement describing current financial status and ability to complete the proposed project, along with references from lenders and financial sources who can attest to the Developer's financial strength.

Evaluation of Qualifications

The Real Estate Committee of the PIC MC Foundation will review and select development teams from which to solicit full proposals. Evaluations will be based on the following criteria:

1. Relative experience of the Development Team and its lead individuals
2. Demonstrated track record of success in completing similar projects
3. Demonstrated success in projects developed in Montgomery County
4. Demonstrated ability to secure tenants
5. Proven financial capacity to handle this project
6. Experience working with P3 projects

Acceptance of Evaluation Methodology

By submitting its Qualifications in response to this RFQ, Respondent accepts the evaluation process and acknowledges and accepts that the determination of the "most qualified" firm(s) will require subjective judgements by PIC MC Foundation. This includes the right not to award the project to a respondent.