
ECONOMIC DEVELOPMENT AUTHORITY

of the City of Norfolk

Posted to the EDA Webpage:
June 10, 2021

Request for Proposals
For
Special Financing/Tax Consultant Services

999 Waterside Drive Suite 2430
Norfolk, VA 23510
757.664.4338 main
www.norfolkdevelopment.com

Submittal Deadline:
5:00 P.M. June 21, 2021

SECTION I – GENERAL INFORMATION

- A. PURPOSE:** The Economic Development Authority of the City of Norfolk (EDA) is seeking a qualified professional consultant to assist the EDA with an evaluation of financing options, feasibility studies, and tax increment analysis in support of the Military Circle Mall (MCM) redevelopment.

The EDA is a political subdivision of the Commonwealth of Virginia authorized to acquire, own, lease, and dispose of properties, promote industry, and develop trade for the benefit of the inhabitants of the Commonwealth of Virginia including the City of Norfolk. The EDA purchased the Mall, the former DoubleTree Hotel and adjoining properties in June, 2020. The approximately 935,000 square-foot mall, its parking lots, and outparcels, occupy approximately 89 acres— of which approximately 73 are owned or controlled by the EDA. A Military Circle Mall Redevelopment Request for Qualifications (MCM RFQ) and subsequent Military Circle Mall Redevelopment Request for Proposals (MCM RFP), attached as Exhibit A, resulted in submissions by three (3) “Development Teams.”

B. ISSUING OFFICE AND CONTACT FOR INFORMATION:

Economic Development Authority of the City of Norfolk
Sean Washington, Assistant Executive Director/Secretary-Treasurer

999 Waterside Drive, Suite 2430
Norfolk, VA 23510
Office (757) 664-4333
Fax (757) 441-2910
sean.washington@norfolk.gov

C. DEADLINE: RECEIPT OF PROPOSALS:

June 21, 2021 no later than 5:00 P.M. to the EDA at the following email address:
MCMRedevelopment@norfolk.gov

D. QUESTIONS AND CHANGES IN THE REQUEST FOR PROPOSAL:

Proposal Submitters shall carefully examine this RFP and seek clarification of any ambiguity, conflict, or other error. Questions should be addressed to the Secretary/Treasurer. Any changes in this RFP will be posted and distributed to vendors of record.

E. AWARD:

1. The EDA intends to award a contract as soon as practicable after receipt and evaluation of consultants’ proposals.
2. The award of a contract shall be at the sole discretion of the EDA.

3. The award will be made to the offer deemed most meritorious. The EDA reserves the right to accept or reject any and all proposals in whole or in part and to waive informalities in the process.
4. Proposals will be initially evaluated on the basis of the written material provided with clarification as needed through telephone calls to offerors. Based on initial evaluations, the EDA may select vendors whose services and qualifications most closely meet the EDA needs to enter into discussions.

F. NORFOLK BUSINESSES: It is the policy of the EDA to support Norfolk businesses and workforce development, and it encourages companies with corporate offices in Norfolk that employ Norfolk residents to compete for EDA contracts.

G. MINORITY BUSINESS AND PARTICIPATION: It is the policy of the EDA to support minority businesses and the EDA encourages the submission of proposals by all qualified minority and disadvantaged businesses. All responses shall include information on any minority participation, either in terms of personnel within your organization or the use of sub-consultants.

H. COST OF SERVICES: Responses should identify costs of services as specified below.

SECTION II – SERVICE REQUIREMENTS INFORMATION

A. TASK OVERVIEW: This request for proposals for Special Financing / Tax Consultant Services (“Finance RFP”) solicits assistance with:

1. Proposal Evaluation. Reviewing and analyzing the 3 Development Teams’ financing plans to include:
 - a. Providing advice on the feasibility and adequacy of each Development Team’s financing plan in meeting its stated objectives.
 - b. Reviewing each Development Team’s tax increment projections for reasonableness and providing a separate projection if determined there is a material deficiency in the Development Team’s projection.
 - c. Advising whether the financing plans meet EDA and City financing plan goals and requirements as articulated in the MCM RFP.
 - d. Identifying merits and deficiencies of each financing plan.
 - e. Evaluating the potential risk/reward to the EDA/City.

2. Negotiation Support. The EDA and City will determine whether to proceed with one of the development team plans or reject them all. If and when the EDA and City settles on one of the proposed alternatives, the successful financial consultant will provide support in developing preferred elements of the financing plan and a negotiation strategy. This includes:
 - a. Developing optimal TIF district boundaries and an internal estimate of revenue that would be generated.
 - b. Determining the necessary TIF district lifespan to implement the development proposal.
 - c. Recommending changes needed to any public authority proposed to manage TIF-funded improvements.
 - d. Preparing a bonding capacity analysis based on the tax increment projections.
 - e. Preparing a timeline for formation of a TIF district and creation of any public authority that may be required to implement the proposed financing plan. Include in the schedule material completion dates, publication dates, public hearings, and City Council of the City of Norfolk (Council) and any applicable EDA approval processes.
3. Tax Increment Financing.
 - a. Assist the City and the EDA in evaluating debt financings supported by TIF revenue.
 - b. Provide a feasibility study and other necessary documentation to facilitate the issuance of TIF supported debt.
4. Ancillary Work.
 - a. Attend proposal presentations made by the Development Teams (approximately Mid-October 2021).
 - b. Any additional tasks recommended by the finance consulting firm that it believes necessary to properly evaluate the MCM Development Teams' finance proposals and effectuate the best deal for the City and EDA. These should be included with separate cost estimates from tasks 1 and 2 above.
 - c. Additional work as mutually agreed upon.

B. Task Timeline:

1. 06/21/2021: Financing Consultant Services proposals due
2. 06/28/2021: Special Financing Tax Consultant Services contract executed.
3. 08/06/2021: Finance Consultant Task 1 Proposal Evaluation phase completed (report due).
4. 09/15/2021: (approximate) City/EDA notify finance consultant of the preferred development proposal. Begin Task 2 Negotiation Support phase.
5. 10/15/2021: Negotiation Support report materials due.
6. 10/15/2021 – 06/28/2022: Additional technical assistance as needed.
7. 10/15/2021 – 6/30/2023: Tax Increment Financing.

SECTION III – INFORMATION REQUIRED FROM OFFERORS

A. The proposal must:

1. Include the qualifications and experience as a firm, including a listing of clients and comparable projects.
2. Identify the key person and personnel to be assigned to the retainer services, including a description of their professional qualifications and experience.
3. Provide a detailed work plan incorporating the required elements in Section II and any additional work proposed by the financial consultant.
4. Provide a budget for each task and any additional work proposed.

SECTION IV – CRITERIA FOR PROPOSAL EVALUATIONS

A. The selection of the Special Financing/Tax Consultant will be based on the following:

1. The professional qualifications and experience of the firm.
2. The professional qualifications and experience of the personnel to be assigned as the lead personnel to the EDA.
3. Demonstrated experience and ability in handling matters as described in Section II of this RFP.
4. Evaluation of proposed work plan.
5. Cost of Services.

SECTION V – CONTRACT TERMS

- A. The initial contract will be for a term of two (2) years unless sooner terminated due to breach, failure to perform, or default. The EDA may extend the agreement for up to two additional one-year periods under the same terms, conditions, and other contractual requirements.

City of Norfolk Military Circle Redevelopment Request for Proposals (RFP)



Deadline: April 2, 2021

999 Waterside Drive
Suite 2430, Norfolk, VA 23510
(757) 664-4338
Norfolkdevelopment.com

Exhibit A - RFP For Special Financing/Tax Consultant Services

I. Overview

- A. This is the second phase of a two-phase process to redevelop Norfolk’s Military Circle Mall that began with the Norfolk Economic Development Authority’s (EDA) Request for Qualifications (RFQ) issued in September 2020. The RFQ and any addenda that were issued (Appendix A) are to be considered a part of this Request for Proposals (RFP). Where applicable, relevant sections of the RFQ and your Development Team’s response will be referenced in lieu of repeating them in this RFP.
- B. Although this RFP is for the transfer and development of real estate and, therefore, not subject to the Virginia Public Procurement Act, the RFP process is similar to that used for procurement of goods and services.

II. Proposed Opportunity

- A. The EDA is seeking Development Teams’ (Respondents’) full proposals to redevelop Military Circle Mall and the approximately 73 acres it owns or controls (see map in RFQ Appendix A). Please note, the EDA is open to receiving project proposals that encompass a larger area, with other boundaries as expanded. However, at a minimum, proposals should encompass the EDA-owned properties in Appendix A. The proposed development, including all parcels currently EDA owned or not EDA owned will make up the “Project Area” referenced within this RFP.

III. Development Objectives

- A. The EDA is interested in receiving Proposals that meet the Strategic Vision, Project Goals and Specific Project Requirements articulated on pages 4 – 6 of the RFQ. Additionally, Respondents should review the various resources available in the RFP Toolbox, <https://norfolkdevelopment.com/city-of-norfolk-military-circle-redevelopment-request-for-proposals-rfp> (Toolbox) paying particular attention to the 2017 UDA Plan and Plan Norfolk 2030 (the City’s comprehensive plan). However, the RFQ and this RFP, as amended, take precedence in the event of any conflicts between documents. Respondents should note and address any proposed elements not compatible with the RFQ and RFP in their response.

IV. Selection Criteria

- A. The EDA will choose the proposal that provides the most transformative opportunity for the Project Area, while contributing to the City’s fiscal health. Evaluation of proposals will be within the discretion of the EDA. The EDA reserves the sole right to judge the Respondent's representations, either written or oral, as to their veracity, substance and relation to this particular project scope.
- B. All services required for the acquisition and redevelopment should be provided, and be complete in all respects, without the need of the EDA obtaining separate technical expertise/services. Upon receipt of the proposals, the EDA will evaluate all materials submitted

by responding firms and rank the proposals using a 100-point scale. While the EDA's review will encompass the entirety of the submissions, in evaluating the Proposals, the EDA will focus on the following key factors:

1. **Development Plan (30)** - The overall quality, detail and breadth of the proposed development concepts and how successfully and completely the proposal meets the EDA's development-related Project Goals and Specific Project Requirements articulated on pages 4-6 of the RFQ and this RFP.
 2. **Development Team Capacity (10)** - The Development Team's proven ability, as a team, to successfully develop a high-quality commercial office/mixed-use project of a comparable or greater size, complexity, and mix of product to that which is being proposed.
 3. **Financial Capacity and Plan (30)** - The plan to secure financing, implement the project on a timely basis and see it through to completion, including how successfully the proposal meets the City's objectives to maximize private investment, optimize public investment, and minimize public risk.
 4. **Benefit to the City, its Residents, and other Stakeholders (30)** - The net economic benefit to the City; how successfully and completely the proposal meets the EDA's fiscal-and-community-related Project Goals and Specific Project Requirements articulated on pages 4-6 of the RFQ and this RFP; and whether the Proposal is in the overall best interests of the City.
- C. While the EDA will endeavor to adhere to the schedule outlined in Section XI.B., the EDA reserves the right to amend or deviate from that timeline for any reason.
- D. The EDA will consider the most competitive proposals to be those that provide the "Best Offer" of value, in keeping with the development objectives.
- E. The cost of infrastructure necessary to support the project proposals will be included in the evaluation of the total cost of any proposed project.
- F. The City's and EDA's expectations in meeting its financial goals and objectives regarding this development opportunity should also be considered.

V. Development Team

- A. The RFQ required only the identification of a Master Developer and Architectural Firm, although many Development Teams included additional partners. Any RFQ response that did not include a complete Development Team should do so in this RFP. This means including all partners critical to meeting goals and requirements described in the RFQ, this RFP and the key components of your development proposal. If your RFQ proposal was complete there is no need to duplicate that information in the RFP. Otherwise, please follow the same guidance and include the same information for each firm as was required in the RFQ. Additionally, if a firm identified in your RFQ response is no longer on the Development Team or if a new firm has joined your

Development Team, please provide for any replacement information on the firm's qualifications, or detail why the function the original firm played is no longer necessary.

VI. Reserved Rights and Options

- A. Respondents are encouraged to be thorough in addressing the specific requirements and scope of work and submittal requirements set forth in the RFQ and this RFP. The EDA reserves the right to determine if a proposal is incomplete. Further, the EDA reserves and holds the right, at its sole discretion, to:
1. Accept any Proposal.
 2. Reject any or all Proposals.
 3. Not enter into a transaction with any Respondent.
 4. Terminate consideration or evaluation of any Proposal at any time, for any reason.
 5. Suspend, discontinue or terminate the RFP process for any reason.
 6. Negotiate with a selected Respondent without being bound by any provision in a Proposal.
 7. Request or receive additional information regarding any Proposal.
 8. Revise, supplement, withdraw or cancel all or part of this RFP for any reason.
 9. Conduct investigations with respect to the qualifications and experience of Respondents.
 10. Change or deviate from the schedule for dates specified in this RFP.
 11. Evaluate alternative operational and financial models.
 12. Request clarifications.
 13. Take any other action affecting the RFP or the process that is in the City or EDA's best interest.

VII. Costs of Proposal Preparation

- A. This RFP does not commit the EDA to pay any costs incurred in the preparation and submission of proposals or in making necessary studies or designs for the preparation thereof, nor to procure or contract for services.
- B. Proposals are to be prepared at the sole cost and expense of the Respondents, with the express understanding that there may be no claims whatsoever for the reimbursement of any costs, damages, or expenses related to this RFP from the EDA, City or their officers, employees, advisors, or representatives, or any other party for any reason.

VIII. Accuracy of the RFP and Related Documents

- A. The EDA assumes no responsibility for the completeness, or the accuracy of specific technical and background information presented in this RFP or otherwise distributed or made available during this RFP process. No persons other than those referenced in this RFP have been authorized by the EDA to provide any information other than that contained in the RFQ, this RFP, Toolbox and, if given, such other information should not be relied upon as having been authorized by the EDA.

- B. Respondents are responsible for reviewing and becoming familiar with all available documents pertaining to the Project and the Project Area. Specifically, it is the obligation and responsibility of each Respondent submitting a Proposal to:
1. Review the terms of the RFQ and this RFP so that it is familiar with all aspects of it.
 2. Analyze all applicable federal, state and local laws, regulations, ordinances, permits, approvals and orders that may affect the cost, performance, or furnishing of the development set forth in the Respondent's Proposal.
 3. Notify the RFP Points of Contact, prior to the submission of responses to this RFP, of any conflicts, errors, omissions, or discrepancies herein. It is the Respondent's responsibility to ensure that it proactively addresses any questions, issues, or concerns related to the RFP or the RFP process.

IX. Legal Issues

- A. No Suspension or Debarment.
1. By submitting the information called for by this RFP, the Respondent submitting the information certifies that neither it nor those within its organization (including partners and subcontractors) are under suspension or debarment by any governmental entity, instrumentality, or authority.
 2. In addition, please provide:
 - a. A list of any projects on which the Master Developer, its parent company, or any member of the Development Team has defaulted or declared bankruptcy, and an explanation of each default or bankruptcy.
 - b. Detailed information regarding any criminal indictments or felony convictions of the Developer or any principal, officer, director, partner, member, manager or equivalent of any person or entity constituting a member of the Development Team.
- B. Compliance with Applicable Law
1. Respondents are responsible for ensuring that their Proposal, as submitted, complies with all potentially applicable legal requirements. In addition, the successful Respondent shall furnish the EDA upon request all documentation regarding necessary licenses, permits, certifications or registrations required by the laws or rules and regulations of the City, the Commonwealth of Virginia, and the United States. By submitting its Proposal, the Respondent certifies that it is now and will remain in good standing with such governmental agencies and that it will keep its licenses, permits, certifications and registrations in force during the term of any contract entered into for the acquisition and development of the Project. Any deviation from good standing shall require immediate notification to the EDA Executive Director.

2. All responsibilities that the Respondent and its approved partners and subcontractors perform under any resulting agreements must be performed in accordance with applicable law (including all applicable governmental approvals). The Respondent shall immediately remedy any failure to comply with applicable law at its expense and shall pay any fines and penalties related thereto.

C. Non-Collusion Affidavit

1. Each Respondent must certify that it has not participated in collusion or other anticompetitive practices in connection with the RFP process by executing and returning with its Proposal the Non-Collusion Affidavit in the form of Attachment B.

X. Withdrawal

- A. Respondents may, at any time after Proposal submission and before the EDA has selected, and entered into an agreement with, withdraw their Proposal for the Project. To withdraw, the Respondent must convey its intention to withdraw in writing to the EDA Executive Director. The notice to withdraw must be signed by the same entity that submitted the Proposal and be delivered to the RFP Points of Contact via email, courier or hand delivery.

XI. RFP Process

A. Respondent Registration

- A. Development Teams considering the submission of a Proposal that wish to be included in all interim communications concerning this RFP process must become a Registered Respondent by submitting in writing the name, title, company, address, phone number, and email address of the primary point of contact for the Respondent to:
“MCMRedevelopment@norfolk.gov” no later than January 22, 2021. Please include “MCM Redevelopment Intent to Propose” in the subject line.

B. Tentative Schedule

1. The tentative schedule for the major activities included in the overall RFP process is shown below. The Respondents should anticipate that these dates may be amended from time to time as needed.
 - a. EDA Invitation to Submit RFP Response – January 8, 2021
 - b. Commitment to Propose (Registered Respondents) – January 22, 2021
 - c. Proposers Conference – January 25, 2021 (link will be provided to Registered Respondents and their team members)
 - d. Site Visits (by appointment beginning January 25, 2021)
 - e. Final RFP Submissions Due – April 2, 2021
 - f. Presentation to Review Committee – Week of April 5, 2021
 - g. RFP Evaluation Complete / Begin Negotiations – April 30, 2021
 - h. Final Selection – Summer 2021

C. Submission Fee and Ability to Secure Letter of Credit

1. Each Proposal must be accompanied by a submission fee in immediately available funds payable to the Economic Development Authority of the City of Norfolk in the amount of \$100,000. All submission fees will be held by the EDA during the Project evaluation process. If a Respondent is not selected by the EDA to enter final contract negotiations, the submission fee will be returned to the Respondent. The submission fee accompanying the selected Proposal will, upon notification by the EDA or its agents that the Respondent has been selected to enter into final contract negotiations, become non-refundable, and will be applied toward EDA costs and fees associated with the Project. Any unused portion of the submission fee shall be returned to the Respondent.
2. If a Respondent's Proposal is selected and any contract is entered into between the Respondent and the EDA for the Project, the EDA may in any such contract, in its discretion, require the Respondent provide a standby, irrevocable letter of credit or some other form of surety deemed sufficient by the EDA for the purpose of ensuring the Respondent performs as required by such contract. As evidence assuring the EDA of Respondents' ability to secure sufficient surety if selected, each Respondent shall submit with its Proposal a letter executed by a reputable financial institution authorized to conduct business in the Commonwealth of Virginia stating the financial institution has reviewed the Respondent's financial capacity and determined that the Respondent is eligible to be issued a standby, irrevocable letter of credit in the amount of at least \$500,000 by such financial institution for the Military Circle Redevelopment Project.
3. In the event a Respondent withdraws from the RFP process prior to entering into a contract with the EDA, the EDA will return to Respondent its submission fee that was included with the Proposal within 45 days after withdrawal. The rest of the Proposal materials, however, will remain the property of the City and will not be returned.

B. Toolbox

1. As detailed in III A., the EDA Toolbox will be available for use by Registered Respondents. Requests for additional documents may be sent to the RFP Points of Contact via email. The EDA, at its discretion, will determine whether such documents are reasonably available and whether they will be added to the Toolbox . To the extent that the EDA chooses to modify or amend the RFP or to provide additional data, the EDA will provide notice to all Registered Respondents of such changes and will place the relevant materials in the Toolbox. However, the obligation to periodically check the Toolbox for any new information or addenda to the RFP rests solely with the Registered Respondent.

C. Inquiry and Communications Restrictions

1. The EDA understands that Respondents may have questions regarding the RFP and this process. Accordingly, the EDA will hold a pre-proposal web conference on January 25, 2021 from 12:00 PM – 2:00 PM Eastern Standard Time from a link to be found on: <https://norfolkdevelopment.com/city-of-norfolk-military-circle-redevelopment-request-for-proposals-rfp>.
2. Questions will be addressed in the same manner as during the RFQ web conference with anonymous questions asked and answered by staff. Formal, final, written answers will be posted no more than 3 business days from the date of the conference. Questions after the proposers' conference should be submitted by email to: MCMRedevelopment@norfolk.gov. All emailed questions must contain the phrase "Question(s) for Military Circle Mall Redevelopment Project" in the subject line. All questions received and corresponding answers will be available to all Respondents in the Toolbox, prior to the deadline for submitting Proposals. The EDA may choose to answer questions as they are received or may provide a single consolidated response. The deadline for all questions is March 26, 2021.
3. Please address all subsequent questions or other issues to the RFP Points of Contact Sean Washington or Robert Sharak also at MCMRedevelopment@norfolk.gov.
4. The EDA seeks to conduct a transparent, fair, and highly competitive RFP process free of conflicts of interest. Therefore, during the time period the RFP is available for response as well as during the EDA's deliberative process following submission, communications regarding the Military Circle Redevelopment Project between potential Respondents, including their agents or representatives, and anyone associated with the EDA or City, including employees, elected officials, agents, representatives, and individuals employed by an Associated Entity, are prohibited with the exception of communications with the EDA Executive Director or RFP Points of Contact as set forth in this RFP. Potential Respondents may communicate with the RFP Points of Contact as outlined in this document to request information or to facilitate direct communication with an Associated Entity. The EDA, at its sole discretion, will facilitate those discussions, if they are to occur.

D. Other Discussions

1. The EDA Executive Director or RFP Points of Contact may facilitate conversations between the City and Respondents for the purpose of clarification to ensure full understanding of, and responsiveness to, the RFP. Further, the EDA Executive Director or RFP Points of Contact may, at their sole discretion, include other Associated Entities in those discussions.

E. Submitting Responses

1. RFP responses should be delivered to the EDA using the same process as was used to submit RFQ responses at: <https://norfolkdevelopment.com/city-of-norfolk-military-circle->

redevelopment-request-for-proposals-rfp by April 2, 2021 at 5:00 PM Eastern Standard Time. Please, submit one complete pdf electronic file with cover letter addressed to:

Attn: Mr. Jared Chalk
Executive Director
Economic Development Authority of The City of Norfolk
Norfolk Economic Development Department
999 Waterside Drive, Suite 2430
Norfolk, VA 23510

2. No late responses will be accepted, and responses received after the deadline or at a location other than that stated above will not be considered.

F. Confidential Information

1. All responses and related materials are the property of the EDA and will not be returned. At the conclusion of the process, the EDA may retain or may dispose of all materials received from Respondents consistent with the EDA's obligations under the Virginia Public Records Act, Va. Code §§ 42.1-76 et. seq. In no event will the EDA assume liability for any loss, damage or injury that may result from any disclosure or use of proprietary information. Respondents should be aware that records of the EDA including records submitted by Respondents in response to this RFP are subject to all provisions of the Virginia Freedom of Information Act regarding access to public records. (See Va. Code §§ 2.2-3700 et. seq.)
2. By submitting a response, each Respondent acknowledges and agrees that any ideas, intellectual property, improvements or other suggestions will not be subject to any restrictions on use by the EDA or any other entity and will become a public record under Virginia law. Except as otherwise required by law, none of the responses will be made available to the public until after the EDA determines to enter into a specific contract or to not enter into any contract as a result of this RFP.
3. If Respondents provide information that they believe is exempt from mandatory disclosure under Virginia law, Respondents shall include the following legend on the title page of the response: "THIS PROPOSAL CONTAINS INFORMATION THAT IS EXEMPT FROM MANDATORY DISCLOSURE." In addition, on each page that contains information that Respondents believe is exempt from mandatory disclosure under Virginia law, Respondents shall include the following separate legend: "THIS PAGE CONTAINS INFORMATION THAT IS EXEMPT FROM MANDATORY DISCLOSURE." On each such page, Respondents shall also clearly specify the exempt information and shall state the specific Code of Virginia section and exemption within which it is believed the information falls.
4. Although the EDA will generally endeavor not to disclose information designated by Respondents as exempt information, the EDA will independently determine whether the

information designated by Respondents is exempt from mandatory disclosure. Moreover, exempt information may be disclosed by the EDA, at its discretion, unless otherwise prohibited by law, and the EDA shall have no liability related to such disclosure.

5. In all cases, the EDA will adhere to the Virginia Freedom of Information Act (Va. Code § 2.2-3700 et. seq).

G. EDA Review

1. The EDA, at its discretion, may establish a review committee to evaluate the Proposals. The EDA will then determine the appropriate next steps, if any, for the process.

H. Presentations

1. After the initial review of the Proposals, the EDA will begin the process of selecting the Proposal that is most favorable to the EDA and the City of Norfolk. As part of that process, one or more Respondents may be asked to:
 - a. Submit additional information.
 - b. Present its proposal to a review committee.
 - c. Review and comment on draft transaction documents
 - d. Provide revised or final pricing.
 - e. Appear before the City Council, EDA or other project-related organizations to make presentations.
 - f. Conduct other discussions with the EDA, or its representatives for RFP-related purposes, or
 - g. Take such other action as the EDA deems helpful to the evaluation and selection process.

I. Selection and Negotiations

1. Following the final review and presentations, if any, the EDA will make its determination as to the most appropriate response to the Proposals and may enter into a contract with the successful Respondent(s), may reject any or all Proposals, or take any other appropriate action. If unable to complete and execute a contract with the selected Respondent(s) within a reasonable period, the EDA reserves the right, in its sole discretion, to extend or suspend the negotiations, begin negotiation with another Respondent(s), or terminate all negotiations.

J. Selection Non-Binding

1. The EDA's selection of a preferred Respondent(s) indicates only that the EDA's intent is to negotiate with the Respondent(s), and the selection does not constitute a commitment by the EDA to execute a final contract with the Respondent. Respondents therefore agree and acknowledge that they are barred from claiming to have detrimentally relied on the EDA, its employees, agents or representatives' actions for any costs or liabilities incurred as a result

of responding to this RFP. Further, Respondents acknowledge that while employees, agents or representatives of the EDA will be involved in negotiation with the Respondent, not all actions required of the City will be accomplished administratively and will be subject to the approval of the EDA, the Norfolk City Council, and some approvals, actions, and determinations may be undertaken by other entities.

K. Notifying Unsuccessful Respondents

1. The EDA will notify unsuccessful Respondents at a time the EDA deems appropriate.

XII. Project Overview Goals and Requirements

A. The project Overview, Strategic Vision, Project Goals and Specific Project Requirements are articulated on pages 4 – 6 of the RFQ.

B. Third-Party Ownership of Sites

1. Most, but not all, properties in the Project Area are owned by the EDA. Furthermore, there are adjacent properties in the Military Highway Corridor that are not owned by the EDA or City. In responding to the RFP, Respondents may include property that is not owned by the EDA. If such properties are included in a Proposal, the Proposal should describe how the Respondent proposes to secure control over each such property not owned by the EDA, how the existing uses of each such property would be relocated to facilitate redevelopment, and how failure to secure the inclusion of any of such properties would impact the Proposal.
2. Acquiring ownership or control of any such property will be the responsibility of Respondent. For any such property the Respondent includes in the Proposal, the Respondent should also include a Letter of Intent or written statement from the owner of any such property expressing that the owner of such property does not object to the inclusion of property in the Proposal.

C. Revenue Generation

1. The EDA acknowledges that the cost of meeting the requirements of the RFP may exceed the revenue-generating capacity of the overall Project – particularly in the early years. The Respondent should identify any financing gap and recommend an approach to closing that gap using public or private financing. The EDA and the City are willing to consider a variety of financing tools and strategies to support the Project; however, the City prefers tools and strategies that limit debt and budgetary impacts and risk to the City. For example, the City would have no obligation to pay debt issued through a Community Development Authority, therefore limiting debt and budgetary impacts. Also, note the City must have sufficient debt and budgetary capacity for any portion of the public investment that is considered the City's responsibility. The City evaluates debt and budgetary capacity for its General Fund and enterprise funds, such as the Water Utility, Wastewater Utility, Storm Water and Parking

Facilities funds. At this time, the debt and budgetary capacity is particularly constrained in the Parking Facilities fund.

2. If a Proposal requests the use of a larger area beyond the footprint of the Project Area, the Proposal must include a detailed estimate of the request and justify the use of the larger area. While the EDA is willing to consider a wide range of additional supports for the Project, it is not committing to the availability of any additional non-site-specific support.
3. The EDA is also interested in Respondents offering strategies by which the Military Circle Redevelopment Project can add value to other aspects of City life and to benefit the residents of Norfolk. For example, support for Norfolk Public schools, increased affordable housing, enhanced resilience, and promoting inclusive economic development are critical elements of the fabric of the City, and they all have a significant need for funding to address challenges within the system. While this issue transcends the scope of the Project, the opportunity presented by this redevelopment is an important one. Therefore, Respondents can suggest ways in which revenues associated with the Project might be used to solve these challenges.

D. Real Estate Mix

1. Responses should include a description of the various real estate product mixes set forth in pages 4-6 of the RFQ.
2. In addition to requirements set forth in the RFQ, Proposals should respond to the full diversity of housing needs in Norfolk, including residential home ownership. Specifically, the EDA seeks Proposals that include a mix of units targeting different income levels within the development. Respondents are encouraged to provide as much detail as possible regarding their concept for housing in the Project Area, including:
 - a. Ratio of rental versus home ownership.
 - b. Proposed unit mixture (i.e., unit size and income requirements) and approximate phase in which each type of residential housing will be built.
 - c. Range of income eligibility to be served.
 - d. Whether the Respondent expects to utilize Low Income Housing Tax Credits (“LIHTC”) and, if so, what is the status of that process.
 - e. Whether the Respondent commits to preserving the number of units serving the full spectrum of housing needs for a period of time, and if so, how long.

E. Parking

- a. In addition to requirements set forth in the RFQ, the Proposal should outline the expected parking need for the Project Area, the location of current and future parking and the costs and the funding sources associated with developing the parking recognizing the City’s fiscal situation limits it from directly funding any parking projects.

F. Local Job Creation and Local Hiring

1. In addition to requirements set forth in the RFQ, the Proposal should, to a meaningful degree, endeavor to:
 - a. Provide a portion of construction and end-user jobs for Norfolk residents.
 - b. Use Minority Business Enterprises (MBE) and Emerging Small Businesses (ESB) on the Military Circle Redevelopment Project to the fullest extent reasonably possible. The EDA will work with the successful Respondent(s) to establish the highest reasonable goals given the availability of MBEs and ESBs for the scope of work envisioned by the Project.
 - c. Identify the training opportunities that will be created and the job-training partners that will be involved in the Project.

G. Business Retention Assistance

1. If not detailed in its RFQ submission, Respondents should include a relocation assistance plan for existing Military Circle Mall businesses as detailed on page 6 of the RFQ.

H. Transit and Transportation

1. The EDA recognizes the integral role of multimodal transportation in development and economic growth and expects the Respondent to work closely with the City of Norfolk to incorporate best practices of multimodal connectivity into the development plan. In doing so, the Project should consider the following:
 - a. Existing and future HRT facilities, including bus tops, transfer stations, park-n-ride, bus rapid transit or light rail transit infrastructure and facilities.
 - b. Potential future alignment of a rapid transit that may result in a light rail or bus rapid transit alignment recommendation that will serve the development.
 - c. Incorporating other modes of transportation within the public right-of-way that may include at a minimum, bikes, scooters, and bus only lanes.

XIII. Response Format

A. General

1. Respondents should clearly communicate in their Proposal the manner in which they propose to develop the Project Area. Proposals must address all of the elements required from the RFQ, RFP and any amendments to either. Respondents are encouraged to be concise, respond directly to the RFP requirements, and address the objectives of the RFP process.

B. Proposal Format

1. Proposals must be in an 8 ½" x 11" electronic format with standard text no smaller than 11 point. The margins on each page should not be less than 1 inch and the line spacing should not be less than 1.1", excluding charts and graphics. Proposals should be organized and outlined in the format described below, including major section titles.

XIV. Specific Proposal Format and Content

A. Letter of Transmittal

1. The letter of transmittal should include the Respondent's name, contact person for the Proposal (with name, address, telephone number, and email address), signature of the authorized representative, and a designation of the responsible legal entity that would sign a contract with the City if the Proposal is accepted.
2. In the letter of transmittal, the Respondent should also confirm in writing that:
 - a. It is a legal entity and is registered to do business in the Commonwealth of Virginia with the State Corporation Commission (the "SCC")
 - b. The Proposal is genuine and without collusion in all respects.
 - c. That the contact person is authorized to act on the Respondent's behalf
 - d. That the Proposal shall remain valid for at least 180 days unless withdrawn by Respondent as permitted by this RFP.

B. Table of Contents

1. Indicate significant elements of the Proposal by subject and page number. If the Proposal contains appendices, include a listing of the items included.

C. Executive Summary

1. Provide an executive summary of the key elements of the Proposal, focusing on the City's objectives as described in the RFQ and this RFP.

D. Development Team Membership, Organization and Management.

1. Provide a description of the legal entity that will enter into any contract with the EDA. Further, provide a description of related or unrelated entities that may take a primary role in an element of the overall Project.
2. Please list the current Development Team Members, role in the project, legal relationship among the members (e.g., partners, shareholders, client-consultants, subcontractors, etc.) primary contact name and contact information including email and phone number. If your RFQ submission did not include a Development Team capable of executing each element of your plan, you should add members in the RFP response as appropriate.
3. Specifically identify the entity or entities that will have ongoing day-to-day operational control of the elements of the development project.
4. Development Team member qualifications were detailed extensively in the RFQ submission and need not be repeated here except for new Team Members that were added (described above) or substituted if an original Team Member is no longer part of your proposal. For each new Development Team Member, include the information required on pages 5-6 of the RFQ.

5. If your Development Team has changed since the RFQ submission, please submit an amended organizational chart.
6. The Proposal must also provide a one-page staff organization chart indicating key staff who will work on this Project. Key staff should include managers and lead operational staff who will be interacting with the EDA and the City staff on a frequent basis.
7. Please identify all proposed initial equity investors. Qualifications for investors that are not part of the Development Team are not needed.

E. Development Plan

1. The Development Plan should demonstrate an understanding of the site's opportunities and constraints and the optimal mix of uses for the site including:
 - a. Narrative description of the Offeror's vision for the Project and how the Development Plan addresses each of the EDA's requirements addressed in the Strategic Vision, Project Goals and Specific Project Requirements of the RFQ and this RFP.
 - b. Outline whether the Project would be broken into phases and if so, describe each and how and why they are prioritized as recommended. Describe how the Project would develop over time, noting potential milestones the EDA/City could expect to see during the process, as well as noting any drawbacks and consequences for failure to reach the milestones.
 - c. For a proposal that includes property in addition to the EDA-owned parcels that are the subject of this RFP, Respondents must demonstrate the ability to include such property in the Project.
2. Project Schedule
 - a. Offerors must submit an anticipated Project schedule or phases, detailing the duration (in number of months) and dates for key milestones beginning at initial selection through completion of construction and initial occupancy. Offerors must identify the anticipated time required for each governmental approval. The Project Schedule must address at a minimum, the following:
 - i. Local governmental approvals and actions (zoning, design review, financing considerations and alternatives, etc.)
 - ii. Schematic design, design development and construction drawing preparation and approval
 - iii. Permitting process
 - iv. Financing process
 - v. Project construction period
 - vi. Completion and initial occupancy

3. Site Plan and Renderings
 - a. Offerors must submit a proposed conceptual site and phasing plan and may include building renderings.
 4. Community and Stakeholder Outreach Strategy
 - a. Each Offeror must describe their approach to soliciting feedback and obtaining support from the City, community groups and key stakeholders.
 - b. The Successful Offeror shall be responsible for all aspects of community and stakeholder outreach including the development of presentation materials, meeting schedule and logistics.
 5. Additional Information
 - a. Any other information to assist the City and EDA in its evaluation of the Proposal including a statement of why the City should select the Developer and its Development Team.
- F. Financial Proposal
1. Financial Plan
 - a. As stated in the RFQ, City objectives include maximizing private investment, optimizing public investment, and minimizing public risk. Additionally, the financing strategy should strive to have no negative impact on the City's General Obligation or Water Revenue bond ratings. Respondents are encouraged to consider the use of innovative or alternative financing structures and creative financing solutions that can leverage state and federal programs such as the Opportunity Zone program. Respondents may include various alternative financing options as part of their submission.
 - b. Offerors shall provide a description of their strategy and anticipated sources of Project financing. A detailed description of the anticipated financing costs, detailed discussion of the risks and benefits of each component of the proposed financing structure, and how it is the most advantageous to the City and the EDA shall also be addressed.
 2. Detailed Pro Forma
 - a. Include a dynamic pro forma model with fully functioning linked formulas (in an unlocked Excel format with underlying formulas included and accessible) showing all revenue and expense calculations and supporting detail for revenues that provide the basis for the Project plan and any proposed financing that is to be repaid from new taxes and/or fees associated with the Project and/or incremental revenues generated by the Project. The EDA may wish to perform sensitivity analyses on various assumptions within a Respondent's pro formas, therefore all formulas should be

properly linked to hard coded assumptions that are easily understood and well described. The pro forma should include the Project's revenue projections and underlying assumptions.

- b. The pro forma should include a cash flow statement detailing the predevelopment, construction and operating period cash flows from Project commencement through stabilization on a monthly basis including but not limited to:
 - i. A total development cost budget by phase identifying source(s) and use(s) of funds.
 - ii. Estimated budget for ongoing project operations, with delineation of expected duties and specifically noting any ongoing need or budgetary expense related to the delivery of new City services.
 - iii. New incremental taxes, fees and revenues (special assessment, real estate, Business, Professional, Occupational License (BPOL), Personal Property, Arena, Admissions, others), including prioritization of revenue and an allocation of how those are shared between the Developer/Project and the City. Additionally, provide an explanation of the impact if these new incremental revenue sources do not materialize.
 - iv. If needed, any public contributions to the project.
 - v. Parking assumptions and new incremental parking revenues.
 - vi. Other assumed revenues not listed above, but assumed in the pro forma model, market/feasibility study, proposed marketing plan and budget that describes how the project will be marketed and staffed.
 - vii. Proceeds from sale or refinancing.
 - viii. Debt service, including an allocation of who is responsible for repayment.
 - ix. All fees and income that the Developer, its partners and affiliates receive from the Project should be clearly shown by phase of development and product type.
 - x. Identification of, and proposal for, closing any annual fiscal gaps, both for the Project Area, and, as needed, for other areas within the immediate community to support the Project.
 - xi. Payments to the EDA/City, including those provided upfront in exchange for access to or purchase of EDA-owned properties.
- c. It is important for the City to consider the total amount of overlapping debt outstanding across the City. As such, the pro forma should include the amount of any new debt issued that is secured by a Community Development Authority, special service district, regional authority or similar entity.

3. Historical Financials

- a. Copies of Developer's audited financial statements for the past three fiscal years.

G. Market/Feasibility Study

1. The Proposal should include a market/feasibility study demonstrating that the elements of the Proposal can be supported by and are viable within the market. The market/feasibility study should be performed by a nationally recognized entity, not affiliated in any way with the Respondent, as part of an arm's-length transaction. The market/feasibility study should inform the detailed pro forma financial information required above and show that that the proposed development plan can support Project financing as discussed including any development costs which are to be repaid solely by incremental revenues. The Respondent shall bear all costs associated with the market/feasibility study. Elements in the study should include:
 - a. Demand models for residential, retail and office uses. The submission must include an absorption and lease up schedule detailing the estimated absorption time.
 - b. Rent models and surveys demonstrating market support for proposed office, retail and housing rent structures.
 - c. Estimated rates of absorption for residential, retail and office space.
 - d. If included, estimated hotel occupancy rate after 12 months of operation.
 - e. Estimated local economic impact (jobs, tax revenue, etc.) of proposed development.
 - f. Phasing of the Project and impact on incremental revenue stream and related debt to be issued and supported by such incremental revenues.
 - g. If proposed, data and analysis for an entertainment venue that can be operated with and without city subsidy.
 - h. Strategies by which the Military Circle Redevelopment Project can add value to other aspects of City life.
2. It is understood that results from the market/feasibility study will be preliminary pending the completion of all Project components. Further, it is possible the market/feasibility study may demonstrate that one or more elements of the EDA's desired outcome for the Military Circle Redevelopment Project are not tenable within the current economic environment. In that case, Respondents should outline in their Proposals what the market/feasibility study does support in relation to the City's and EDA's goals and provide other funding suggestions for what it does not support.

Attachment A

FULL RFQ WITH ADDENDA



City of Norfolk Military Circle Redevelopment Request For Qualifications (RFQ)



Seeking Qualifications for Developers & Development Teams

Deadline: November 20, 2020 COB

999 Waterside Drive
Suite 2430, Norfolk, VA 23510
(757) 664-4338
norfolkdevelopment.com

Introduction

Purpose of RFQ

The Economic Development Authority of the City of Norfolk (EDA) invites qualified local, regional, and national real estate developers and their development teams to submit their qualifications for consideration to lead the redevelopment of Military Circle Mall, an under-performing asset in the City of Norfolk.

The EDA is a political subdivision of the Commonwealth of Virginia authorized to acquire, own, lease, and dispose of properties, promote industry, and develop trade for the benefit of the City of Norfolk. The EDA purchased the Mall property and the former DoubleTree Hotel in June 2020.

The EDA is seeking statements of qualifications from real estate developers and their development teams to lead the redevelopment of Military Circle Mall. The approximately 935,000 square-foot mall, its parking lots and outparcels occupy approximately 89 acres— of which approximately 73 are EDA owned or controlled—at the crossroads of two interstate highways in the heart of the Hampton Roads region (see map in Appendix A).

It is the EDA's intent that Military Circle be transformed into a mixed-use district with office, multi-family residential, retail and other amenities that will revitalize the commercial corridor in which it sits. The office development will be undertaken in consideration of an existing 200,000 square-foot Optima Health office building adjacent to the mall on approximately 16 acres that is owned by MBP, Inc. (Sentara Healthcare).

The successful development team will have experience with large, mixed-use redevelopment projects (office, retail, hotel, residential, entertainment, etc.), that promote community health and wellness, and which have been catalysts for stimulating economic growth and revitalization.

Responses to this request for qualifications will be used as part of a two-phase selection process. The RFQ is intended to pre-qualify respondents who will then be invited to submit proposals under a subsequent RFP process for the project development, design, construction, financing, ownership, and management. The following provides background information; the EDA's goals for the project; RFQ submission requirements; and evaluation and selection criteria.

Background

Metropolitan Area

The Hampton Roads region consists of fifteen urban, suburban, and rural communities, located in Southeastern Virginia. The region is roughly contiguous with the Virginia Portion of the Virginia Beach-Norfolk-Newport News, VA-NC Metropolitan Statistical Area, the second largest in Virginia, with over 1.7 million residents.

The region's central location on the U.S. East Coast provides advantages like proximity to major business, financial, and governmental hubs, and direct access to global markets. Hampton Roads' centrality is demonstrated by the fact that approximately 43% of the U.S. population lives within a one-day drive.

Nearly 795,000 non-Military jobs are located in Hampton Roads. The region also has a very large presence of approximately 70,000 uniformed military service members. Key private industries include: Advanced Manufacturing; Business and Shared Services; Distribution and Logistics; Food and Beverage Processing; and Information Technology.

Home to seven four-year higher education institutions and three community college systems, Hampton Roads offers numerous education opportunities. The region also has a very rich arts and entertainment scene with numerous visual arts centers and museums, performing arts groups and organizations, sports teams, performance venues, and festivals.

City of Norfolk

Norfolk is a central city of 245,000 residents within the Hampton Roads region. The locality is home to many of the region's most important commercial, educational and cultural assets.

Commerce – Norfolk is the region's jobs center with more than 145,000 non-military positions. The city is home to the Port of Virginia corporate offices as well as Norfolk International Terminals; Norfolk International Airport; and the largest naval station in the world. Major industries include healthcare; information technology; shipbuilding and repair; manufacturing; business/shared services; transportation and logistics; and insurance.

Education – Old Dominion University, Norfolk State University and Eastern Virginia Medical School are located in Norfolk as well as the administrative offices and flagship campus of Tidewater Community College.

Culture – Norfolk is the region's traditional cultural center with the Chrysler Museum of Art; Virginia Symphony, Opera Virginia; and Virginia Stage Company.

Recreation/Entertainment – Norfolk is host to the Virginia Zoo; Norfolk Botanical Gardens; Norfolk Tides Baseball; and Norfolk Admirals Hockey. Norfolk also boasts several entertainment venues such as the Norfolk Scope, Chrysler Hall, Chartway Arena, and the Attucks Theater.

Diversity – Norfolk is the Commonwealth of Virginia's largest majority minority city, which infuses the entire asset base described above with a vibrant mix of offerings, traditions and perspectives. Along with being an ethnically diverse city, Norfolk has great age diversity with a large youth population and a median age of just over 30 years old.

Resiliency – Norfolk is a waterfront community, at the mouth of the harbor, with many streams and rivers. While this makes for beautiful scenery it also poses challenges due to climate change. For almost a decade, Norfolk has been actively working to become one of the most resilient cities in

the United States. The city has been a leader in incorporating resiliency building initiatives in zoning, capital improvement investments and citizen engagement programs.

Project Area Overview

Military Highway Corridor

The Military Highway Corridor is a regional retail destination that includes the JANAF shopping center; Military Circle Mall; IKEA; and the Norfolk Premium Outlets to the North. Approximately 28% of all the city's retail sales and 20% of food, beverage, lodging and admissions occur in this corridor. Arguably, Military Circle Mall is the worst performing asset in this portfolio.

Military Circle Mall

Military Circle Mall is a 50-year-old suburban-style shopping mall that opened in 1970. The first enclosed mall in Norfolk, Military Circle Mall once thrived but now its 935,000 square feet is only 54% occupied. Also, on the property is a 15 story 200 room hotel, also built in 1970, that has been vacant for over a decade. The EDA purchased Military Circle Mall and the hotel in June 2020.

Of the three original anchor store "boxes," two are vacant and the third was repurposed by the EDA into office space in 2017 and is owned by MPB, Inc and is 100% occupied by Optima Health and Sentara Healthcare. The Optima Health building, located on an adjacent parcel, is owned by MPB, Inc. a subsidiary of Sentara Healthcare, which is also Optima's parent, and is not part of this proposal but should be integrated into the corporate office complex portion of this redevelopment strategy.

The ownership map, included in this RFQ, identifies the parcels owned by MBP, Inc. and the EDA as well as parcels totaling approximately 5 acres ground leased by the EDA. The EDA-owned and leased parcels comprise the area to be redeveloped under this plan.

Redevelopment Opportunities

Redevelopment of the Military Circle area, a long-standing city priority, has been studied on numerous occasions. These various studies and other resources are available for download under "Toolbox" on the RFQ website: <https://norfolkdevelopment.com/city-of-norfolk-military-circle-redevelopment-request-for-qualifications-rfq/>

The Mall property is located at a crossroads of the Hampton Roads region. Situated just minutes from the confluence of I-64 and I-264, the property is 10 minutes (5.9 miles) from Downtown Norfolk; less than 15 minutes from Virginia Beach Town Center (6.6 miles); 15 minutes from Chesapeake's Greenbrier area (8.4 miles); and 25 minutes from the Peninsula (19.0 miles) – offering unmatched connectivity to the region's business, workforce and entertainment centers.

Over a quarter of the region’s Civilian Labor Force lives within a short 15-minute commute of the site. It also boasts some of the best transit connectivity in the region with bus lines connecting to service throughout Norfolk, Virginia Beach and Chesapeake. Additionally, the city’s nearly 7.5-mile light rail route runs from the Eastern Virginia Medical School campus to within a half mile of the site. Current plans call for light rail to extend through the Military Circle area and onward to Naval Base Norfolk, solidifying the mall’s position as a transit hub.

As previously noted, resiliency is a high priority for the city, which has been a leader in incorporating its concepts in zoning, capital improvement investments and citizen engagement programs. The Military Circle Mall area has some of the highest elevations in Norfolk and is well positioned to be a major growth corridor within the 50-year vision for the city’s future.

Map

An ownership map showing the parcels owned by the EDA (green shading), that are the subject of this RFQ, can be found in Appendix A at the end of this RFQ. Also note the property owned by MPB, Inc. (yellow shading), which must be cohesively incorporated into the development. Lastly, a portion of two parcels (notated with a “star” on the map) are under an assignable long-term lease that expires August 31, 2066. Please refer to the 2004 survey under the RFQ Toolbox tab for specifics as to dimensions of the ground lease.

The map included is for reference only and should not be used as a substitute for a formal survey of the project area. Parcels not shaded are owned by third parties and are included for reference only.

Strategic Vision

Transform an underperforming and aging Norfolk landmark into a holistic and vibrant wellness-centered community, anchored by one or more major employers, and enlivened by a mix of live-work-play uses and amenities.

Project Goals

The project area represents a significant opportunity to develop the Military Circle area into a premiere residential, employment and entertainment community of choice in Hampton Roads.

• Development

- Redevelop the underutilized shopping mall, to include contiguous EDA-owned outparcels and anchor box stores, into a corporate complex. First and foremost, Military Circle Mall will be repurposed into a thriving mixed-use office employment center. Redevelopment plans should allow for a multitude of business uses including corporate, education, government and nonprofit.
- Incorporate additional uses such as mixed-income residential housing; retail and restaurants; hotel; etc. to create a thriving, inclusive, mixed-income community.
- Provide a rich mix of public spaces such as a community center; health clinic; and a variety of parks, plazas, and open spaces.

- Create a critical mass of community and business activity that supports expanded transit options, including an extension of the City’s existing light rail system to the area.
- **Fiscal**
 - Maximize private investment, optimize public investment, and minimize public risk.
 - Increase tax revenue for the City of Norfolk from an area that has produced diminished returns in recent years.
- **Community**
 - Create a holistic health and wellness community with a walkable street grid. The developer should bring stakeholders together, to create a sense of community and a central location to spend time with coworkers and peers and provide employees and residents with more opportunities for physical activity.
 - Connect the redevelopment to surrounding neighborhoods and their residents.
 - Address Norfolk’s resilience challenges through sustainable and resilient design.
 - Redevelopment of the project area should create opportunities for permanent jobs for workers of various skill levels and abilities.
 - Implement this plan with a diverse, inclusive development team and diverse equity participation.

Specific Project Requirements

Development teams should outline a vision that creates a sense of community by offering many ways for people to interact with each other by providing a range of activities and public spaces that are supportive of each other and not only serve the residents, but the larger region as well.

- **Development**
 - Infrastructure: Upgrade water, sewer, road and other infrastructure to support current and future development. Development should incorporate substantial water quality and stormwater management improvements and an increase in pervious surface and green space.
 - Office Complex: Develop a signature corporate office complex with 300,000-550,000 square feet of office space.
 - Residential: Housing developed should allow for a full range of quality choices for residents of all income levels.
 - Hotel: Proposals should consider how to support the additional business activity with hotel rooms and meeting spaces that are easily accessible and visible upon entering the community from Military Highway.
 - Parking: Provide an integrated parking system that adequately serves the needs of the project while minimizing the extent of paving and empty spaces.
 - Transit: The development should take into consideration existing transit connections including current and future alignment for light rail.
 - Quality design and density: Create a high-density development, including a mix of land uses that achieves a balance of compact mixed-use community with green space, landscaping,

and public space. Development will be of high architectural quality and well-planned site design for maximum efficiency of the entire site.

- **Fiscal**
 - Economic Development: Proposals should directly increase the Norfolk tax base, provide the basis for new jobs with living wages and increase the aesthetic appeal of the city. Developments in Military Circle should also encourage reinvestment, revitalization, and redevelopment within the entire Military Highway Corridor enhancing opportunities for business expansion and development that diversify the city's revenue base.
- **Community**
 - Minority Business Support: The development should support the city's mission to facilitate, produce and advance opportunities for minority business enterprises and emerging small businesses to successfully participate in the project.
 - Business Retention Assistance: Project should include a program to assist current businesses within Military Circle Mall to maintain operations in Norfolk. Proposers should outline successful experience working with displaced retailers, restaurants, and small businesses to clarify operational requirements, identify suitable locations, and provide technical assistance as needed.
 - Sustainable Development: The development should incorporate state-of-the-art technology for new construction or rehabilitation of existing spaces that promotes innovative and sustainable building methods that create a healthier, more vibrant, economically competitive and resilient community.

Solicitation Structure

This RFQ is the first stage of a two-part solicitation process.

- **Stage 1 – Request for Qualifications (RFQ)**
 - Submissions: Qualifications due: 11/20/2020.
 - Evaluation: RFQ submissions will be evaluated 11/20/2020 – 12/18/2020.
 - Shortlist: The EDA will short-list respondents according to the evaluation criteria below 12/18/2020.
- **Stage 2 – Request for Proposals (RFP)**
 - RFP Release: The EDA will invite shortlisted RFQ respondents to respond to a request for proposal, which will require additional materials. The shortlisted respondents will be provided with a list of all required documents and the timeline for submission 12/18/2020.
 - Selection: The EDA will negotiate a purchase and sale or development agreement with one or more selected respondents. Each development agreement will provide exclusive development rights to a defined geography and/or product type within Military Circle and reflect specific land uses.

Submittal Requirements

The EDA is currently interested in identifying a master developer and design architect that can field a comprehensive development team to redevelop the former Military Circle Mall property. The evaluation criteria will be weighted in the favor of a team with experience in large redevelopment projects, with a mix of uses, in an urban setting.

Proposal teams must include, at a minimum, a Master Developer and Architectural Firm. Additional team members needed to meet the EDA's goals as described herein may be named explicitly. If so, firm capabilities need to be included. If not, proposers must demonstrate how they included necessary partners in past projects and how they would attract top local, regional or national partners to fulfill those roles.

All teams must demonstrate the financial wherewithal to purchase and develop the property as outlined in the project goals.

All submittals must include the information in the order listed below in a way that shows the respondent can address the Project Goals:

Cover Letter/ Letter of Introduction [2 pages max]

Introductory cover letter identifying the lead firm, contact information for the proposed project manager, and the reason for interest in this development opportunity. Include the legal structure of the development team. The letter needs to be signed by a principal or authorized officer of the company who may make legally binding commitments for the entire development team.

Table of Contents (Optional) [1 page max]

Development Team Organization [3 pages max]

Overview of the development team organization including the names or categories of firms proposed to complete the project requirements. Where applicable, indicate the lead firm and lead individual for each component of the work. Please list an approximate percentage of that person's time that will be devoted to the project.

Summary of Qualifications [5 pages max]

Statement of project understanding and summary of qualifications and approach to performing the work and meeting the EDA's goals based on the development team's skills and experiences. At this stage of the project, only a general description of the types of uses and general character/function of the development that the team would explore for the site is required.

Relevant Experience [6 pages max]

Descriptions of no more than five projects that are comparable in terms of public spaces, mixed-use development, multi-building/multi-phase buildout or other aspects relevant to this project. Each description should generally include the following:

- Name, location and description of the type of project including project size.
- The member(s) of the proposed Military Circle Mall redevelopment team that were involved and the services they performed.
- Project specifics:
 - Contact information for a project reference not associated with this proposal.
 - Project construction budget and sources of financing
 - Number of permanent jobs created
 - Increase in taxable value
 - Project start and end dates
 - Any website link or links to relevant articles regarding the project.
- Whether the developer or another member of the current team has or had an ownership interest in the project and, if so, was it a controlling or non-controlling interest.
- Whether the developer or another member of the current team has or had an operating role in the development since its completion.
- Experience providing opportunities for minorities and women to participate in the development.
 - Include experience creating employment opportunities for minorities and other underrepresented groups.
 - Indicate any past or current successes relating to subcontracting to Minority Business Enterprises and Women’s Business Enterprises. Preference will be given to proposals including MBEs and WBEs as a part of their team.

Firm Descriptions [2 pages max/firm]

Description of each partner firm such as history, services offered/general experiences, number of employees, location of offices, and any DBE/SWaM qualifications. For respondents not yet proposing a full team of specific partners, detail the type of firm that will be recruited and its role.

Resumes [2 pages max/person]

Resumes for the key project personnel listed under “Development Team Organization,” including the location of the primary office to which they are assigned.

Financial Capabilities [5 pages max]

Demonstrate the ability to self-finance or secure funding for large mixed-use projects such as this by providing a list and contact information for the following:

- Experience with private only and public/private project financing mechanisms.
 - Private sources of financing used for recent projects.
 - Public sources of financing/incentives used for recent projects.
- Past bankruptcies or pending financial litigation involving any team firm or principal.

Format Requirements of Submittals

Proposals are due to the City of Norfolk Department of Development at:
<https://norfolkdevelopment.com/wp-content/uploads/2020/09/Upload-Documents.pdf> by
November 20, 2020 at 5:00pm EST. Please, submit one complete pdf electronic file with cover
letter addressed to:

Attn: Mr. Jared Chalk
Executive Director
Economic Development Authority of The City of Norfolk
Norfolk Economic Development Department
999 Waterside Drive, Suite 2430
Norfolk, VA 23510

Please post all questions pertaining to this RFQ on the “Q&A Online Forum” accessible from the main RFQ webpage. All questions submitted in response to this RFQ, and answers to those questions, will be made public and visible to other proposers.

For all other issues, please contact Robert Sharak at robert.sharak@norfolk.gov or Sean Washington at sean.washington@norfolk.gov. Please include “Military Circle Redevelopment” in the subject line.

The EDA reserves the right to reject submittals that fail to contain all required information or fail to follow all of the instructions contained in this RFQ.

Nothing set forth herein shall be deemed to bind the EDA to enter into negotiations for, or award, a contract for the above-described services, and the EDA retains the sole discretion to cancel or modify any part of or all of this RFQ at any time.

Evaluation of Qualifications

Proposals will be reviewed by a Qualifications Review Committee which may include members of city administrative leadership, Norfolk City Council and the Economic Development Authority Board. Depending upon the number and quality of submittals, interviews may be conducted during this initial RFQ process. The committee will recommend to the EDA Board those firms to be invited to respond to the RFP.

The Qualifications Review Committee will assess each proposal against the criteria listed in the Evaluation Criteria section. In selecting development teams under this RFQ, the EDA and Committee will consider responses, interviews, general qualifications, project history, and the evaluation criteria set forth in this RFQ.

Addenda & Clarification of Proposals

Addenda to this RFQ will be posted under “toolbox” on the EDA’s webpage at:

<https://norfolkdevelopment.com/city-of-norfolk-military-circle-redevelopment-request-for-qualifications-rfq/>

All respondents are responsible for checking the website regularly for any addenda and shall acknowledge all addenda by number in the cover letter to be included with the RFQ submission. Failure to receive or acknowledge an addendum may result in the rejection of the submittal.

During the evaluation of proposals, the EDA reserves the right to contact a proposer to request additional information for purposes of clarification of RFQ responses; reject proposals which contain errors; or at its sole discretion, waive disqualifying errors or gain clarification of error or information.

Evaluation Criteria

Development Team

- Years and breadth of experience in the field.
- Scope of services provided including real estate management and development; marketing and public relations; architecture and design; landscape architecture; engineering and construction; and tenant relocation assistance.
- Financial capability to complete the project.
- Strength of professional, financial and project references.
- Diversity of team and Military Circle ownership structure.

Experience to Successfully Undertake this Project

- Experience with urban redevelopment.
- Experience with similar mall redevelopment projects where primary site usage was converted to office.
- Capability to fulfill office component.
- Capability to fulfill residential component.
- Capability to fulfill a hotel component.
- Capability to fulfill commercial/retail component.
- Capability to fulfill an entertainment component.
- Experience successfully overcoming barriers to site redevelopment (i.e. mall operating agreements, cross easements, community opposition, etc.).
- Experience incorporating public spaces into redevelopment.
- Successful reconciliation of private sector site needs with municipal/community desires.
- Proven capacity to deliver the project requirements on time and on budget.
- Extensive experience with private only and public/private project financing mechanisms.

- Experience subcontracting to Minority Business Enterprises (MBE)/Women’s Business Enterprises (WBE).

Project Understanding and Approach

- Understanding of the city’s goals and desires for the project.
- Approach to evaluating the market and determining the appropriate mix of uses.
- Approach to incorporating/activating public spaces on site.
- Approach to working with the city in crafting a relocation plan that retains Norfolk businesses in the city.
- Approach to project financing demonstrated by explanation of potential public and private sources.

Pre-Proposal Conference

- The city will hold a pre-proposal web conference on October 05, 2020 from 12:00 PM – 2:00 PM Eastern Standard Time from a link to be found on: <https://norfolkdevelopment.com/city-of-norfolk-military-circle-redevelopment-request-for-qualifications-rfq/>
- The conference will include a presentation by the City, with a project overview and a question and answer session.
- Attendance is optional but strongly recommended. It would be appreciated if those planning to attend would notify the EDA contact persons in advance.

Project Schedule

The following is a tentative schedule the EDA plans to follow in identifying qualified developers, soliciting proposals from them, and negotiating the redevelopment project. The EDA reserves the right to alter this schedule at any time, with or without prior notice, and will post any changes on its website.

- 10/05/20 - Proposers Conference / Proposer written inquiry deadline.
- 10/09/20 - Proposer answers due / Addenda issued.
- 11/20/20 - RFQ Submissions Due (COB).
- 12/18/20 - RFQ Evaluation Complete / Short List for RFP (Tentative).
- 12/28/20 - Invitations to submit RFP response (Tentative).
- 01/25/21 - Final RFP Submissions Due (Tentative).
- 02/01/21 - RFP Evaluation Complete / Start negotiation with finalist(s) (Tentative).
- 02/15/21 - Final Selection (Tentative).

Standard Terms and Conditions

Inquiries

All inquiries related to this RFQ are to be directed, in writing, to the contact persons at the email addresses on the front cover of this RFQ.

Withdrawal or Revisions to Proposal

Any proposal may be withdrawn by written notice to the EDA at any time prior to the date and time specified for submittal. Such notice of withdrawal shall be in writing to the contact individual provided. Any proposer may modify their submittal prior to the date and time specified for submittal by email communication to the contact individuals.

Public Information

Pursuant to Virginia law, development teams may request, in their cover letter to this RFQ, that all information voluntarily submitted by the development team shall be considered a trade secret or proprietary information subject to the provisions of subsection D of § 2.2-4342. Otherwise, all information submitted in response to this RFQ may be made available for public inspection according to public records laws of the Commonwealth of Virginia. All questions submitted in response to this RFQ, and answers to those questions, will be made public and visible to other proposers.

Process & Right to Reject

At any phase, the EDA reserves the right to terminate, suspend, or modify this selection process; and reject any or all submittals.

Amendments to RFQ

The EDA reserves the right to amend the RFQ and issue an addendum to all Proposers.

Non-Responsive Qualification proposals

A proposal may be considered non-responsive if conditional, incomplete, or if it contains alterations of form, additions not called for, or other irregularities that may constitute a material change to the proposal.

Costs for Preparing

The EDA shall not compensate any Proposer for the cost of preparing any proposal, and all materials submitted with a proposal shall become the property of the EDA. The EDA will retain all qualification proposals submitted and may use any idea in a proposal regardless of whether that proposal is selected.

Cancellation of RFQ

EDA reserves the right to cancel this RFQ at any without obligation in any manner for proposal preparation, interview, fee negotiation or other marketing costs associated with this RFQ.

No Commitment to Award

Issuance of this RFQ and receipt of qualification proposals does not commit the EDA to proceed to the RFP stage or award a contract. EDA expressly reserves the right to postpone the proposal for its own convenience, to accept or reject any or all qualification proposals received in response to this RFQ to the extent permitted by applicable law, to negotiate with more than one Proposer concurrently, or to cancel all or part of this RFQ.

Non-Discrimination

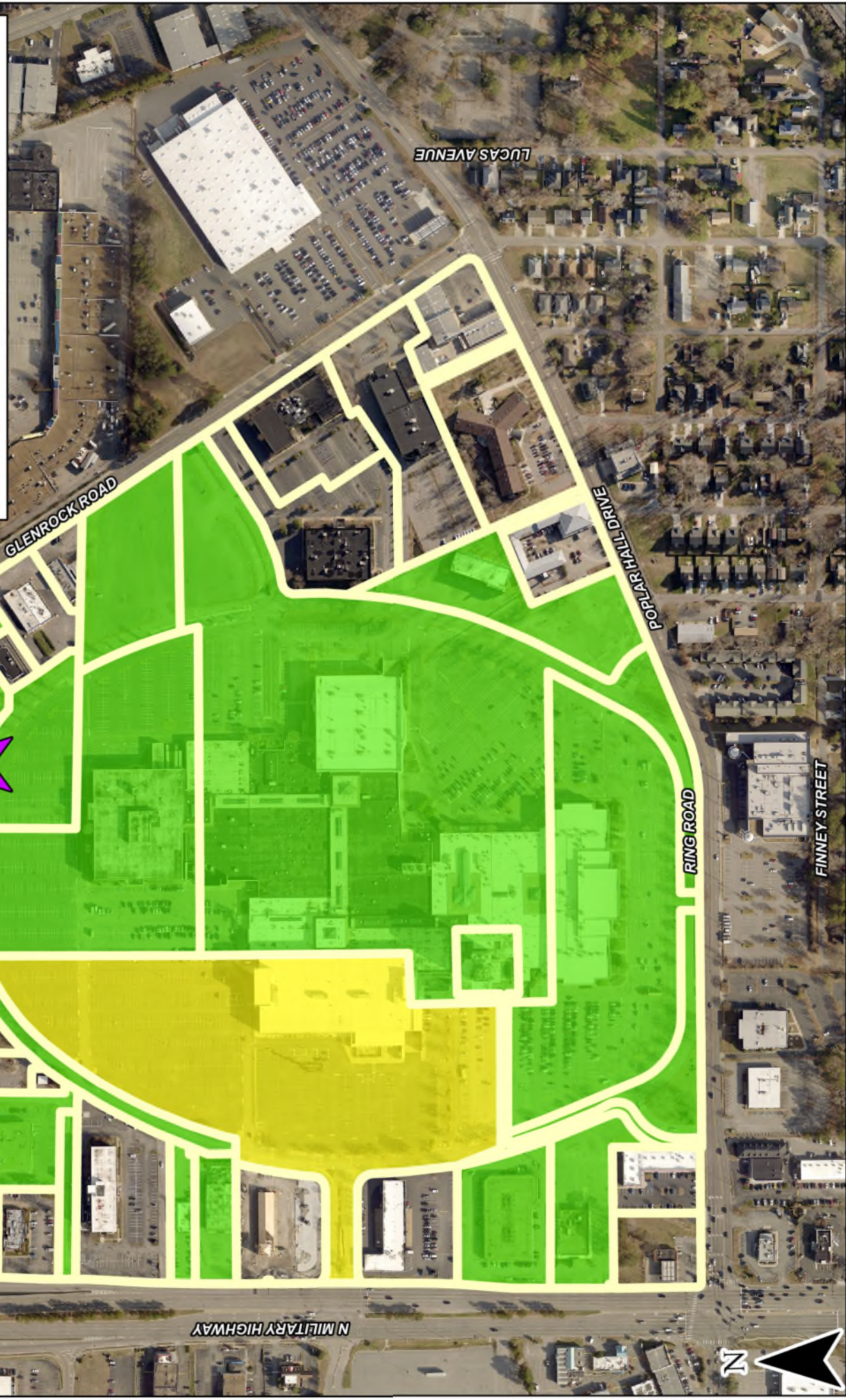
The EDA does not discriminate on the basis of race, color, national origin, religion, age, ancestry, medical condition, disability or gender in consideration for an award of contract.

Appendix A

Military Circle Ownership Map

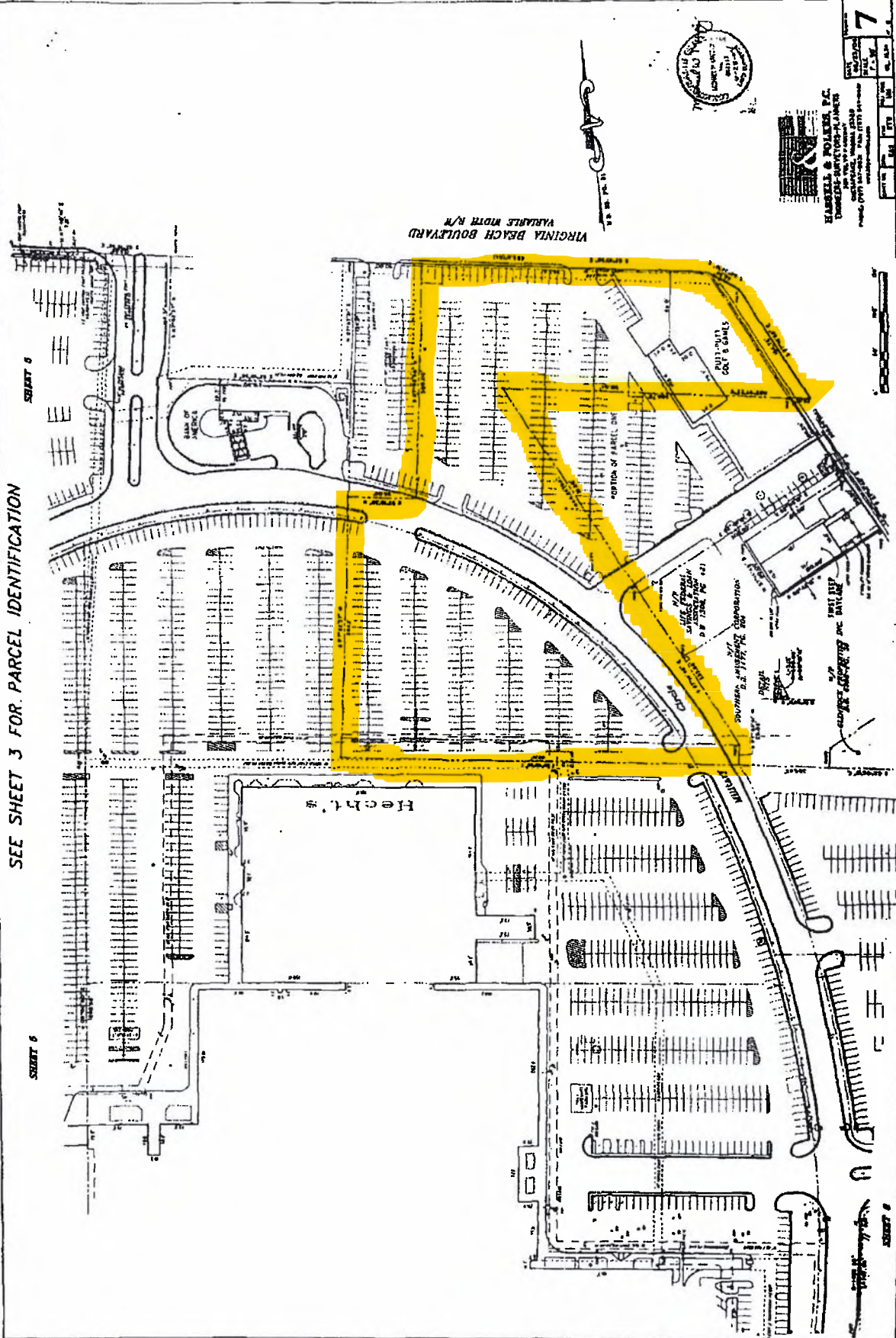
Military Circle Redevelopment Area

- MPB, Inc. (Sentara Healthcare) Owned
- Norfolk Economic Development Authority Owned
- Parcel Boundary
- Assignable Ground Lease Expires 8/31/2066 (see attached)



SEE SHEET 3 FOR PARCEL IDENTIFICATION

SEE SHEET 3 FOR PARCEL IDENTIFICATION



HANSELL & POTLERS, P.C.
 ENGINEERS-ARCHITECTS-PLANNERS
 1000 WEST 10TH AVENUE, SUITE 200
 DENVER, COLORADO 80202
 PHONE: (303) 733-1000 FAX: (303) 733-1001

DATE	NO. 100
SCALE	AS SHOWN
7	



City of Norfolk
Military Circle Redevelopment
Request For Qualifications (RFQ)

Pre-Proposal Conference
Questions and Answers
October 5, 2020

ADDENDUM 1

Military Circle Mall Redevelopment October 5, 2020 Proposers' Conference Q&A

QUESTION: Will the slide deck be circulated to the participants or available on the RFP web site?

ANSWER: Yes. The presentation will be available underneath the Toolbox section of the website by 10/09/20.

QUESTION: Will a list of all attendees to this meeting be sent out?

ANSWER: Yes, the list will be made available by the end of the week (10/9). We think that publishing this list of attendees will be especially important for some of the smaller firms that would like to partner with larger firms through this process.

QUESTION: Will there be a sign in list for this call? Also, will the potential Master Developers information be circulated so potential Minority developers may be able to partner?

ANSWER: A contact list of all attendees and registrants will be available in the Toolbox on the RFQ website by Friday, October 9th.

QUESTION: If there is room for smaller contractor[s] in Norfolk to assist? How do you get on the list as a GC to be considered?

ANSWER: As stated in the RFQ, "[t]he development should support the city's mission to facilitate, produce and advance opportunities for minority business enterprises and emerging small businesses to successfully participate in the project." As stated in the previous question, the list of attendees and registrants will be posted by 10/09. However, it is up to large and small developers and contractors to make their own connections using the list provided.

QUESTION: How will the City's role in redeveloping MacArthur Mall affecting Military Circle plans?

ANSWER: MacArthur Center and Military Circle Mall are two distinct projects at very different points in their re-development life cycle.

Military Circle had already gone through default and been in a Commercial Mortgage Backed Securities (CMBS) Trust for several years before it was purchased by the Norfolk Economic Development Authority (EDA). The EDA purchased the land and buildings and has site control of the entire mall except for the MPB/Optima parcel.

As for MacArthur Center Mall, the city, through the Norfolk Redevelopment and Housing Authority, owns the land underneath, the former Nordstrom Department Store and parking garages. However, it does not own the rest of the mall or control the property itself. Recently, Starwood Property Trust, the Mall's former owner, defaulted on its loans and ownership of the MacArthur Center property was assumed by the lender, Wells Fargo. Consequently, MacArthur is still very early in the redevelopment process.

That said, the City and EDA will play an active role in both projects and does not see a conflict or difficulty in pursuing redevelopment of both simultaneously once the time is right.

QUESTION: Can you elaborate on what you mean by “what you're looking for in the RFQ?” I need clarification on your statement about looking for ideas.

ANSWER: As noted in the RFQ, the EDA is seeking qualified developers and their teams to lead the Military Circle Mall redevelopment. The selection process will be in two phases. In the RFQ phase, EDA is looking to see that development teams: understand the City's vision, goals and requirements; propose a development team, structure and approach that meets the city's requirements; and has the financial capacity to undertake the project. As noted in the RFQ “[a]t this stage of the project, only a general description of the types of uses and general character/function of the development that the team would explore for the site is required.”

This RFQ phase will identify and pre-qualify respondents who will then be invited to submit proposals under the Request for Proposals (RFP) Phase. In the RFP phase EDA will require development teams to be considerably more specific in articulating their interpretation of the City's vision and to outline the process for development, design, construction, financing, ownership, management, etc., and whatever that entails.

QUESTION: Will the out-parcels be made available for small developers?

ANSWER: The City and EDA are amenable to having a single or multiple developer and outparcels. However, the EDA has no concrete plans to develop the property piece meal. The goal would be a cohesive development. Per the RFQ, the EDA reserves the right to negotiate a purchase and sale or development agreement with one or more development teams, with each agreement providing exclusive development rights to a defined geography and/or product type within Military Circle. Much will depend on the number of responses that pass the RFQ phase and specific project approaches proposed.

That said, the City and EDA recognize that small developers, designers and contractors can have a critical role in this project. As stated here and in the RFQ, minority business participation is a key project requirement.

The following answer applies to both questions.

QUESTION: This is a large project and will require a lot of construction and general contractor support. Will there be room for smaller SWAM certified - qualified construction contractors to be able to assist in these projects or will the entire job or multiple contracts be bundle[d] for one or two companies that can complete all the work?

QUESTION: Do you anticipate awarding the project to a single party or potentially different portions of the project to multiple parties?

ANSWER: As noted elsewhere in this document and the RFQ, the EDA reserves the right to negotiate a purchase and sale or development agreement with one or more development teams, with each agreement providing exclusive development rights to a defined geography and/or product type within Military Circle.

That said, even if the project were awarded to a single Master Development team, it is entirely possible that different phases or portions of the project could ultimately be awarded—by the developer—to multiple parties. Even within each phase there will be multiple subcontracting opportunities.

RFQ respondents are required to describe “past or current successes relating to subcontracting to Minority Business Enterprises and Women’s Business Enterprises.” And [p]reference will be given to proposals including MBEs and WBEs as a part of their team.

The following answer applies to both questions.

QUESTION: Can we assume that the Sentara/Optima parcel will be a "co-development" task as pertains to future negotiations and master planning?

QUESTION: How will coordination with MPB/Sentara be handled to insure integration into any eventual planning/land use strategies?

ANSWER: In its purchase agreement with the EDA on the 824 Military Highway building and surrounding land, MPB (Sentara) agreed to “negotiate in good faith with the Seller and/or any future Mall Developer” to establish an agreement that will, among other items, “include covenants, agreements, easements and/or restrictions which provide for the operation of an integrated or partially integrated mixed use project with certain common facilities and which will insure appropriate vehicular and pedestrian access and utilities for the Property and the respective components of the redeveloped Mall Property.” Further, “[t]he parties acknowledge and agree that negotiating in good faith shall not obligate any party to agree upon the Replacement Agreement or any specifics thereof.”

Additionally, the EDA and City are willing to explore various public and private structures to develop the site such as a Community Development Authority. MPB, LLC and the successful master development team(s) may be parties to any such formal entity. Additional development and land use agreements can be further spelled out in the Authority’s Articles of Incorporation.

The following answer applies to both questions.

QUESTION: Would you be able to provide the following in electronic format: existing surveys, topo maps, existing utilities maps, ALTA survey?

QUESTION: Will there be any third-party reports or studies that will be available for review?

ANSWER: Currently under the toolbox on the RFQ site, are the following resources:

- 2017 UDA Plan – Military Highway/Military Circle Urban Development Plan
- 2012 ULI Hampton Roads: TAP Report
- Plan Norfolk 2030 – Current Comprehensive Plan
- Norfolk Vision 2100
- 2018 Commercial and Mixed – Use Pattern Book
- Military Circle Ownership Map
- Military Circle Mall Land Title Survey (ALTA)
- Military Circle Water Utility Map
- Military Circle Sewer Utility Map
- Phase I Environmental Assessment 6.5.2015

QUESTION: Is there a grading criteria/point system for the RFQ and RFP?

ANSWER: For the RFQ phase, the Qualifications Review Committee will evaluate proposals based on criteria indicated under the “Evaluation Criteria” portion of the RFQ. Recommendations from the committee will favor firms that clearly articulate their previous experience and capacity as it relates to capital requirements needed for a project of this size in addition to evidence of successfully delivering the project specific components. For the RFP, the evaluation criteria have yet to be finalized however, a clearly defined grading criteria is being considered.

QUESTION: Will there be a follow-up Q&A for the RFP stage?

ANSWER: The need for a formal proposers’ conference as coordinated in the RFQ stage has yet to be determined. The confirmed number of selected firms in the RFQ stage will substantiate this need. The timeline for the RFP will, however, communicate a Proposer Inquiry Deadline date and Inquiry Answer Deadline date.

QUESTION: Will there be a dedicated/assigned team from the EDA and the City of Norfolk to work on this project?

Answer: The City and EDA are committed to properly staffing this project through to completion. In the short-term, personnel from both the EDA and the Department of Economic Development will be dedicated to work on this project, ultimately led by the Executive Director of the Economic Development Authority/Director of Economic Development for the City of Norfolk.

QUESTION: Is the entire site in an opportunity zone?

ANSWER: Yes. Located in census tract 69.01, the entire site is in an Opportunity Zone. Adjacent census tracts, 70.01 and 68, are designated Opportunity Zones as well.

QUESTION: Can you explain the October 9th milestone?

ANSWER: “Proposer answers due / Addenda issued” means that answers to attendee questions from the October 5th pre-proposal conference will be completed and posted to the RFQ webpage. We consider the questions and answers to be “Addendum 1” to the RFQ; however, any material changes needed to the RFQ arising out of the preproposal conference will be issued at that time as well. Please note this does NOT preclude the EDA issuing further addenda to the RFQ. Proposers should check the website regularly for any further changes.

QUESTION: Would the City consider a separate procurement to establish a regional stormwater plan so that stormwater does not have to be handled on each parcel, but as a region?

ANSWER: Such an approach could be considered. At this stage, we believe that a *regional* stormwater plan does support the Master Development path we are pursuing thus allowing stormwater to be evaluated in the lens of an entire site instead of the many individual parcels that currently exist. The goal is to ensure the most efficient development, and stormwater management, within Norfolk’s zoning ordinance. A site-wide stormwater management plan will be part of the development and qualifying development teams should anticipate a process for preparing one in their responses to the Request for Proposals. The 2017 UDA study recommended having a plan “in place so that a coordinated approach to stormwater management can be implemented in phases that correspond to new development.”

QUESTION: The master plan for the property would be best imagined with an increase in public streets and public frontage. The infrastructure costs will be extensive. The project will presumably proceed as a public/ private venture with development proceeding on a parcel by parcel basis. Will the City be willing to act as the land developer so carrying costs for the property are not the burden of the developer? Or is the developer to Joint Venture with the City similar to NRHA structures from the past to manage this aspect of the venture?

ANSWER: The EDA in concert with the city is willing to explore various public and private ventures to develop the site. Research of various financing mechanisms that engage the public sector such as Tax Increment Financing, Special Service Districts and the creation of a Community Development Authority have already begun.

As stated in the RFQ, the City and EDA’s fiscal goals are to “[m]aximize private investment, optimize public investment, and minimize public risk.” That said, understanding the extensive infrastructure investment needed to undertake this project, the City and the EDA will consider multiple structures that yield beneficial outcomes for all parties involved. *RFP* responses will need to outline a proposed approach to meeting infrastructure needs. In the RFQ proposers need only demonstrate successful coordination of such private/public structuring in past projects.



City of Norfolk
Military Circle Redevelopment
Request For Qualifications (RFQ)

ADDENDUM 2
ISSUED 10/09/20

**Military Circle Mall Redevelopment
Request for Qualifications
ADDENDUM 2**

Please note that the Request for Qualifications document has a typographical error in regard to the name of the Optima Building owner. The owner is listed in the RFQ as “MBP, Inc.”

Please note that all references to “MBP, Inc.” should be “**MPB, Inc.**”



City of Norfolk
Military Circle Redevelopment
Request For Qualifications (RFQ)

ADDENDUM 3
ISSUED 11/06/20

**Military Circle Mall Redevelopment
Request for Qualifications
ADDENDUM 3**

Addendum 3 illustrates the detailed scoring rubric behind the “Evaluation Criteria” and supersedes that section of the RFQ.

Addendum 3 includes minor wording changes to the evaluation criteria; criterion scoring definitions and point assignments; weights assigned to each criterion within a category; and an additional evaluation criterion for overall quality and completeness.

Please note:

- **Any criterion response deemed nonresponsive will receive a zero score.**
- **RFQ responses scoring a zero for Financial Capacity will not proceed to the RFP stage.**
- **RFQ responses scoring a total of 50 points or less will not proceed to the RFP stage.**

ADDENDUM 3

Evaluation Categories and Criteria	Scoring Definitions and Points	Criterion Weighting
Development Team		
Years and breadth of experience in the field.	Extensive Experience (15) Experience (10) Less Experience (5) No Experience (0)	100.00%
Scope of services provided including real estate management and development; marketing and public relations; architecture and design; landscape architecture; engineering and construction; and tenant relocation assistance.	Comprehensive (15) Missing Minor Components (10) Missing a Major Component (5) Missing Multiple Major Components (0)	15.00%
Strength of professional, financial and project references and EDA due diligence.	Very Strong (15) Strong (10) Weak (5) Very Weak (0)	15.00%
Diversity of team and Military Circle ownership structure.	Very Diverse (15) Diverse (10) Less Diverse (5) Not Diverse (0)	35.00%

ADDENDUM 3

Evaluation Categories and Criteria	Scoring Definitions and Points	Criterion Weighting
Financial Capacity		
Financial capability to complete the project.	Strong (15) Average (5) Fair (0) Weak (0)	100.00%

Experience to Successfully Undertake this Project

Major Project Experience		
Experience with urban redevelopment.	Extensive Experience (15) Some Experience (10) Little Experience (5) No Experience (0)	100.00%
Experience with similar mall redevelopment projects where primary site usage was converted to office.	Extensive Experience (15) Some Experience (10) Little Experience (5) No Experience (0)	35.00%
Experience successfully overcoming barriers to site redevelopment (i.e. mall operating agreements, cross easements, community opposition, etc.).	Extensive Experience (15) Some Experience (10) Little Experience (5) No Experience (0)	20.00%

ADDENDUM 3

Evaluation Categories and Criteria	Scoring Definitions and Points	Criterion Weighting
Experience incorporating public spaces into redevelopment.	Extensive Experience (15) Some Experience (10) Little Experience (5) No Experience (0)	10.00%

Design and Construction Experience

100.00%

Capability to fulfill office component.	Highly Capable (15) Capable (10) Less Capable (5) Not Capable (0)	35.00%
Capability to fulfill residential component.	Highly Capable (15) Capable (10) Less Capable (5) Not Capable (0)	25.00%
Capability to fulfill commercial/retail component.	Highly Capable (15) Capable (10) Less Capable (5) Not Capable (0)	20.00%
Capability to fulfill a hotel component.	Highly Capable (15) Capable (10) Less Capable (5) Not Capable (0)	10.00%

ADDENDUM 3

Evaluation Categories and Criteria	Scoring Definitions and Points	Criterion Weighting
Capability to fulfill an entertainment component.	Highly Capable (15) Capable (10) Less Capable (5) Not Capable (0)	10.00%

Project Management and Contractor Diversity		100.00%
Successful reconciliation of private sector site needs with municipal/community desires.	Very Successful (15) Successful (10) Less Successful (5) Not Successful (0)	15.00%
Proven capacity to deliver the project requirements on time and on budget.	Highly Qualified (15) Qualified (10) Less Qualified (5) Not Qualified (0)	35.00%
Extensive experience with private only and public/private project financing mechanisms.	Extensive Experience (15) Some Experience (10) Little Experience (5) No Experience (0)	25.00%
Experience subcontracting to Minority Business Enterprises (MBE)/Women's Business Enterprises (WBE).	Extensive Experience (15) Some Experience (10) Little Experience (5) No Experience (0)	25.00%

ADDENDUM 3

Evaluation Categories and Criteria	Scoring Definitions and Points	Criterion Weighting
Project Understanding and Approach 100.00%		
Understanding of the city's goals and desires for the project.	Complete Understanding (15) Solid Understanding (10) Some Understanding (5) Vague Understanding (0)	20.00%
Approach to evaluating the market and determining the appropriate mix of uses.	Comprehensive Approach (15) Missing Minor Components (10) Missing a Major Component(s) (5) Cursory Approach (0)	30.00%
Approach to incorporating/activating public spaces on site.	Comprehensive Approach (15) Missing Minor Components (10) Missing a Major Component(s) (5) Cursory Approach (0)	10.00%
Approach to working with the city in crafting a relocation plan that retains Norfolk businesses in the city.	Comprehensive Approach (15) Missing Minor Components (10) Missing a Major Component(s) (5) Cursory Approach (0)	15.00%

ADDENDUM 3

Evaluation Categories and Criteria	Scoring Definitions and Points	Criterion Weighting
Approach to project financing demonstrated by explanation of potential public and private sources.	Comprehensive Approach (15) Missing Minor Components (10) Missing a Major Component(s) (5) Cursory Approach (0)	25.00%

Overall Quality and Completeness

Complete submittal to include cover letter; development team organization; summary of qualifications; relevant experience; firm descriptions; resumes; financial capabilities.	Comprehensive (10) Missing Minor Components (5) Missing Major Component(s) (0)	100.00% 100.00%
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Summary	
Category	Max Point Score
Development Team	15
Financial Capacity	15
Experience to Successfully Undertake this Project	
Major Project Experience	15
Design and Construction Experience	15
Project Management and Contractor Diversity	15
Project Understanding and Approach	15
Overall Quality and Completeness	10
Total Score	100

Attachment B: Anti-Collusion Statement

TO ALL OFFERORS: EXECUTE AND RETURN WITH PROPOSAL DOCUMENTS.

In the preparation and submission of this proposal, on behalf of _____(name of offeror), we did not either directly or indirectly enter into any combination or arrangement with any person, firm or corporation, or enter into any agreement, participate in any collusion, or otherwise take any action in the restraint of free competition in violation of the Sherman Anti-Trust Act, 15 USCS § 1 *et seq.*, or the Conspiracy to Rig Bids to Government statutes, Virginia Code §§ 59.1-68.6 through 59.1-68.8.

The undersigned offeror hereby certifies that this agreement, or any claims resulting therefrom, is not the result of, or affected by, any act of collusion with, or any act of, another person or persons, firm or corporation engaged in the same line of business or commerce; and, that no person acting for, or employed by, the Economic Development Authority of the City of Norfolk has an interest in, or is concerned with, this proposal; and, that no person or persons, firm or corporation, other than the undersigned, have or are interested in this proposal.

Signature:

Name:

Title:

Date:

Remaining page intentionally left blank.

City of Norfolk Military Circle Redevelopment Request for Proposals (RFP)



**Addendum 1:
Questions and Answers as of
01/28/21**

999 Waterside Drive
Suite 2430, Norfolk, VA 23510
(757) 664-4338
Norfolkdevelopment.com

Military Circle Mall Redevelopment

Q&A

January 25, 2021

QUESTION: We want to confirm the submission fee is due on April 2nd along with the submission – NOT on Friday, January 22nd along with the intent to commit letter.

ANSWER: The RFP states "[E]ach Proposal must be accompanied by a submission fee in immediately available funds payable to the Economic Development Authority of the City of Norfolk in the amount of \$100,000." The due date for proposal submissions is April 2, 2021 therefore that is also the date when the submission fee is due.

QUESTION: Can you provide a little more detail on the site visits? Will the City have representatives on site to tour with the various teams? Will there be any other meetings accompanying these site tours?

ANSWER: Site visits are for the benefit of development teams to obtain real time, on-the-ground information on site conditions that may be necessary to prepare a proper proposal.

EDA/City representatives will be in attendance. We have asked that development teams provide a list of team members who will participate in a site visit in order to help ensure the appropriate EDA/City representatives are in attendance. Note this will be done on a best-efforts basis. The EDA does not guarantee that particular staff will be in attendance. Any questions that arise during a visit will be replied to in writing after all site visits have occurred and written answers will supersede any oral answers provided.

At this time, we do not anticipate any other meetings in association with site visits.

QUESTION: Are the teams expected to or permitted to perform any public engagement at this point in the process?

ANSWER: If engagement with commercial or residential stakeholders is needed to prepare a development team's proposal submission, we will be happy to discuss potentially arranging for such engagement. However, we wish to avoid any activities that could be construed as lobbying community stakeholder support for a particular proposal.

QUESTION: Will the City answer all written questions on a weekly basis?

ANSWER: Our goal is to answer most questions within 48 hours. This means that updates can occur more frequently if necessary. The Questions and Answers (Q&A) Addendum will be number 1 and dated to the last date questions were answered.

Similar to the RFQ toolbox function, we recommend you check for updates on the RFP Toolbox at least weekly. We will endeavor to do a direct push out to each Respondent. However it is up to Respondents to make sure they have reviewed and incorporated the latest addenda into their proposals.

QUESTION: We understand the City is now doing a study of the neighborhood to the South. Will the results of that study be made available to the teams? What is the status of that study?

ANSWER: Yes, the City is reviewing some grant opportunities to undertake a detailed hydrology and hydraulic study of the Military Circle/Virginia Beach Blvd area. The work on Glenrock is just getting underway. All that area drains through Glenrock. Unfortunately, there's no way to get that completed prior to your deadline (April 2, 2021).

QUESTION: Will we be notified when updates happen to the Toolbox or do we just have to keep checking back periodically?

ANSWER: We will endeavor to get the word out to Respondents (Team Leads) when the updates happen. It is up to the team leads to distribute the notifications as appropriate to the rest of the team members. That said, it is incumbent on everyone to check the Toolbox on a regular basis.

QUESTION: So feasibility study does not have to be from an independent third party?

ANSWER: That is correct, but as was mentioned, we do want to make sure you substantiate your estimates – that your plan is based in market reality and data. So, for example, if your proposal includes a certain amount of residential versus office, we'd like to know that you've gone through and looked at what the demand would be for those particular classes of real estate.

QUESTION: Is the deck available to each team?

ANSWER: Today's deck and the recording will be posted to the toolbox sometime after we finish today.

QUESTION: When is the Anti-Collusion Statement due?

ANSWER: That would be due with your proposal submission – on or before April 2, 2021. Statements should be signed by those who submitted the letter indicating intent to propose.

QUESTION: In light of the financial matrix requirements and the number of related parties who will need to address budgets, financing and other required RFP requirements, will a proposal extension date of at least 45 days to allow for a timely & complete submission?

ANSWER: At present, April 2, 2021 is still the proposal submission date. We recognize that we're asking for a lot, there's a lot on both the City side and the developer side. While we can't say we're going to extend today, or give you a date, we're going to continue to talk about that over the next few days and get back to everybody on whether we're going to extend the RFP submission date. Recognize that we have our city budget, we've got COVID, we've got a lot of other things that we're having to deal with, so it's not lost on us that more time may allow for better submissions. We'll get back to you on that.

QUESTION: Do you anticipate another shortlist between RFP response and presentations?

ANSWER: We do not plan to short list beyond the current Respondents between proposal submission and presentation.

QUESTION: Will the recording from this session be posted?

ANSWER: Yes.

QUESTION: Can we obtain information on sanitary sewer capacity in the pump station that serves this site? whether or not a new pump station will be necessary? A new station can cost \$2M or so.

ANSWER: We do not yet have an answer to this question. However, City staff is working to provide information regarding:

- Pump station service area and flows
- Pump station specifics regarding pumps, motors, impellor sizes – information relevant to determining what system upgrades, if any, will be necessary.
- CAD graphics of the water and sewer systems would help me provide a constraints map to the architects and planners working on our plan

January 28, 2021

QUESTION: Has the City / EDA drafted the zone of a potential CDA or TIF and if so can they provide the map and detail of the related tax parcels?

ANSWER: We have a very preliminary, potential TIF area map with ownership and property tax assessments that was completed last Summer. It is currently being updated and will be available as soon as it's completed, we expect no longer than the second week in February.

City of Norfolk Military Circle Redevelopment Request for Proposals (RFP)



**Addendum 2:
RFP Deadline Extension
(03/05/21)**

999 Waterside Drive
Suite 2430, Norfolk, VA 23510
(757) 664-4338
Norfolkdevelopment.com

**MCM Redevelopment
RFP Deadline Extension**
March 5, 2021

The deadline for submitting RFP responses, originally scheduled for 5:00 PM Eastern Standard Time, Friday, April 2, 2021, has been extended six [6] weeks to 5:00 PM Eastern Daylight Time, Friday, May 14, 2021.

The deadline for submitting questions has been extended from Friday, March 26, 2021 to Friday, May 7, 2021.

All RFP deadlines originally scheduled on or after April 2, 2021 are to be adjusted accordingly.

City of Norfolk Military Circle Redevelopment Request for Proposals (RFP)



**Addendum 3:
Pump Station 96 Questions and
Answers (03/05/21)**

999 Waterside Drive
Suite 2430, Norfolk, VA 23510
(757) 664-4338
Norfolkdevelopment.com

Military Circle Mall Redevelopment
Answers to Questions related to Pump Station 96

March 5, 2021

1. Does the City's Department of Public Utilities (DPU) know of any issues at Pump Station 96 (PS 96)?

No, we do not know of any issues.

2. Is PS 96 running at or near capacity?

Yes, the pump station is running at full capacity.

3. Does DPU know of any issues in the 12" Norfolk force main leaving PS 96?

No, we do not know of any issues.

4. Can DPU identify what portion of PS 96's capacity of 1,290 gpm was for the Military Circle mall site?

The pump curve previously furnished is incorrect. The correct capacity is 700 gpm at 80 feet of TDH. No portion of the pump station capacity was for Military Circle Mall. We are not aware of any service agreement that allocated capacity exclusively for Military Circle Mall. For clarification, the City's sewer customers normally pay for, and are provided, a service. There is no purchase or reservation of capacity without an agreement.

5. Will DPU allow the developer to use this flow value for the redevelopment?

No, there is no such flow value.

6. Looking at the pump information previously provided, the head of 42.3' that the pumps are pumping against don't appear to be designed for HRSD's wet weather head. Have any upgrades been made to address wet weather head values, i.e. VFDs installed?

Although the theoretical HRSD wet weather head is 59 feet, we are currently operating at 80 feet. No upgrades have been necessary to address wet weather head further. There are no VFDs in the pump station.

7. What is DPU's approach for higher head values at this station?

If the existing head conditions change to a point where the existing facilities are unable to meet the new head conditions, then upgrades will be made.

8. Does DPU have any plans for renovations or replacement of PS 96?

There are no plans for changes to Pump Station No. 96.

City of Norfolk Military Circle Redevelopment Request for Proposals (RFP)



**Addendum 4:
Questions and Answers
(03/05/21)**

999 Waterside Drive
Suite 2430, Norfolk, VA 23510
(757) 664-4338
Norfolkdevelopment.com

MCM Redevelopment

Answers to Questions

March 5, 2021

1. **Can we obtain copies of any existing infrastructure information within the project limits?**
 - a. **Detailed hydrology and hydraulic studies**
Not Available
 - b. **Pump station locations, service areas, and flows.**
Toolbox: [Pump Station 96 document](#)
 - c. **Pump station specifics regarding pumps, motors, impellor sizes – information relevant to determining what system upgrades, if any, will be necessary.**
Toolbox: [Pump Station 96](#) documents. See also Addendum 3 Pump Station Questions.
 - d. **Any utility that has not already been identified in the RFP Toolbox or within the City of Norfolk GIS**
This request is overly broad. Respondents will have an opportunity to make more specific inquiries at the March 11, 2021 WebEx meeting with Norfolk Utilities.
 - e. **CAD graphics of the water and sewer systems would help me provide a constraints map to the architects and planners working on our plan.**
See [Access Database in Dropbox link](#)
2. **Can we obtain copies of any study related to the acquisition of the Hotel property within the project limits?**
 - a. **Drawings**
Not Available
 - b. **As-Builts**
Not Available
 - c. **Appraisal**
Toolbox: [MCM Hotel Appraisal](#) document

See also the [MCM Hotel Phase I ESA](#) document in Toolbox.
3. **Can we obtain copies of any study related to the acquisition of the Military Circle Mall and/or JC Penney acquisition?**
 - a. **Drawings**
Dropbox: [MCM – 1995 Renovation Arch-Eng Docs](#). Toolbox: [MCM – 2001 Land Title Survey](#); [MCM – 2002 Site Plan](#); [MCM – 2004 Survey](#); [MCM – Easement 1](#); [MCM – Easement 2](#); and [MCM – Easement 3](#).
 - b. **As-Builts**
Not Available for either property

- c. **Appraisal**
(Toolbox: [MCM – 2018 Appraisal](#) document)

See also the [MCM – 2015 Phase I ESA](#) document in Toolbox.

- 4. **Can we obtain copies of the following documents related to the Cinemark, Macy's, Sears, and Ross properties:**
 - a. **Drawings**
All available drawings are referenced under #3, above.
 - b. **As-Builts**
All available drawings are referenced under #3, above.
- 5. **Can we obtain existing tenant information located within the project limits (*include both outparcels and within the Mall*).**
 - a. **Include rent roll with lease term, lease end date, termination notice clause language, tenant point of contact. (Information sent directly to respondents)**
 - i. **For example: The Sears Auto Shop, the Movie Theatre, the cell phone tower**
Tenant information was provided to Team leads that signed a confidentiality agreement on February 23, 2021.
- 6. **Can we obtain copies of any drafted zone of a potential CDA or TIF?**

The EDA does not wish to prescribe the exact boundaries of any TIF / CDA. However, a February 11, 2021 Toolbox update provided a property map and ownership table that included non-residential properties roughly bounded by (clockwise starting on the top of the map) Virginia Beach Blvd, I-64, Poplar Hall Drive, Finney St., I-264 and Briar Hill Road). These links are in the toolbox and detailed below for your convenience.

[Property Map](#). An updated property map showing the parcels under EDA control and which are the subject of this RFP. Also included are properties in the immediate vicinity around the mall. The document has also been added to the toolbox.

[Ownership Table](#). Properties that make up the map with numerical reference to the parcel, owner name and July 2020 assessed value. The document has also been added to the toolbox.

Please note, you need not use that exact footprint on the map provided. The ownership map and property table should allow your team to pare down the boundaries if desired. If you wish to extend the boundaries, you may propose that as well and we recommend visiting the city's real estate information resources (links) [Norfolk AIR](#) and the [Norfolk Open Data Portal](#) for information on ownership and assessed property values.

- 7. The RFP requests historical financials, which are further described as copies of the developer’s audited financial statements for the past three fiscal years. Can you elaborate on the expectation here? The development entity is a single asset entity that was organized for the sole purpose of developing the Military Circle site—it has no financial history.**

In lieu of providing audited financial statements, the EDA requests any information that will enable it to understand the development entity’s ability to finance the project and the flexibility to deal with associated financial risks. This would include a description of the anticipated financing sources and the risks associated with those sources. While up to individual respondents to decide what to provide, please note that responses with demonstrated, strong financial capability and financing plans will be scored more highly than those without.

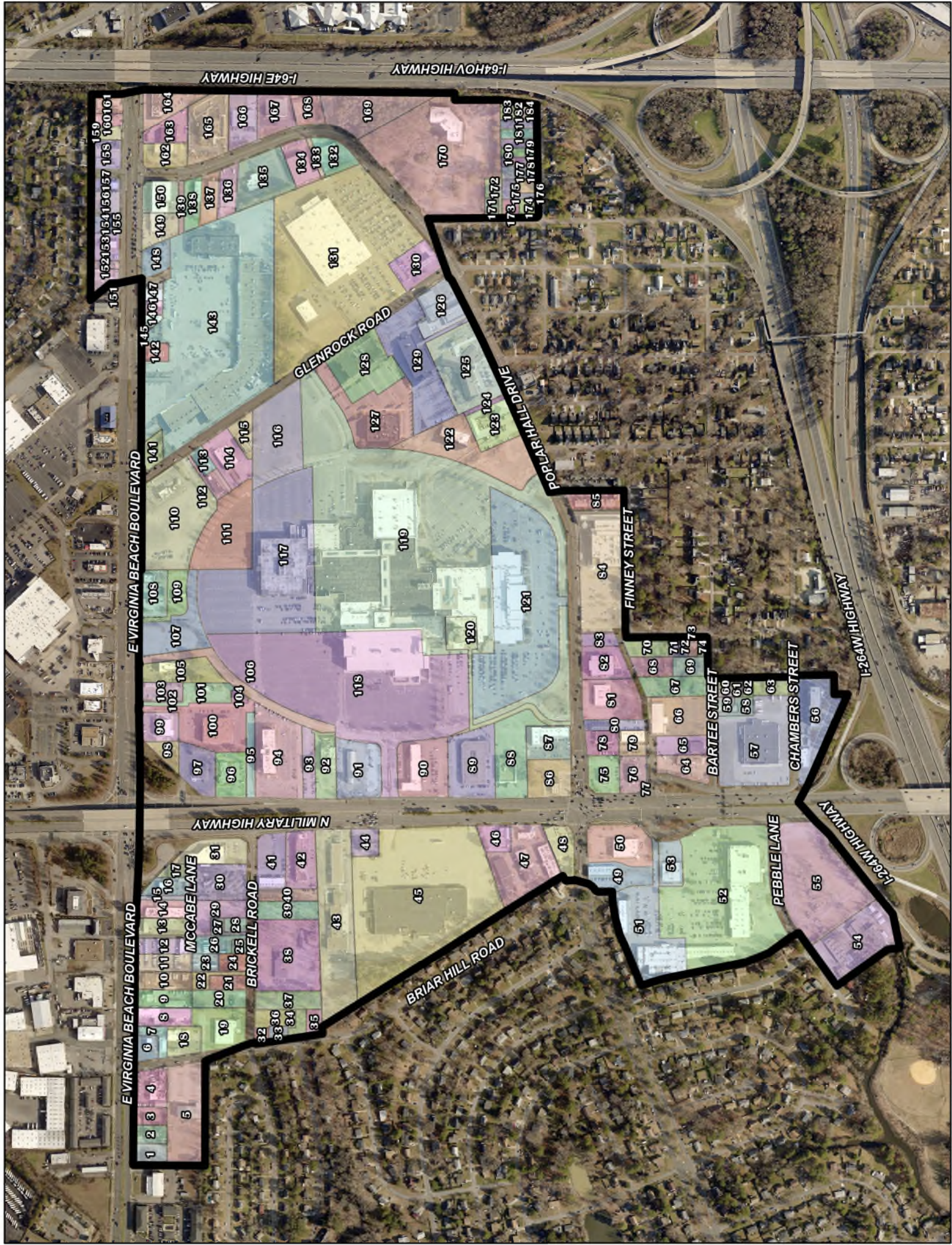
- 8. The RFP asks us to provide a “dynamic” financial model that Staff can manipulate. Who will have access to this financial model? We are a little concerned about our proprietary information getting shared outside of a very limited number of individuals.**

[Per Section XI.F of the RFP, “Confidential Information,”](#) all RFP responses and related materials are the property of the EDA and will be handled pursuant to the Virginia Public Records Act, Va. Code §§ 42.1-76 et. seq. If Respondents believe particular information provided in the RFP is exempt from mandatory disclosure under Virginia law they should follow the instructions listed in Section F of the RFP.

Subject to the provisions of Section XI.F of the RFP, the EDA promises, to the extent permitted by applicable law, to restrict access to any underlying formulas within the financial models that constitute proprietary information and which have been so designated in accordance with the terms of the RFP, to staff reviewing the project financing including: EDA staff; City of Norfolk Economic Development and Finance staff; and the city’s finance consultant, PFM.

- 9. We previously discussed the possibility of communicated directly with PFM regarding the plan of public finance. They are uniquely qualified to provide expert feedback on the plan of public finance, overlapping debt and City impacts. Can we get this scheduled?**

All Respondents will have an opportunity to address questions related to project financing directly with the EDA, City and the City’s consultant, PFM. These meetings are scheduled for the March 16-19, 2021.



Property Information				Assessed Value as of July 1, 2020				
ID	Property	Owner	Description	Improvement	Land	Total	Square Feet	Acres
1	5557 E Virginia Beach Blvd	American Security Invest & Mfg, Co	<Null>	\$0.00	\$217,400.00	\$217,400.00	22,216	1.00
10	5641 E Virginia Beach Blvd	Vail Properties, Llc		\$158,000.00	\$315,000.00	\$473,000.00	31,261	1.00
100	920 N Military Hwy	Economic Dev Auth Of The City Of Norfolk	Swagath Plaza Indian Rest	\$1,114,200.00	\$1,248,800.00	\$2,363,000.00	104,084	2.00
101	5745 E Virginia Beach Blvd	Izaak, Ltd	Biryani Hub	\$321,000.00	\$280,200.00	\$601,200.00	35,743	1.00
102	S S E Virginia Beach Blvd	Wh Capital, Llc	<Null>	\$0.00	\$25,100.00	\$25,100.00	1,839	0.00
103	5751 E Virginia Beach Blvd	Wh Capital, Llc	Waffle House	\$321,500.00	\$228,500.00	\$550,000.00	24,626	1.00
104	5743 E Virginia Beach Blvd	Virginia Natural Gas	Virginia Natural Gas	\$49,900.00	\$53,400.00	\$103,300.00	5,214	0.00
105	5761 E Virginia Beach Blvd	Franchise Realty Interstate Corp	McDonald's	\$847,600.00	\$774,400.00	\$1,622,000.00	53,854	1.00
106	S S E Virginia Beach Blvd	Economic Dev Auth Of The City Of Norfolk	<Null>	\$0.00	\$541,300.00	\$541,300.00	62,929	1.00
107	5773 E Virginia Beach Blvd	Economic Dev Auth Of The City Of Norfolk	<Null>	\$0.00	\$897,200.00	\$897,200.00	83,466	2.00
108	5827 E Virginia Beach Blvd	Coan Properties, Inc	7-Eleven	\$473,200.00	\$363,700.00	\$836,900.00	40,543	1.00
109	5825 E Virginia Beach Blvd	Economic Dev Auth Of The City Of Norfolk	Bank of America	\$116,200.00	\$325,000.00	\$441,200.00	31,716	1.00
11	5649 E Virginia Beach Blvd	Vail Properties Lc		\$22,800.00	\$315,000.00	\$337,800.00	31,264	1.00
110	5859 E Virginia Beach Blvd	Economic Dev Auth Of The City Of Norfolk	Hardees	\$400,800.00	\$2,046,800.00	\$2,447,600.00	190,400	4.00
111	N S E Virginia Beach Blvd	Economic Dev Auth Of The City Of Norfolk	<Null>	\$0.00	\$1,140,000.00	\$1,140,000.00	130,244	3.00
112	929 Glenrock Rd	Elitar Investments, Llc	BB & T	\$523,000.00	\$184,500.00	\$707,500.00	17,886	0.00
113	931 Glenrock Rd	Economic Dev Auth Of The City Of Norfolk	Discovery DayCare	\$295,000.00	\$123,000.00	\$418,000.00	12,016	0.00
114	923 Glenrock Rd	923, Llc	Flipper McCoys	\$567,000.00	\$612,600.00	\$1,179,600.00	59,764	1.00
115	909 Glenrock Rd	Capital Finance Inc		\$536,200.00	\$183,500.00	\$719,700.00	21,345	0.00
116	905 Glenrock Rd	Economic Dev Auth Of The City Of Norfolk	<Null>	\$0.00	\$1,206,600.00	\$1,206,600.00	124,688	3.00
117	880 N Military Hwy	Economic Dev Auth Of The City Of Norfolk	Macys	\$1,522,100.00	\$3,440,100.00	\$4,962,200.00	389,542	9.00
118	824 N Military Hwy	Mpb, Inc	Optima Health	\$3,828,200.00	\$5,993,100.00	\$9,821,300.00	696,873	16.00
119	880 N Military Hwy	Economic Dev Auth Of The City Of Norfolk	Sears	\$4,319,600.00	\$10,145,000.00	\$14,464,600.00	1,207,745	28.00
12	5659 E Virginia Beach Blvd	Vail Properties Lc	Vail Automotive	\$119,700.00	\$271,500.00	\$391,200.00	27,147	1.00
120	880 N Military Hwy	Economic Dev Auth Of The City Of Norfolk	Double Tree Hotel	\$1,424,500.00	\$677,400.00	\$2,101,900.00	56,466	1.00
121	880 N Military Hwy	Economic Dev Auth Of The City Of Norfolk	Cinemark Theatres	\$6,314,400.00	\$3,657,000.00	\$9,971,400.00	425,240	10.00
122	5870 Poplar Hall Dr	Economic Dev Auth Of The City Of Norfolk	Sears Service Center	\$493,100.00	\$1,072,600.00	\$1,565,700.00	72,385	2.00
123	5880 Poplar Hall Dr	Daley Company Lc		\$902,200.00	\$578,400.00	\$1,480,600.00	56,427	1.00
124	5908 Poplar Hall Dr	Nrha	<Null>	\$0.00	\$58,600.00	\$58,600.00	11,220	0.00
125	5920 Poplar Hall Dr	Nrha	Retirement Home	\$4,444,500.00	\$1,272,100.00	\$5,716,600.00	124,109	3.00
126	5950 Poplar Hall Dr	Pfi Properties, Llc		\$938,300.00	\$592,600.00	\$1,530,900.00	57,819	1.00
127	863 Glenrock Rd	Baylor Enterprises Llc	ITT Office Building	\$3,912,000.00	\$1,289,300.00	\$5,201,300.00	134,368	3.00
128	861 Glenrock Rd	Baylor Enterprises Llc	Circle East Office Building	\$1,694,300.00	\$1,240,300.00	\$2,934,600.00	98,480	2.00
129	835 Glenrock Rd	Circle South, Llc		\$4,400,300.00	\$1,515,400.00	\$5,915,700.00	139,135	3.00
13	5665 E Virginia Beach Blvd	Saafi, Saane M Declaration Of Trust		\$146,300.00	\$286,700.00	\$433,000.00	27,068	1.00
130	E S Glenrock Rd	Price Club East, Inc	<Null>	\$0.00	\$535,800.00	\$535,800.00	46,268	1.00
131	850 Glenrock Rd	Price Club East, Inc	Costco	\$5,703,200.00	\$4,568,900.00	\$10,272,100.00	619,886	14.00
132	815 Poplar Hall Dr	B & G Specialties Inc Et Al		\$864,200.00	\$341,700.00	\$1,205,900.00	34,265	1.00
133	W S Poplar Hall Dr	B & G Specialties Inc Et Al	<Null>	\$0.00	\$59,100.00	\$59,100.00	5,961	0.00
134	825 Poplar Hall Dr	Jmrs Properties, Llc		\$941,900.00	\$372,100.00	\$1,314,000.00	36,276	1.00
135	839 Poplar Hall Dr	Messer 839 Poplar Hall Drive, Llc	Norfolk Physical Therapy Ctr	\$564,200.00	\$740,100.00	\$1,304,300.00	77,177	2.00
136	879 Poplar Hall Dr	D & J Leasing Inc	The Rug Shop	\$460,200.00	\$276,200.00	\$736,400.00	27,464	1.00
137	889 Poplar Hall Dr	Reda & Sons		\$391,900.00	\$278,000.00	\$669,900.00	26,348	1.00
138	895 Poplar Hall Dr	Kh Hr Two Poplar Hall Llc	H&R Block	\$214,200.00	\$264,500.00	\$478,700.00	25,800	1.00
139	897 Poplar Hall Dr	Military Crossing Associates Lc	<Null>	\$0.00	\$92,000.00	\$92,000.00	8,869	0.00
14	5671 E Virginia Beach Blvd	Broadway Club, Llc	Broadway Club & Restaurant	\$479,700.00	\$282,600.00	\$762,300.00	28,696	1.00
141	5901 E Virginia Beach Blvd	Gossett, Larry S		\$172,000.00	\$237,800.00	\$409,800.00	19,812	0.00
142	5951 E Virginia Beach Blvd	Grand Caf Associates, Llc	Ntelos	\$400,300.00	\$161,300.00	\$561,600.00	15,054	0.00
143	5957 E Virginia Beach Blvd	Military Crossing Associates Lc	Military Crossing	\$8,682,200.00	\$5,685,800.00	\$14,368,000.00	732,380	17.00
144	5961 E Virginia Beach Blvd	Norfolk Mufflers, Inc.	<Null>	\$0.00	\$13,800.00	\$13,800.00	1,415	0.00
145	5965 E Virginia Beach Blvd	Billioni, Carl V & Phyllis C		\$395,600.00	\$67,800.00	\$463,400.00	6,579	0.00
146	5977 E Virginia Beach Blvd	5312 Virginia Beach Boulevard, Llc	Quik Cash	\$213,100.00	\$98,400.00	\$311,500.00	9,296	0.00
147	5989 E Virginia Beach Blvd	5312 Virginia Beach Boulevard, Llc	Big & Tall	\$401,900.00	\$100,900.00	\$502,800.00	9,934	0.00
148	6011 E Virginia Beach Blvd	H Tran Llc	Rally's Burger	\$227,100.00	\$272,400.00	\$499,500.00	26,276	1.00
149	6025 E Virginia Beach Blvd	Realty Income Properties 21, Llc		\$398,300.00	\$338,500.00	\$736,800.00	32,360	1.00
15	5677 E Virginia Beach Blvd	Vail Properties Lc	Kim's Hair Studio	\$54,400.00	\$67,900.00	\$122,300.00	6,791	0.00
150	6035 E Virginia Beach Blvd	Hampton Mercury Investment Co	Cort Furniture Clearance Cente	\$819,000.00	\$343,300.00	\$1,162,300.00	34,579	1.00
151	6000 E Virginia Beach Blvd	6000 Investment, Llc		\$346,000.00	\$172,600.00	\$518,600.00	17,262	0.00
152	6004 E Virginia Beach Blvd	6004 Investment, Llc		\$90,700.00	\$81,700.00	\$172,400.00	7,879	0.00
153	6012 E Virginia Beach Blvd	6012 Investment, Llc	Arby's	\$427,300.00	\$245,000.00	\$672,300.00	23,811	1.00
154	6024 E Virginia Beach Blvd	American Turkish Friendship Association, Inc		\$285,800.00	\$163,400.00	\$449,200.00	15,638	0.00
155	N S E Virginia Beach Blvd	American Turkish Friendship Association, Inc	<Null>	\$0.00	\$16,300.00	\$16,300.00	1,537	0.00
156	6030 E Virginia Beach Blvd	Mill House Properties, Llc		\$54,300.00	\$204,300.00	\$258,600.00	19,979	0.00
157	6040 E Virginia Beach Blvd	Baine, Alice E Revocable Living Trust		\$138,400.00	\$109,600.00	\$248,000.00	11,336	0.00
158	6048 E Virginia Beach Blvd	Lamar Investments, Llc	6058 E Virginia Beach Blvd	\$266,300.00	\$244,500.00	\$510,800.00	26,378	1.00
159	6100 E Virginia Beach Blvd	Downs Brothers Investments		\$30,100.00	\$118,000.00	\$148,100.00	12,176	0.00
16	5685 E Virginia Beach Blvd	Coleman, Robert Carroll Living Trust		\$182,000.00	\$215,000.00	\$397,000.00	23,001	1.00
160	6106 E Virginia Beach Blvd	6101 E Boulevard Associates, Llc		\$262,900.00	\$141,200.00	\$404,100.00	12,959	0.00
161	6116 E Virginia Beach Blvd	Wl Realty, Llc	Paneling Factory of Virginia	\$242,700.00	\$182,000.00	\$424,700.00	17,896	0.00
162	6049 E Virginia Beach Blvd	Poplar Hall Llc		\$530,900.00	\$340,700.00	\$871,600.00	980	0.00
163	6059 E Virginia Beach Blvd	Boulevard Investors, Llc	Mobility Works	\$744,000.00	\$359,700.00	\$1,103,700.00	32,616	1.00
164	6109 E Virginia Beach Blvd	Shepherd Investment Llc		\$466,300.00	\$458,700.00	\$925,000.00	47,159	1.00
165	890 Poplar Hall Dr	Ivq Leigh Hall Propco, Llc	Leigh Hall Retirement Home	\$5,392,400.00	\$813,000.00	\$6,205,400.00	79,684	2.00
166	836 Poplar Hall Dr	Ptl Investments, Llc		\$397,900.00	\$491,600.00	\$889,500.00	48,247	1.00
167	830 Poplar Hall Dr	Pcw, Llc	Land & Coates	\$1,523,800.00	\$467,500.00	\$1,991,300.00	46,493	1.00
168	820 Poplar Hall Dr	Ford & Winstead Associates	Land & Coates	\$273,700.00	\$328,000.00	\$601,700.00	30,272	1.00
169	812 Poplar Hall Dr	Sentara Health System	<Null>	\$0.00	\$1,079,900.00	\$1,079,900.00	101,197	2.00
17	5691 E Virginia Beach Blvd	Internatl Assoc Fire Fighters L68		\$95,900.00	\$109,600.00	\$205,500.00	10,876	0.00
170	6015 Poplar Hall Dr	Sentara Health System	Sentara Medical Offices	\$4,649,200.00	\$2,683,400.00	\$7,332,600.00	372,702	9.00
171	520 Lucas Av	Sentara Health System	<Null>	\$0.00	\$69,800.00	\$69,800.00	-	0.00
172	516 Lucas Av	Mpb, Inc		\$125,700.00	\$69,000.00	\$194,700.00	-	0.00
173	508 Lucas Av	Sentara Health System	<Null>	\$0.00	\$85,700.00	\$85,700.00	-	0.00
174	E S Lucas Av	Sentara Health System	<Null>	\$0.00	\$90,000.00	\$90,000.00	-	0.00
175	6012 Benton St	Mpb, Inc	<Null>	\$0.00	\$80,100.00	\$80,100.00	-	0.00
176	6016 Benton St	Mpb, Inc	<Null>	\$0.00	\$67,700.00	\$67,700.00	-	0.00
177	6020 Benton St	Mpb, Inc	<Null>	\$0.00	\$114,500.00	\$114,500.00	-	0.00
178	N S Benton St	Sentara Health System	<Null>	\$0.00	\$74,300.00	\$74,300.00	-	0.00
179	N S Benton St	Sentara Health System	<Null>	\$0.00	\$74,300.00	\$74,300.00	-	0.00

Property Information				Assessed Value as of July 1, 2020				
ID	Property	Owner	Description	Improvement	Land	Total	Square Feet	Acres
18	930 Briar Hill Rd	Briar Hill Realty Company, Llc	Jr. Market	\$238,700.00	\$160,900.00	\$399,600.00	29,251	1.00
180	6032 Benton St	Mpb, Inc	<Null>	\$0.00	\$74,300.00	\$74,300.00	-	0.00
181	6036 Benton St	Sentara Health System	<Null>	\$0.00	\$74,300.00	\$74,300.00	-	0.00
182	6040 Benton St	Mpb, Inc	<Null>	\$0.00	\$74,300.00	\$74,300.00	-	0.00
183	509 Yoder Av	Sentara Health System	<Null>	\$0.00	\$90,000.00	\$90,000.00	-	0.00
184	E S N Military Hwy	Economic Dev Auth Of The City Of Norfolk	<Null>	\$0.00	\$31,200.00	\$31,200.00	1,316	0.00
184	N S Benton St	Mpb Inc	<Null>	\$0.00	\$79,000.00	\$79,000.00	-	0.00
19	5600 Brickell Rd	Chesapeake & Potomac Telephone Company		\$433,600.00	\$244,700.00	\$678,300.00	61,177	1.00
2	5567 E Virginia Beach Blvd	New Life Worship Center		\$119,700.00	\$185,000.00	\$304,700.00	18,649	0.00
20	5618 Brickell Rd	Olivar, Katherine B		\$84,900.00	\$136,300.00	\$221,200.00	-	0.00
21	5626 Brickell Rd	Chavez, Jose R		\$113,100.00	\$93,000.00	\$206,100.00	-	0.00
22	5628 Brickell Rd	Ferebee, George W		\$129,900.00	\$52,500.00	\$182,400.00	-	0.00
23	N S Brickell Rd	Vail Properties, Lc	<Null>	\$0.00	\$93,000.00	\$93,000.00	-	0.00
24	5634 Brickell Rd	Fryman, Evelyn L & Steven R		\$73,700.00	\$93,000.00	\$166,700.00	-	0.00
25	5642 Brickell Rd	Obenaus, Mathew K & Georgia C		\$84,600.00	\$44,200.00	\$128,800.00	-	0.00
26	901 Ripplemead La	Vail Properties, Lc	<Null>	\$0.00	\$109,000.00	\$109,000.00	-	0.00
27	5662 Brickell Rd	Broadway Club, Llc		\$107,900.00	\$69,300.00	\$177,200.00	-	0.00
28	5650 Brickell Rd	Broadway Club, Llc		\$127,800.00	\$70,000.00	\$197,800.00	-	0.00
29	5668 Brickell Rd	Broadway Club, Llc		\$43,400.00	\$213,000.00	\$256,400.00	38,725	1.00
3	5573 E Virginia Beach Blvd	5573, Lc		\$141,400.00	\$185,000.00	\$326,400.00	18,476	0.00
30	5678 Brickell Rd	Spiegelhof, Augusta Est Et Al	Trailer Park	\$202,000.00	\$328,400.00	\$530,400.00	59,700	1.00
31	925 N Military Hwy	Kukson Llc		\$740,000.00	\$560,900.00	\$1,300,900.00	48,761	1.00
32	S S Brickell Rd	Calvary Temple Church Trs	<Null>	\$0.00	\$44,200.00	\$44,200.00	-	0.00
33	824 Briar Hill Rd	Calvary Temple Church Trs	<Null>	\$0.00	\$62,000.00	\$62,000.00	-	0.00
34	816 Briar Hill Rd	Calvary Temple Church Trs	<Null>	\$0.00	\$77,000.00	\$77,000.00	-	0.00
35	808 Briar Hill Rd	Calvary Temple Church Trs	<Null>	\$0.00	\$59,300.00	\$59,300.00	-	0.00
36	5609 Brickell Rd	Calvary Temple Church Trs	<Null>	\$0.00	\$103,500.00	\$103,500.00	-	0.00
37	5617 Brickell Rd	Calvary Temple Church Trs	<Null>	\$0.00	\$146,300.00	\$146,300.00	-	0.00
38	5639 Brickell Rd	Calvary Temple Church Trs		\$1,023,000.00	\$509,700.00	\$1,532,700.00	141,568	3.00
39	5659 Brickell Rd	Calvary Temple Church Trs	<Null>	\$0.00	\$142,800.00	\$142,800.00	-	0.00
4	5585 E Virginia Beach Blvd	Barnes, Glenn D		\$123,000.00	\$389,400.00	\$512,400.00	38,127	1.00
40	5667 Brickell Rd	Robertson Investments, Llc		\$902,700.00	\$110,000.00	\$1,012,700.00	22,006	1.00
41	871 N Military Hwy	Omar Development, Llc	Military Square SC	\$305,700.00	\$553,600.00	\$859,300.00	48,926	1.00
42	865 N Military Hwy	Omaarav Investment, Llc	Econo Lodge	\$1,654,800.00	\$658,700.00	\$2,313,500.00	54,890	1.00
43	853 N Military Hwy	G6 Hospitality Property, Llc	Motel 6	\$1,076,200.00	\$2,177,800.00	\$3,254,000.00	201,649	5.00
44	841 N Military Hwy	Jpm Real Estate Va, Llc	Dunkin Donuts	\$525,600.00	\$276,500.00	\$802,100.00	23,046	1.00
45	801 N Military Hwy	Haynes Furniture Company Inc	The Dump	\$1,065,300.00	\$4,097,000.00	\$5,162,300.00	550,389	13.00
46	525 N Military Hwy	Wongsos Llc		\$185,800.00	\$299,500.00	\$485,300.00	24,962	1.00
47	515 N Military Hwy	L A B H Inc	Ramada Limited	\$2,271,100.00	\$1,341,700.00	\$3,612,800.00	17,692	0.00
48	509 N Military Hwy	Michael Llc	Military Triangle SC	\$817,500.00	\$531,100.00	\$1,348,600.00	34,041	1.00
49	410 Briar Hill Rd	Executive Park Co	Phase 3 Strip Stores	\$223,600.00	\$457,500.00	\$681,100.00	47,655	1.00
5	925 Briar Hill Rd	New Life Worship Center Trs		\$1,086,000.00	\$521,000.00	\$1,607,000.00	118,396	3.00
50	455 N Military Hwy	Cvs 3521 Va, Llc	CVS Pharmacy	\$1,602,700.00	\$1,176,200.00	\$2,778,900.00	75,402	2.00
51	445 N Military Hwy	Executive Park Co	Planet Fitness	\$678,600.00	\$1,424,300.00	\$2,102,900.00	148,365	3.00
52	415 N Military Hwy	Executive Park Co	Best Thrift	\$1,574,200.00	\$3,510,900.00	\$5,085,100.00	417,958	10.00
53	435 N Military Hwy	Briar Conduit	Maya Couture Bridal Salon	\$381,300.00	\$334,200.00	\$715,500.00	34,811	1.00
54	5523 Pebble La	City Of Norfolk	Poplar Hall Elementary School	\$2,562,600.00	\$293,400.00	\$2,856,000.00	122,245	3.00
55	235 N Military Hwy	Bwci Inc	<Null>	\$0.00	\$2,030,000.00	\$2,030,000.00	224,795	5.00
56	5701 Chambers St	Sun Norfolk, Llc	Days Inn	\$2,492,600.00	\$899,200.00	\$3,391,800.00	104,559	2.00
57	400 N Military Hwy	400 N Military Highway, Llc	East Coast Appliance	\$1,742,400.00	\$2,204,600.00	\$3,947,000.00	174,963	4.00
58	5731 Barteet St	Rood, Arthur L		\$0.00	\$72,000.00	\$72,000.00	11,996	0.00
59	5737 Barteet St	Rood, Arthur L	Rood Land Surveying PC	\$164,100.00	\$50,400.00	\$214,500.00	8,406	0.00
6	5601 E Virginia Beach Blvd	Adalem, Rungsi	Sawasdee Thai Restaurant	\$102,700.00	\$333,900.00	\$436,600.00	17,169	0.00
60	5745 Barteet St	Rood Family Limited Partnership		\$65,400.00	\$67,700.00	\$133,100.00	-	0.00
61	5739 Barteet St	Rood Family Limited Partnership		\$118,700.00	\$36,300.00	\$155,000.00	-	0.00
62	5747 Barteet St	Rood Family Limited Partnership		\$118,700.00	\$40,500.00	\$159,200.00	-	0.00
63	5746 Chambers St	Elliott, Brenda W & Et Al		\$82,300.00	\$125,400.00	\$207,700.00	-	0.00
64	450 N Military Hwy	Store Master Funding X, Llc	Lonestar Steak House	\$721,800.00	\$525,200.00	\$1,247,000.00	37,511	1.00
65	5718 Barteet St	Teamsters Local No 822		\$215,500.00	\$188,800.00	\$404,300.00	31,469	1.00
66	5728 Barteet St	Tidewater Post #4809 V F W Inc	VFW POST4809	\$1,686,600.00	\$438,900.00	\$2,125,500.00	73,145	2.00
67	5744 Barteet St	Sherrod, Allie M		\$78,700.00	\$127,500.00	\$206,200.00	39,258	1.00
68	S S Hoggard Rd	Calvary Revival Church, Inc	<Null>	\$0.00	\$186,400.00	\$186,400.00	23,296	1.00
69	5754 Barteet St	Calvary Revival Church, Inc	<Null>	\$0.00	\$134,600.00	\$134,600.00	-	0.00
7	936 Briar Hill Rd	Adalem, Rungsi		\$64,800.00	\$160,100.00	\$224,900.00	15,122	0.00
70	425 Wellman St	Calvary Revival Church, Inc	<Null>	\$0.00	\$205,800.00	\$205,800.00	25,729	1.00
71	413 Wellman St	Snowden, Joel E & Stephanie D		\$245,600.00	\$45,000.00	\$290,600.00	5,879	0.00
72	409 Wellman St	Bryant, Terah		\$277,800.00	\$45,000.00	\$322,800.00	5,716	0.00
73	405 Wellman St	Hay, Micheal A & Joyce B		\$245,600.00	\$45,000.00	\$290,600.00	5,716	0.00
74	401 Wellman St	Mckinnie, Steven		\$258,100.00	\$45,000.00	\$303,100.00	5,950	0.00
75	472 N Military Hwy	Stokes Military, Llc	Boston Market	\$432,400.00	\$652,100.00	\$1,084,500.00	35,825	1.00
76	460 N Military Hwy	Military-Hoggard Llc	Arby's	\$499,900.00	\$446,800.00	\$946,700.00	31,916	1.00
77	E S N Military Hwy	Military-Hoggard Llc	<Null>	\$0.00	\$32,200.00	\$32,200.00	2,145	0.00
78	5731 Poplar Hall Dr	Poplar Hall Shops, Llp	Poplar Hall Shops	\$393,000.00	\$271,800.00	\$664,800.00	25,284	1.00
79	5720 Hoggard Rd	East Pearl Holding, Llc		\$868,700.00	\$202,600.00	\$1,071,300.00	20,802	0.00
8	5623 E Virginia Beach Blvd	Global Property, Llc		\$474,100.00	\$315,000.00	\$789,100.00	31,348	1.00
80	5735 Poplar Hall Dr	5735 Poplar Hall, Llc	Dominion Academy	\$742,500.00	\$215,000.00	\$957,500.00	20,003	0.00
81	5745 Poplar Hall Dr	Comm Of Va	DMV	\$636,800.00	\$769,300.00	\$1,406,100.00	71,563	2.00
82	5755 Poplar Hall Dr	Calvary Revival Church, Inc		\$1,801,800.00	\$476,600.00	\$2,278,400.00	44,337	1.00
83	S S Poplar Hall Dr	Calvary Revival Church, Inc	<Null>	\$0.00	\$637,000.00	\$637,000.00	59,256	1.00
84	5833 Poplar Hall Dr	Calvary Revival Church, Inc	Calvary Revival Ch of Norfolk	\$4,223,900.00	\$1,352,900.00	\$5,576,800.00	169,396	4.00
85	5863 Poplar Hall Dr	Willard Properties Of Norfolk, Llc		\$1,508,600.00	\$269,800.00	\$1,778,400.00	33,731	1.00
86	500 N Military Hwy	Tidewater Investments, Llc		\$279,700.00	\$769,200.00	\$1,048,900.00	51,139	1.00
87	5812 Poplar Hall Dr	Larisa Properties, Llc Et Al		\$1,504,600.00	\$448,800.00	\$1,953,400.00	44,963	1.00
88	530 N Military Hwy	Economic Dev Auth Of The City Of Norfolk	Martin's Cafeteria	\$615,300.00	\$1,023,500.00	\$1,638,800.00	85,298	2.00
89	700 N Military Hwy	Economic Dev Auth Of The City Of Norfolk	The Shoppes	\$756,700.00	\$1,181,400.00	\$1,938,100.00	96,955	2.00
9	5633 E Virginia Beach Blvd	Mike And Mikes Real Estate, Lc		\$180,600.00	\$315,000.00	\$495,600.00	31,101	1.00
90	800 N Military Hwy	Bridgestone Retail Operations, Llc	Firestone Automotive Service	\$788,700.00	\$1,231,900.00	\$2,020,600.00	85,552	2.00
91	834 N Military Hwy	G M K Corporation	Coastal Breeze Car wash	\$1,099,400.00	\$1,115,300.00	\$2,214,700.00	77,450	2.00

Property Information				Assessed Value as of July 1, 2020				
ID	Property	Owner	Description	Improvement	Land	Total	Square Feet	Acres
92	854 N Military Hwy	Economic Dev Auth Of The City Of Norfolk	China Garden	\$629,900.00	\$496,100.00	\$1,126,000.00	42,354	1.00
93	862 N Military Hwy	Economic Dev Auth Of The City Of Norfolk	Mongolian Barbecue	\$227,200.00	\$313,100.00	\$540,300.00	26,072	1.00
94	870 N Military Hwy	Baylor Enterprises Llc	Centura Bank Building	\$2,630,900.00	\$1,546,700.00	\$4,177,600.00	128,885	3.00
95	E S N Military Hwy	Economic Dev Auth Of The City Of Norfolk	<Null>	\$0.00	\$301,000.00	\$301,000.00	22,319	1.00
96	888 N Military Hwy	Nawab Properties Llc	Nawab Indian Cuisine	\$487,300.00	\$376,300.00	\$863,600.00	42,427	1.00
97	930 N Military Hwy	Arora Properties, Llc	Elegant Affairs	\$294,700.00	\$517,800.00	\$812,500.00	48,172	1.00
98	5737 E Virginia Beach Blvd	Shah, Geeta S Declaration Of Trust		\$14,200.00	\$204,300.00	\$218,500.00	18,139	0.00
99	5741 E Virginia Beach Blvd	Shah, Geeta S Declaration Of Trust	Advance Auto	\$736,700.00	\$363,700.00	\$1,100,400.00	33,921	1.00



City of Norfolk Military Circle Redevelopment Request for Proposals (RFP)



**Addendum 5:
Pump Station Q&A Addendum**

999 Waterside Drive
Suite 2430, Norfolk, VA 23510
(757) 664-4338
Norfolkdevelopment.com

On March 11, 2021, Norfolk EDA and City of Norfolk Development and Utilities staff met with proposal teams regarding Pump Station 96 (PS 96), which serves the project area and adjacent community. A formal addendum will be issued that includes water usage data for Military Circle Mall. In the interim, please be aware of the following:

1. PS 96 is currently at or near maximum capacity with Military Circle Mall in its current condition.
2. The equipment in PS 96 is close to the end of its useful life.
3. The parcel on which PS 96 sits is 50' X 100' (see below). Current practice of Norfolk utilities is to site pump stations with a 100' X 100' footprint to allow room for a replacement to be build adjacent to an existing pump station when the time for such replacement is reached.

<https://air.norfolk.gov/#/property/80707810>



1. What are the current flow values from the Military Circle Mall site?

The attached table (beginning on page 3) and spreadsheet lists water consumption at each of the water meters located within the loop road of Military Circle Mall for the period from January 2020 to March 2021 and is expressed as hundred cubic feet (CCF). Note: A “null” value in the Consumption Billed (CCF) column means that the account was vacant during that month.

2. Is there is any recent hydrant flow-test data on any of the City of Norfolk hydrants within the Military Circle site that could be provided?

Hydrant flow test data is good for that point in time and past test data is not available. Norfolk is willing to work with the successful respondent to perform hydrant testing after the RFP phase is complete.

3. Are there any inverted elevation issues to know of sewer capacity for the pipelines that can be distributed?

Reverse slope data should be available from the MS Access database posted in the Toolbox (link to a Dropbox account).

“City of Norfolk – Glenrock Area Water and Sewer”

<https://www.dropbox.com/s/nnenhia84l2hem4/City%20of%20Norfolk%20%E2%80%93%20Glenrock%20Area%20Water%20and%20Sewer.mdb?dl=0>

4. Is there a new pump curve and pump station description?

Utilities staff have been unable to find pump curve data and specifications for the current equipment at PS 96. However, the following was supplied that should assist in evaluating the current pump station condition.

Wastewater Pump Station: The average dry weather flow rate as defined by the Hampton Roads Sanitation District (HRSD) is 130 gallons per minute (gpm). Multiplied by a 30-minute fill period produces 3,900 gallons on the influent side. Pumping at 750 gpm for five minutes produces 3,750 gallons on effluent side. This means the station is currently at 104 percent of its capacity during dry weather conditions.

MCM Water Consumption History

Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1011573	2	880	N	MILITARY HWY	FIRE	2020-01-30	R024885056	31	MR	0
1011573	2	880	N	MILITARY HWY	FIRE	2020-02-28	R024885056	29	MR	0
1011573	2	880	N	MILITARY HWY	FIRE	2020-03-30	R024885056	31	MR	0
1011573	2	880	N	MILITARY HWY	FIRE	2020-04-28	R024885056	29	MR	0
1011573	2	880	N	MILITARY HWY	FIRE	2020-04-29	R024885056	1	MR	0
1011573	3	880	N	MILITARY HWY	FIRE	2020-05-29	R024885056	30	MR	0
1011573	3	880	N	MILITARY HWY	FIRE	2020-06-30	R024885056	32	MR	0
1011573	3	880	N	MILITARY HWY	FIRE	2020-08-05	R024885056	36	MR	0
1011573	3	880	N	MILITARY HWY	FIRE	2020-09-01	R024885056	27	MR	0
1011573	3	880	N	MILITARY HWY	FIRE	2020-09-30	R024885056	29	MR	0
1011573	3	880	N	MILITARY HWY	FIRE	2020-10-30	R024885056	30	MR	0
1011573	3	880	N	MILITARY HWY	FIRE	2020-12-05	R024885056	36	MR	0
1011573	3	880	N	MILITARY HWY	FIRE	2021-01-12	R024885056	38	MR	0
1011573	3	880	N	MILITARY HWY	FIRE	2021-02-05	R024885056	24	MR	0
1011573	3	880	N	MILITARY HWY	FIRE	2021-03-03	R024885056	26	MR	0
1011574	2	880	N	MILITARY HWY	FIRE	2020-01-30	R026324207	31	MR	0
1011574	2	880	N	MILITARY HWY	FIRE	2020-02-28	R026324207	29	MR	0
1011574	2	880	N	MILITARY HWY	FIRE	2020-03-30	R026324207	31	MR	0
1011574	2	880	N	MILITARY HWY	FIRE	2020-04-28	R026324207	29	MR	0
1011574	2	880	N	MILITARY HWY	FIRE	2020-04-29	R026324207	1	MR	0
1011574	3	880	N	MILITARY HWY	FIRE	2020-05-29	R026324207	30	MR	0
1011574	3	880	N	MILITARY HWY	FIRE	2020-06-30	R026324207	32	MR	0
1011574	3	880	N	MILITARY HWY	FIRE	2020-08-05	R026324207	36	MR	0
1011574	3	880	N	MILITARY HWY	FIRE	2020-09-01	R026324207	27	MR	0
1011574	3	880	N	MILITARY HWY	FIRE	2020-09-30	R026324207	29	MR	0
1011574	3	880	N	MILITARY HWY	FIRE	2020-10-30	R026324207	30	MR	0
1011574	3	880	N	MILITARY HWY	FIRE	2020-12-05	R026324207	36	MR	0

MCM Water Consumption History

Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1011574	3	880	N	MILITARY HWY	FIRE	2021-01-12	R026324207	38	MR	0
1011574	4	880	N	MILITARY HWY	FIRE	2021-02-05	R026324207	24	MR	0
1011574	4	880	N	MILITARY HWY	FIRE	2021-03-03	R026324207	26	MR	0
1011575	3	880	N	MILITARY HWY	FIRE	2020-01-30	R028945536	31	MR	0
1011575	3	880	N	MILITARY HWY	FIRE	2020-02-28	R028945536	29	MR	0
1011575	3	880	N	MILITARY HWY	FIRE	2020-03-30	R028945536	31	MR	0
1011575	3	880	N	MILITARY HWY	FIRE	2020-04-28	R028945536	29	MR	0
1011575	3	880	N	MILITARY HWY	FIRE	2020-04-29	R028945536	1	MR	0
1011575	4	880	N	MILITARY HWY	FIRE	2020-05-29	R028945536	30	MR	0
1011575	4	880	N	MILITARY HWY	FIRE	2020-06-30	R028945536	32	MR	0
1011575	4	880	N	MILITARY HWY	FIRE	2020-08-05	R028945536	36	MR	0
1011575	4	880	N	MILITARY HWY	FIRE	2020-09-01	R028945536	27	MR	0
1011575	4	880	N	MILITARY HWY	FIRE	2020-09-30	R028945536	29	MR	0
1011575	4	880	N	MILITARY HWY	FIRE	2020-10-30	R028945536	30	MR	0
1011575	4	880	N	MILITARY HWY	FIRE	2020-12-05	R028945536	36	MR	0
1011575	4	880	N	MILITARY HWY	FIRE	2021-01-12	R028945536	38	MR	0
1011575	4	880	N	MILITARY HWY	FIRE	2021-02-05	R028945536	24	MR	0
1011575	4	880	N	MILITARY HWY	FIRE	2021-03-03	R028945536	26	MR	0
1011576	2	880	N	MILITARY HWY	NULL	2020-01-30	N016300010	34	MR	340
1011576	2	880	N	MILITARY HWY	NULL	2020-02-27	N016300010	28	MR	204
1011576	2	880	N	MILITARY HWY	NULL	2020-03-30	N016300010	32	MR	395
1011576	2	880	N	MILITARY HWY	NULL	2020-04-29	N016300010	30	MR	205
1011576	3	880	N	MILITARY HWY	NULL	2020-05-28	N016300010	29	MR	205
1011576	3	880	N	MILITARY HWY	NULL	2020-06-29	N016300010	32	MR	225
1011576	3	880	N	MILITARY HWY	NULL	2020-07-31	N016300010	32	MR	199
1011576	3	880	N	MILITARY HWY	NULL	2020-09-02	N016300010	33	MR	233
1011576	3	880	N	MILITARY HWY	NULL	2020-10-07	N016300010	35	MR	278

MCM Water Consumption History

Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1011576	3	880	N	MILITARY HWY	NULL	2020-10-28	N016300010	21	MR	171
1011576	3	880	N	MILITARY HWY	NULL	2020-11-30	N016300010	33	MR	282
1011576	3	880	N	MILITARY HWY	NULL	2020-12-28	N016300010	28	MR	0
1011576	3	880	N	MILITARY HWY	NULL	2021-02-01	N016300010	35	MR	562
1011576	3	880	N	MILITARY HWY	NULL	2021-02-26	N016300010	25	MR	201
1011577	2	880	N	MILITARY HWY	FIRE	2020-01-30	R029013069	31	MR	0
1011577	2	880	N	MILITARY HWY	FIRE	2020-02-28	R029013069	29	MR	0
1011577	2	880	N	MILITARY HWY	FIRE	2020-03-30	R029013069	31	MR	0
1011577	2	880	N	MILITARY HWY	FIRE	2020-04-28	R029013069	29	MR	0
1011577	2	880	N	MILITARY HWY	FIRE	2020-04-30	R029013069	2	MR	0
1011577	3	880	N	MILITARY HWY	FIRE	2020-05-29	R029013069	29	MR	0
1011577	3	880	N	MILITARY HWY	FIRE	2020-06-30	R029013069	32	MR	0
1011577	3	880	N	MILITARY HWY	FIRE	2020-08-05	R029013069	36	MR	0
1011577	3	880	N	MILITARY HWY	FIRE	2020-09-01	R029013069	27	MR	0
1011577	3	880	N	MILITARY HWY	FIRE	2020-09-30	R029013069	29	MR	0
1011577	3	880	N	MILITARY HWY	FIRE	2020-10-30	R029013069	30	MR	0
1011577	3	880	N	MILITARY HWY	FIRE	2020-12-05	R029013069	36	MR	0
1011577	3	880	N	MILITARY HWY	FIRE	2021-01-12	R029013069	38	MR	0
1011577	3	880	N	MILITARY HWY	FIRE	2021-02-05	R029013069	24	MR	0
1011577	3	880	N	MILITARY HWY	FIRE	2021-03-03	R029013069	26	MR	0
1011580	2	880	N	MILITARY HWY	FIRE	2020-01-21	R032002090	34	MR	0
1011580	2	880	N	MILITARY HWY	FIRE	2020-02-19	R032002090	29	MR	0
1011580	2	880	N	MILITARY HWY	FIRE	2020-03-19	R032002090	29	MR	0
1011580	2	880	N	MILITARY HWY	FIRE	2020-04-17	R032002090	29	MR	0
1011580	2	880	N	MILITARY HWY	FIRE	2020-04-29	R032002090	12	ME	0
1011580	3	880	N	MILITARY HWY	FIRE	2020-05-19	R032002090	20	MR	0
1011580	3	880	N	MILITARY HWY	FIRE	2020-06-18	R032002090	30	MR	0

MCM Water Consumption History

Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1011580	3	880	N	MILITARY HWY	FIRE	2020-07-24	R032002090	36	MR	0
1011580	3	880	N	MILITARY HWY	FIRE	2020-08-24	R032002090	31	MR	0
1011580	3	880	N	MILITARY HWY	FIRE	2020-09-21	R032002090	28	MR	0
1011580	3	880	N	MILITARY HWY	FIRE	2020-10-21	R032002090	30	MR	0
1011580	3	880	N	MILITARY HWY	FIRE	2020-11-24	R032002090	34	MR	0
1011580	3	880	N	MILITARY HWY	FIRE	2020-12-29	R032002090	35	MR	0
1011580	3	880	N	MILITARY HWY	FIRE	2021-01-30	R032002090	32	MR	0
1011580	3	880	N	MILITARY HWY	FIRE	2021-02-24	R032002090	25	MR	0
1011580	3	880	N	MILITARY HWY	FIRE	2021-03-22	R032002090	26	MR	0
1011581	2	880	N	MILITARY HWY	NULL	2020-01-30	S060795830	31	MR	137
1011581	2	880	N	MILITARY HWY	NULL	2020-02-28	S060795830	29	MR	170
1011581	2	880	N	MILITARY HWY	NULL	2020-03-30	S060795830	31	MR	491
1011581	2	880	N	MILITARY HWY	NULL	2020-04-28	S060795830	29	MR	9
1011581	2	880	N	MILITARY HWY	NULL	2020-04-29	S060795830	1	MR	0
1011581	3	880	N	MILITARY HWY	NULL	2020-05-29	S060795830	30	MR	391
1011581	3	880	N	MILITARY HWY	NULL	2020-06-30	S060795830	32	MR	367
1011581	3	880	N	MILITARY HWY	NULL	2020-08-05	S060795830	36	MR	732
1011581	3	880	N	MILITARY HWY	NULL	2020-09-01	S060795830	27	MR	584
1011581	3	880	N	MILITARY HWY	NULL	2020-09-30	S060795830	29	MR	278
1011581	3	880	N	MILITARY HWY	NULL	2020-10-30	S060795830	30	MR	169
1011581	3	880	N	MILITARY HWY	NULL	2020-12-05	S060795830	36	MR	71
1011581	3	880	N	MILITARY HWY	NULL	2021-01-12	S060795830	38	MR	19
1011581	3	880	N	MILITARY HWY	NULL	2021-02-05	S060795830	24	MR	6
1011581	3	880	N	MILITARY HWY	NULL	2021-03-03	S060795830	26	MR	13
1011582	2	880	N	MILITARY HWY	FIRE	2020-01-30	R028916749	31	MR	0
1011582	2	880	N	MILITARY HWY	FIRE	2020-02-28	R028916749	29	MR	0
1011582	2	880	N	MILITARY HWY	FIRE	2020-03-30	R028916749	31	MR	0

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Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1011582	2	880	N	MILITARY HWY	FIRE	2020-04-28	R028916749	29	MR	0
1011582	2	880	N	MILITARY HWY	FIRE	2020-04-29	R028916749	1	MR	0
1011582	3	880	N	MILITARY HWY	FIRE	2020-05-29	R028916749	30	MR	0
1011582	3	880	N	MILITARY HWY	FIRE	2020-06-30	R028916749	32	MR	0
1011582	3	880	N	MILITARY HWY	FIRE	2020-08-05	R028916749	36	MR	0
1011582	3	880	N	MILITARY HWY	FIRE	2020-09-01	R028916749	27	MR	0
1011582	3	880	N	MILITARY HWY	FIRE	2020-09-30	R028916749	29	MR	0
1011582	3	880	N	MILITARY HWY	FIRE	2020-10-30	R028916749	30	MR	0
1011582	3	880	N	MILITARY HWY	FIRE	2020-12-05	R028916749	36	MR	0
1011582	3	880	N	MILITARY HWY	FIRE	2021-01-12	R028916749	38	MR	0
1011582	3	880	N	MILITARY HWY	FIRE	2021-02-05	R028916749	24	MR	0
1011582	3	880	N	MILITARY HWY	FIRE	2021-03-03	R028916749	26	MR	0
1011583	2	880	N	MILITARY HWY	FIRE	2020-01-30	R001127914	31	MR	0
1011583	2	880	N	MILITARY HWY	FIRE	2020-02-28	R001127914	29	MR	0
1011583	2	880	N	MILITARY HWY	FIRE	2020-03-30	R001127914	31	MR	0
1011583	2	880	N	MILITARY HWY	FIRE	2020-04-28	R001127914	29	MR	0
1011583	2	880	N	MILITARY HWY	FIRE	2020-04-29	R001127914	1	MR	0
1011583	3	880	N	MILITARY HWY	FIRE	2020-05-29	R001127914	30	MR	0
1011583	3	880	N	MILITARY HWY	FIRE	2020-06-30	R001127914	32	MR	0
1011583	3	880	N	MILITARY HWY	FIRE	2020-08-05	R001127914	36	MR	0
1011583	3	880	N	MILITARY HWY	FIRE	2020-09-01	R001127914	27	MR	0
1011583	3	880	N	MILITARY HWY	FIRE	2020-09-30	R001127914	29	MR	0
1011583	3	880	N	MILITARY HWY	FIRE	2020-10-30	R001127914	30	MR	0
1011583	3	880	N	MILITARY HWY	FIRE	2020-12-05	R001127914	36	MR	0
1011583	3	880	N	MILITARY HWY	FIRE	2021-01-12	R001127914	38	MR	0
1011583	3	880	N	MILITARY HWY	FIRE	2021-02-05	R001127914	24	MR	0
1011583	3	880	N	MILITARY HWY	FIRE	2021-03-03	R001127914	26	MR	0

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Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1011584	2	880	N	MILITARY HWY	NULL	2020-01-30	N011400006	34	MR	104
1011584	2	880	N	MILITARY HWY	NULL	2020-02-27	N011400006	28	MR	65
1011584	2	880	N	MILITARY HWY	NULL	2020-03-30	N011400006	32	MR	35
1011584	2	880	N	MILITARY HWY	NULL	2020-04-28	N011400006	29	MR	5
1011584	2	880	N	MILITARY HWY	NULL	2020-04-29	N011400006	1	MR	0
1011584	3	880	N	MILITARY HWY	NULL	2020-05-28	N011400006	29	MR	9
1011584	3	880	N	MILITARY HWY	NULL	2020-06-29	N011400006	32	MR	37
1011584	3	880	N	MILITARY HWY	NULL	2020-07-31	N011400006	32	MR	29
1011584	3	880	N	MILITARY HWY	NULL	2020-09-02	N011400006	33	MR	41
1011584	3	880	N	MILITARY HWY	NULL	2020-10-07	N011400006	35	MR	33
1011584	3	880	N	MILITARY HWY	NULL	2020-10-28	N011400006	21	MR	32
1011584	3	880	N	MILITARY HWY	NULL	2020-11-30	N011400006	33	MR	44
1011584	3	880	N	MILITARY HWY	NULL	2020-12-28	N011400006	28	MR	69
1011584	3	880	N	MILITARY HWY	NULL	2021-02-01	N011400006	35	MR	67
1011584	3	880	N	MILITARY HWY	NULL	2021-02-26	N011400006	25	MR	99
1011585	2	880	N	MILITARY HWY	NULL	2020-01-30	N070064582	31	MR	91
1011585	2	880	N	MILITARY HWY	NULL	2020-02-28	N070064582	29	MR	81
1011585	2	880	N	MILITARY HWY	NULL	2020-03-30	N070064582	31	MR	61
1011585	2	880	N	MILITARY HWY	NULL	2020-04-28	N070064582	29	MR	10
1011585	2	880	N	MILITARY HWY	NULL	2020-05-29	N070064582	31	MR	7
1011585	2	880	N	MILITARY HWY	NULL	2020-06-30	N070064582	32	MR	8
1011585	2	880	N	MILITARY HWY	NULL	2020-07-01	N070064582	1	MR	0
1011585	3	880	N	MILITARY HWY	NULL	2020-08-05	N070064582	35	MR	9
1011585	3	880	N	MILITARY HWY	NULL	2020-09-01	N070064582	27	MR	17
1011585	3	880	N	MILITARY HWY	NULL	2020-09-30	N070064582	29	MR	38
1011585	3	880	N	MILITARY HWY	NULL	2020-10-30	N070064582	30	MR	45
1011585	3	880	N	MILITARY HWY	NULL	2020-12-05	N070064582	36	MR	52

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Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1011585	3	880	N	MILITARY HWY	NULL	2021-01-12	N070064582	38	MR	53
1011585	3	880	N	MILITARY HWY	NULL	2021-02-05	N070064582	24	MR	46
1011585	3	880	N	MILITARY HWY	NULL	2021-03-03	N070064582	26	MR	52
1011586	2	880	N	MILITARY HWY	FIRE	2020-01-30	S064413243	1870	MR	NULL
1011586	2	880	N	MILITARY HWY	FIRE	2020-02-28	S064413243	1899	MR	NULL
1011586	2	880	N	MILITARY HWY	FIRE	2020-03-30	S064413243	1930	MR	NULL
1011586	2	880	N	MILITARY HWY	FIRE	2020-04-28	S064413243	1959	MR	NULL
1011586	2	880	N	MILITARY HWY	FIRE	2020-05-29	S064413243	1990	MR	NULL
1011586	2	880	N	MILITARY HWY	FIRE	2020-06-30	S064413243	2022	MR	NULL
1011586	2	880	N	MILITARY HWY	FIRE	2020-08-05	S064413243	2058	MR	NULL
1011586	2	880	N	MILITARY HWY	FIRE	2020-09-01	S064413243	2085	MR	NULL
1011586	2	880	N	MILITARY HWY	FIRE	2020-09-30	S064413243	2114	MR	NULL
1011586	2	880	N	MILITARY HWY	FIRE	2020-10-30	S064413243	2144	MR	NULL
1011586	2	880	N	MILITARY HWY	FIRE	2020-12-05	S064413243	2180	MR	NULL
1011586	2	880	N	MILITARY HWY	FIRE	2021-01-12	S064413243	2218	MR	NULL
1011586	2	880	N	MILITARY HWY	FIRE	2021-02-05	S064413243	2242	MR	NULL
1011586	2	880	N	MILITARY HWY	FIRE	2021-03-03	S064413243	2268	MR	NULL
1011591	2	880	N	MILITARY HWY	FIRE	2020-01-30	N040101344	31	MR	0
1011591	2	880	N	MILITARY HWY	FIRE	2020-02-28	N040101344	29	MR	0
1011591	2	880	N	MILITARY HWY	FIRE	2020-03-30	N040101344	31	MR	0
1011591	2	880	N	MILITARY HWY	FIRE	2020-04-28	N040101344	29	MR	0
1011591	2	880	N	MILITARY HWY	FIRE	2020-04-29	N040101344	1	MR	0
1011591	3	880	N	MILITARY HWY	FIRE	2020-05-29	N040101344	30	MR	0
1011591	3	880	N	MILITARY HWY	FIRE	2020-06-30	N040101344	32	MR	0
1011591	3	880	N	MILITARY HWY	FIRE	2020-08-05	N040101344	36	MR	0
1011591	3	880	N	MILITARY HWY	FIRE	2020-09-01	N040101344	27	MR	0
1011591	3	880	N	MILITARY HWY	FIRE	2020-09-30	N040101344	29	MR	0

MCM Water Consumption History

Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1011591	3	880	N	MILITARY HWY	FIRE	2020-10-30	N040101344	30	MR	0
1011591	3	880	N	MILITARY HWY	FIRE	2020-12-05	N040101344	36	MR	0
1011591	3	880	N	MILITARY HWY	FIRE	2021-01-12	N040101344	38	MR	0
1011591	3	880	N	MILITARY HWY	FIRE	2021-02-05	N040101344	24	MR	0
1011591	3	880	N	MILITARY HWY	FIRE	2021-03-03	N040101344	26	MR	0
1011592	2	880	N	MILITARY HWY	FIRE	2020-01-30	R032508379	31	MR	0
1011592	2	880	N	MILITARY HWY	FIRE	2020-02-28	R032508379	29	MR	0
1011592	2	880	N	MILITARY HWY	FIRE	2020-03-30	R032508379	31	MR	0
1011592	2	880	N	MILITARY HWY	FIRE	2020-04-28	R032508379	29	MR	0
1011592	2	880	N	MILITARY HWY	FIRE	2020-04-29	R032508379	1	MR	0
1011592	3	880	N	MILITARY HWY	FIRE	2020-05-29	R032508379	30	MR	0
1011592	3	880	N	MILITARY HWY	FIRE	2020-06-30	R032508379	32	MR	0
1011592	3	880	N	MILITARY HWY	FIRE	2020-08-05	R032508379	36	MR	0
1011592	3	880	N	MILITARY HWY	FIRE	2020-09-01	R032508379	27	MR	0
1011592	3	880	N	MILITARY HWY	FIRE	2020-09-30	R032508379	29	MR	0
1011592	3	880	N	MILITARY HWY	FIRE	2020-10-30	R032508379	30	MR	0
1011592	3	880	N	MILITARY HWY	FIRE	2020-12-05	R032508379	36	MR	0
1011592	3	880	N	MILITARY HWY	FIRE	2021-01-12	R032508379	38	MR	0
1011592	3	880	N	MILITARY HWY	FIRE	2021-02-05	R032508379	24	MR	0
1011592	3	880	N	MILITARY HWY	FIRE	2021-03-03	R032508379	26	MR	0
1011593	2	880	N	MILITARY HWY	NULL	2020-01-30	N017300005	31	MR	1
1011593	2	880	N	MILITARY HWY	NULL	2020-02-28	N017300005	29	MR	1
1011593	2	880	N	MILITARY HWY	NULL	2020-03-30	N017300005	31	OR	0
1011593	2	880	N	MILITARY HWY	NULL	2020-04-28	N017300005	29	OR	0
1011593	2	880	N	MILITARY HWY	NULL	2020-04-29	N017300005	1	MR	0
1011593	2	880	N	MILITARY HWY	NULL	2020-04-29	N017300005	1	MR	0
1011593	2	880	N	MILITARY HWY	NULL	2020-04-29	N017300005	1	OR	0

MCM Water Consumption History

Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1011593	3	880	N	MILITARY HWY	NULL	2020-05-29	N017300005	30	MR	0
1011593	3	880	N	MILITARY HWY	NULL	2020-06-30	N017300005	32	MR	1
1011593	3	880	N	MILITARY HWY	NULL	2020-08-05	N017300005	36	MR	2
1011593	3	880	N	MILITARY HWY	NULL	2020-09-01	N017300005	27	MR	0
1011593	3	880	N	MILITARY HWY	NULL	2020-09-30	N017300005	29	MR	0
1011593	3	880	N	MILITARY HWY	NULL	2021-01-12	N017300005	104	MR	1
1011593	3	880	N	MILITARY HWY	NULL	2021-02-10	N017300005	29	MR	1
1011594	3	880	N	MILITARY HWY	FIRE	2020-01-30	R028945534	31	MR	0
1011594	3	880	N	MILITARY HWY	FIRE	2020-02-28	R028945534	29	MR	0
1011594	3	880	N	MILITARY HWY	FIRE	2020-03-30	R028945534	31	MR	0
1011594	3	880	N	MILITARY HWY	FIRE	2020-04-28	R028945534	29	MR	0
1011594	3	880	N	MILITARY HWY	FIRE	2020-04-29	R028945534	1	MR	0
1011594	4	880	N	MILITARY HWY	FIRE	2020-05-29	R028945534	30	MR	0
1011594	4	880	N	MILITARY HWY	FIRE	2020-06-30	R028945534	32	MR	0
1011594	4	880	N	MILITARY HWY	FIRE	2020-08-05	R028945534	36	MR	0
1011594	4	880	N	MILITARY HWY	FIRE	2020-09-01	R028945534	27	MR	0
1011594	4	880	N	MILITARY HWY	FIRE	2020-09-30	R028945534	29	MR	0
1011594	4	880	N	MILITARY HWY	FIRE	2020-10-30	R028945534	30	MR	0
1011594	4	880	N	MILITARY HWY	FIRE	2020-12-05	R028945534	36	MR	0
1011594	4	880	N	MILITARY HWY	FIRE	2021-01-12	R028945534	38	MR	0
1011594	4	880	N	MILITARY HWY	FIRE	2021-02-05	R028945534	24	MR	0
1011594	4	880	N	MILITARY HWY	FIRE	2021-03-03	R028945534	26	MR	0
1011595	4	880	N	MILITARY HWY	NULL	2020-01-30	S061349593	31	MR	11
1011595	4	880	N	MILITARY HWY	NULL	2020-02-28	S061349593	29	MR	9
1011595	4	880	N	MILITARY HWY	NULL	2020-03-30	S061349593	31	MR	8
1011595	4	880	N	MILITARY HWY	NULL	2020-04-28	S061349593	29	MR	0
1011595	4	880	N	MILITARY HWY	NULL	2020-05-29	S061349593	31	MR	1

MCM Water Consumption History

Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1011595	4	880	N	MILITARY HWY	NULL	2020-06-30	S061349593	32	MR	5
1011595	4	880	N	MILITARY HWY	NULL	2020-08-05	S061349593	36	MR	6
1011595	4	880	N	MILITARY HWY	NULL	2020-09-01	S061349593	27	MR	6
1011595	4	880	N	MILITARY HWY	NULL	2020-09-30	S061349593	29	MR	6
1011595	4	880	N	MILITARY HWY	NULL	2020-10-30	S061349593	30	MR	7
1011595	4	880	N	MILITARY HWY	NULL	2020-12-05	S061349593	36	MR	10
1011595	4	880	N	MILITARY HWY	NULL	2021-01-12	S061349593	38	MR	11
1011595	4	880	N	MILITARY HWY	NULL	2021-02-05	S061349593	24	MR	2
1011595	4	880	N	MILITARY HWY	NULL	2021-03-03	S061349593	26	MR	6
1011596	2	880	N	MILITARY HWY	NULL	2020-01-30	N016202006	31	ME	25
1011596	2	880	N	MILITARY HWY	NULL	2020-02-28	N016202006	29	MR	74
1011596	2	880	N	MILITARY HWY	NULL	2020-04-28	N016202006	60	MR	0
1011596	2	880	N	MILITARY HWY	NULL	2020-04-29	N016202006	1	MR	0
1011596	3	880	N	MILITARY HWY	NULL	2020-05-29	N016202006	30	MR	166
1011596	3	880	N	MILITARY HWY	NULL	2020-06-30	N016202006	32	MR	124
1011596	3	880	N	MILITARY HWY	NULL	2020-08-05	N016202006	36	MR	118
1011596	3	880	N	MILITARY HWY	NULL	2020-09-01	N016202006	27	MR	163
1011596	3	880	N	MILITARY HWY	NULL	2020-10-30	N016202006	59	MR	543
1011596	3	880	N	MILITARY HWY	NULL	2020-12-05	N016202006	36	MR	323
1011596	3	880	N	MILITARY HWY	NULL	2021-01-12	N016202006	38	MR	314
1011596	3	880	N	MILITARY HWY	NULL	2021-02-05	N016202006	24	MR	190
1011596	3	880	N	MILITARY HWY	NULL	2021-03-11	N016202006	34	MR	260
1011597	2	880	N	MILITARY HWY	FIRE	2020-01-30	N048414779	31	MR	0
1011597	2	880	N	MILITARY HWY	FIRE	2020-02-28	N048414779	29	MR	0
1011597	2	880	N	MILITARY HWY	FIRE	2020-04-28	N048414779	60	MR	0
1011597	2	880	N	MILITARY HWY	FIRE	2020-04-30	N048414779	2	MR	0
1011597	3	880	N	MILITARY HWY	FIRE	2020-05-29	N048414779	29	MR	0

MCM Water Consumption History

Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1011597	3	880	N	MILITARY HWY	FIRE	2020-06-30	N048414779	32	MR	0
1011597	3	880	N	MILITARY HWY	FIRE	2020-08-05	N048414779	36	MR	0
1011597	3	880	N	MILITARY HWY	FIRE	2020-09-01	N048414779	27	MR	0
1011597	3	880	N	MILITARY HWY	FIRE	2020-10-30	N048414779	59	MR	0
1011597	3	880	N	MILITARY HWY	FIRE	2020-12-05	N048414779	36	MR	0
1011597	3	880	N	MILITARY HWY	FIRE	2021-01-12	N048414779	38	MR	0
1011597	3	880	N	MILITARY HWY	FIRE	2021-02-05	N048414779	24	MR	0
1011597	3	880	N	MILITARY HWY	FIRE	2021-03-11	N048414779	34	MR	0
1011605	2	880	N	MILITARY HWY	NULL	2020-01-30	N019200066	31	MR	40
1011605	2	880	N	MILITARY HWY	NULL	2020-02-28	N019200066	29	MR	9
1011605	2	880	N	MILITARY HWY	NULL	2020-03-30	N019200066	31	MR	5
1011605	2	880	N	MILITARY HWY	NULL	2020-04-28	N019200066	29	MR	1
1011605	2	880	N	MILITARY HWY	NULL	2020-04-29	N019200066	1	MR	0
1011605	3	880	N	MILITARY HWY	NULL	2020-05-29	N019200066	30	MR	1
1011605	3	880	N	MILITARY HWY	NULL	2020-06-30	N019200066	32	MR	5
1011605	3	880	N	MILITARY HWY	NULL	2020-08-05	N019200066	36	MR	8
1011605	3	880	N	MILITARY HWY	NULL	2020-09-01	N019200066	27	MR	4
1011605	3	880	N	MILITARY HWY	NULL	2020-09-30	N019200066	29	MR	6
1011605	3	880	N	MILITARY HWY	NULL	2020-12-05	N019200066	66	MR	13
1011605	3	880	N	MILITARY HWY	NULL	2021-01-12	N019200066	38	MR	7
1011605	3	880	N	MILITARY HWY	NULL	2021-02-05	N019200066	24	MR	5
1011605	3	880	N	MILITARY HWY	NULL	2021-03-03	N019200066	26	MR	5
1011606	3	880	N	MILITARY HWY	NULL	2020-01-30	N013200040	34	MR	64
1011606	3	880	N	MILITARY HWY	NULL	2020-02-27	N013200040	28	MR	137
1011606	3	880	N	MILITARY HWY	NULL	2020-03-30	N013200040	32	MR	102
1011606	3	880	N	MILITARY HWY	NULL	2020-04-28	N013200040	29	MR	35
1011606	3	880	N	MILITARY HWY	NULL	2020-04-29	N013200040	1	MR	3

MCM Water Consumption History

Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1011606	4	880	N	MILITARY HWY	NULL	2020-05-28	N013200040	29	MR	38
1011606	4	880	N	MILITARY HWY	NULL	2020-06-29	N013200040	32	MR	99
1011606	4	880	N	MILITARY HWY	NULL	2020-07-31	N013200040	32	MR	70
1011606	4	880	N	MILITARY HWY	NULL	2020-09-02	N013200040	33	MR	80
1011606	4	880	N	MILITARY HWY	NULL	2020-10-07	N013200040	35	MR	84
1011606	4	880	N	MILITARY HWY	NULL	2020-10-28	N013200040	21	MR	46
1011606	4	880	N	MILITARY HWY	NULL	2020-11-30	N013200040	33	MR	68
1011606	4	880	N	MILITARY HWY	NULL	2020-12-28	N013200040	28	MR	56
1011606	4	880	N	MILITARY HWY	NULL	2021-02-01	N013200040	35	MR	73
1011606	4	880	N	MILITARY HWY	NULL	2021-02-26	N013200040	25	MR	61
1062977	2	880	N	MILITARY HWY	NULL	2020-01-30	N015202013	31	MR	0
1062977	2	880	N	MILITARY HWY	NULL	2020-02-28	N015202013	29	MR	0
1062977	2	880	N	MILITARY HWY	NULL	2020-03-30	N015202013	31	MR	0
1062977	2	880	N	MILITARY HWY	NULL	2020-04-28	N015202013	29	MR	0
1062977	2	880	N	MILITARY HWY	NULL	2020-04-29	N015202013	1	MR	0
1062977	3	880	N	MILITARY HWY	NULL	2020-05-29	N015202013	30	MR	0
1062977	3	880	N	MILITARY HWY	NULL	2020-06-30	N015202013	32	MR	0
1062977	3	880	N	MILITARY HWY	NULL	2020-08-05	N015202013	36	MR	0
1062977	3	880	N	MILITARY HWY	NULL	2020-09-01	N015202013	27	MR	0
1062977	3	880	N	MILITARY HWY	NULL	2020-09-30	N015202013	29	MR	0
1062977	3	880	N	MILITARY HWY	NULL	2020-10-30	N015202013	30	MR	0
1062977	3	880	N	MILITARY HWY	NULL	2020-12-05	N015202013	36	MR	0
1062977	3	880	N	MILITARY HWY	NULL	2021-01-12	N015202013	38	MR	0
1062977	3	880	N	MILITARY HWY	NULL	2021-02-05	N015202013	24	MR	0
1062977	3	880	N	MILITARY HWY	NULL	2021-03-03	N015202013	26	MR	0
1070511	3	870	N	MILITARY HWY	FIRE	2020-01-30	N016340292	31	MR	0
1070511	3	870	N	MILITARY HWY	FIRE	2020-02-28	N016340292	29	MR	0

MCM Water Consumption History

Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1070511	3	870	N	MILITARY HWY	FIRE	2020-03-30	N016340292	31	MR	0
1070511	3	870	N	MILITARY HWY	FIRE	2020-04-28	N016340292	29	MR	0
1070511	3	870	N	MILITARY HWY	FIRE	2020-05-29	N016340292	31	MR	0
1070511	3	870	N	MILITARY HWY	FIRE	2020-06-30	N016340292	32	MR	0
1070511	3	870	N	MILITARY HWY	FIRE	2020-08-05	N016340292	36	MR	0
1070511	3	870	N	MILITARY HWY	FIRE	2020-09-01	N016340292	27	MR	0
1070511	3	870	N	MILITARY HWY	FIRE	2020-09-30	N016340292	29	MR	0
1070511	3	870	N	MILITARY HWY	FIRE	2020-12-05	N016340292	66	MR	0
1070511	3	870	N	MILITARY HWY	FIRE	2021-01-12	N016340292	38	MR	0
1070511	3	870	N	MILITARY HWY	FIRE	2021-02-05	N016340292	24	MR	0
1070511	3	870	N	MILITARY HWY	FIRE	2021-03-03	N016340292	26	MR	0
1071516	1	880	N	MILITARY HWY	FIRE	2020-01-30	N016340030	31	MR	0
1071516	1	880	N	MILITARY HWY	FIRE	2020-02-28	N016340030	29	MR	0
1071516	1	880	N	MILITARY HWY	FIRE	2020-03-30	N016340030	31	MR	0
1071516	1	880	N	MILITARY HWY	FIRE	2020-04-28	N016340030	29	MR	0
1071516	1	880	N	MILITARY HWY	FIRE	2020-04-29	N016340030	1	MR	0
1071516	2	880	N	MILITARY HWY	FIRE	2020-05-29	N016340030	30	MR	0
1071516	2	880	N	MILITARY HWY	FIRE	2020-06-30	N016340030	32	MR	0
1071516	2	880	N	MILITARY HWY	FIRE	2020-08-05	N016340030	36	MR	0
1071516	2	880	N	MILITARY HWY	FIRE	2020-09-01	N016340030	27	MR	0
1071516	2	880	N	MILITARY HWY	FIRE	2020-09-30	N016340030	29	MR	0
1071516	2	880	N	MILITARY HWY	FIRE	2020-10-30	N016340030	30	MR	0
1071516	2	880	N	MILITARY HWY	FIRE	2020-12-05	N016340030	36	MR	0
1071516	2	880	N	MILITARY HWY	FIRE	2021-01-12	N016340030	38	MR	0
1071516	2	880	N	MILITARY HWY	FIRE	2021-02-05	N016340030	24	MR	0
1071516	2	880	N	MILITARY HWY	FIRE	2021-03-03	N016340030	26	MR	0
1072307	2	880	N	MILITARY HWY	LAWN	2020-01-30	S001619121	1767	MR	NULL

MCM Water Consumption History

Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1072307	2	880	N	MILITARY HWY	LAWN	2020-02-28	S001619121	1796	MR	NULL
1072307	2	880	N	MILITARY HWY	LAWN	2020-03-30	S001619121	1827	MR	NULL
1072307	2	880	N	MILITARY HWY	LAWN	2020-04-28	S001619121	1856	MR	NULL
1072307	2	880	N	MILITARY HWY	LAWN	2020-05-07	S001619121	0	MR	NULL
1072307	2	880	N	MILITARY HWY	LAWN	2020-05-29	S001619121	22	MR	0
1072307	2	880	N	MILITARY HWY	LAWN	2020-05-29	S001619121	22	MR	0
1072307	3	880	N	MILITARY HWY	LAWN	2020-06-30	S001619121	54	MR	NULL
1072307	3	880	N	MILITARY HWY	LAWN	2020-08-05	S001619121	90	MR	NULL
1072307	3	880	N	MILITARY HWY	LAWN	2020-09-01	S001619121	117	MR	NULL
1072307	3	880	N	MILITARY HWY	LAWN	2020-09-30	S001619121	146	MR	NULL
1072307	3	880	N	MILITARY HWY	LAWN	2020-10-30	S001619121	176	MR	NULL
1072307	3	880	N	MILITARY HWY	LAWN	2020-12-05	S001619121	212	MR	NULL
1072307	3	880	N	MILITARY HWY	LAWN	2021-01-12	S001619121	250	MR	NULL
1072307	3	880	N	MILITARY HWY	LAWN	2021-02-05	S001619121	274	MR	NULL
1072307	3	880	N	MILITARY HWY	LAWN	2021-03-03	S001619121	300	MR	NULL
1072364	2	880	N	MILITARY HWY		2020-01-21	N070200152	1278	MR	NULL
1072364	2	880	N	MILITARY HWY		2020-02-19	N070200152	1307	MR	NULL
1072364	2	880	N	MILITARY HWY		2020-03-19	N070200152	1336	MR	NULL
1072364	2	880	N	MILITARY HWY		2020-04-17	N070200152	1365	MR	NULL
1072364	2	880	N	MILITARY HWY		2020-05-19	N070200152	1397	MR	NULL
1072364	2	880	N	MILITARY HWY		2020-06-18	N070200152	1427	MR	NULL
1072364	2	880	N	MILITARY HWY		2020-07-24	N070200152	1463	MR	NULL
1072364	2	880	N	MILITARY HWY		2020-08-24	N070200152	1494	MR	NULL
1072364	2	880	N	MILITARY HWY		2020-09-21	N070200152	1522	MR	NULL
1072364	2	880	N	MILITARY HWY		2020-10-21	N070200152	1552	MR	NULL
1072364	2	880	N	MILITARY HWY		2020-11-24	N070200152	1586	MR	NULL
1072364	2	880	N	MILITARY HWY		2020-12-29	N070200152	1621	MR	NULL

MCM Water Consumption History

Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1072364	2	880	N	MILITARY HWY		2021-01-29	N070200152	1652	MR	NULL
1072364	2	880	N	MILITARY HWY		2021-02-25	N070200152	1679	MR	NULL
1072364	2	880	N	MILITARY HWY		2021-03-23	N070200152	28	MR	0
1072366	3	880	N	MILITARY HWY	FIRE	2020-01-21	N044393339	34	MR	17
1072366	3	880	N	MILITARY HWY	FIRE	2020-02-19	N044393339	29	MR	15
1072366	3	880	N	MILITARY HWY	FIRE	2020-03-19	N044393339	29	MR	21
1072366	3	880	N	MILITARY HWY	FIRE	2020-04-17	N044393339	29	MR	1
1072366	3	880	N	MILITARY HWY	FIRE	2020-04-29	N044393339	12	ME	4
1072366	4	880	N	MILITARY HWY	FIRE	2020-05-19	N044393339	20	MR	3
1072366	4	880	N	MILITARY HWY	FIRE	2020-06-18	N044393339	30	MR	2
1072366	4	880	N	MILITARY HWY	FIRE	2020-07-24	N044393339	36	MR	3
1072366	4	880	N	MILITARY HWY	FIRE	2020-08-24	N044393339	31	MR	1
1072366	4	880	N	MILITARY HWY	FIRE	2020-09-21	N044393339	28	MR	1
1072366	4	880	N	MILITARY HWY	FIRE	2020-10-21	N044393339	30	MR	1
1072366	4	880	N	MILITARY HWY	FIRE	2020-11-24	N044393339	34	MR	4
1072366	4	880	N	MILITARY HWY	FIRE	2020-12-29	N044393339	35	MR	13
1072366	4	880	N	MILITARY HWY	FIRE	2021-01-29	N044393339	31	MR	9
1072366	4	880	N	MILITARY HWY	FIRE	2021-02-24	N044393339	26	MR	7
1072366	4	880	N	MILITARY HWY	FIRE	2021-03-22	N044393339	26	MR	0
1072894	1	880	N	MILITARY HWY	LAWN	2020-01-21	N070200043	34	MR	0
1072894	1	880	N	MILITARY HWY	LAWN	2020-02-19	N070200043	29	MR	0
1072894	1	880	N	MILITARY HWY	LAWN	2020-03-19	N070200043	29	MR	0
1072894	1	880	N	MILITARY HWY	LAWN	2020-04-17	N070200043	29	MR	0
1072894	1	880	N	MILITARY HWY	LAWN	2020-05-19	N070200043	32	MR	0
1072894	1	880	N	MILITARY HWY	LAWN	2020-06-18	N070200043	30	ME	0
1072894	1	880	N	MILITARY HWY	LAWN	2020-07-24	N070200043	36	MR	0
1072894	1	880	N	MILITARY HWY	LAWN	2020-08-24	N070200043	31	MR	0

MCM Water Consumption History

Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1072894	1	880	N	MILITARY HWY	LAWN	2020-09-21	N070200043	28	MR	0
1072894	1	880	N	MILITARY HWY	LAWN	2020-10-21	N070200043	30	MR	0
1072894	1	880	N	MILITARY HWY	LAWN	2020-11-24	N070200043	34	MR	0
1072894	1	880	N	MILITARY HWY	LAWN	2020-12-29	N070200043	35	MR	0
1072894	1	880	N	MILITARY HWY	LAWN	2021-01-30	N070200043	32	MR	0
1072894	1	880	N	MILITARY HWY	LAWN	2021-02-24	N070200043	25	MR	0
1072894	1	880	N	MILITARY HWY	LAWN	2021-03-22	N070200043	26	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2020-01-21	N013100192	34	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2020-02-19	N013100192	29	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2020-03-19	N013100192	29	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2020-04-17	N013100192	29	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2020-05-19	N013100192	32	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2020-06-18	N013100192	30	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2020-07-24	N013100192	36	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2020-08-24	N013100192	31	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2020-09-21	N013100192	28	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2020-10-21	N013100192	30	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2020-11-24	N013100192	34	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2020-12-29	N013100192	35	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2021-01-29	N013100192	31	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2021-02-24	N013100192	26	MR	0
1072895	2	880	N	MILITARY HWY	FIRE	2021-03-22	N013100192	26	MR	0
1075838	1	880	N	MILITARY HWY	NULL	2020-01-21	N012200019	34	MR	121
1075838	1	880	N	MILITARY HWY	NULL	2020-02-19	N012200019	29	MR	79
1075838	1	880	N	MILITARY HWY	NULL	2020-03-19	N012200019	29	MR	51
1075838	1	880	N	MILITARY HWY	NULL	2020-04-17	N012200019	29	MR	2
1075838	1	880	N	MILITARY HWY	NULL	2020-05-19	N012200019	32	MR	1

MCM Water Consumption History

Account Number	Occupant Code	Street Number	Street Mod	Street	Serv Unit	Read Date	Meter Number	Number of Days	Read Type	Consumption Billed (CCF)
1075838	1	880	N	MILITARY HWY	NULL	2020-06-18	N012200019	30	MR	1
1075838	1	880	N	MILITARY HWY	NULL	2020-07-24	N012200019	36	MR	2
1075838	1	880	N	MILITARY HWY	NULL	2020-08-24	N012200019	31	MR	4
1075838	1	880	N	MILITARY HWY	NULL	2020-09-21	N012200019	28	MR	10
1075838	1	880	N	MILITARY HWY	NULL	2020-10-21	N012200019	30	MR	33
1075838	1	880	N	MILITARY HWY	NULL	2020-11-24	N012200019	34	MR	10
1075838	1	880	N	MILITARY HWY	NULL	2020-12-29	N012200019	35	MR	13
1075838	1	880	N	MILITARY HWY	NULL	2021-01-30	N012200019	32	MR	11
1075838	1	880	N	MILITARY HWY	NULL	2021-02-24	N012200019	25	MR	3
1075838	1	880	N	MILITARY HWY	NULL	2021-03-22	N012200019	26	MR	0

City of Norfolk Military Circle Redevelopment Request for Proposals (RFP)



**Addendum 6:
PS 72 Addendum
May 6, 2021**

999 Waterside Drive
Suite 2430, Norfolk, VA 23510
(757) 664-4338
Norfolkdevelopment.com

Military Circle Mall Redevelopment
Answers to Questions related to Pump Station 72 (PS 72)
May 6, 2021

- 1. Does the City have excess capacity in PS 72? And if so, how much?**

PS 72 is currently at full capacity. However, all flows from the Military Circle Mall project area are currently served by PS 96.

- 2. Will the City be able to provide the data for PS 72 similar to what has been provided for #96?**

Data could be made available but should not be necessary as PS 72 does not serve MCM.

- 3. Will the City be able to provide the pump curves data for PS 72?**

See answers to questions #1 and #2, above.