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<td>The City of Norwich, as the holder of the contractual purchase right to acquire that portion of the former Norwich State Hospital lying within the City of Norwich is seeking requests for qualifications and proposals from developers and others interested in acquiring the Site and developing the same in a manner consistent with the objectives and requirements set forth in the attached RFQ. The Site is comprised of approximately sixty one (61) acres of land, together with the buildings and all other improvements located thereon, situated on both the easterly and westerly sides of Laurel Hill Road (Connecticut Route 12) within the southeasterly section of the City. A Site diagram of that portion of the Norwich State Hospital Property lying within the boundaries of the City of Norwich is attached for illustrative purposes only. The Site abuts the remainder of the former Norwich State Hospital property situated immediately to the south and located within the borders of the Town of Preston, Connecticut. Norwich is a Targeted Investment Community and parts of the City are in an Enterprise Zone. Although this particular parcel is not, the Enterprise Zone may be expanded to include this property.</td>
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CITY OF NORWICH
CONNECTICUT

REQUEST FOR
QUALIFICATIONS & PROPOSALS

FORMER NORWICH STATE HOSPITAL

ROUTE 12
NORWICH, CONNECTICUT

A PUBLIC SOLICITATION MADE BY THE CITY OF NORWICH, CONNECTICUT
Table of Contents

Introduction
   Letter from The Mayor       3
   Aerial Photo of Site       4
   Norwich Community Profile  5
   Purpose & Overview         7
   The Opportunity            7
   Norwich Objectives & Requirements  8

RFQ/RFP
   General Disclaimer        9
   Communication Protocol    10
   Site and Facility Access  10

General Information
   Site and Facility Access  10
   Norwich State Hospital Committee  10
   List of Available Documents 11
   Timelines                 12

The Norwich State Hospital Site
   Situation                 12
   Description               12
   Location                  12
   Characteristics           13
   Environmental             13
   Utilities                 14

Zoning and Plan of Conservation & Development
   Planned Development District 14
   Planning/Permitting Process 14
   Potential Incentives       15
      Enterprise Zone         15
      Tax Increment Financing 15
      Utility Conservation Programs 15

Submission of Responses
   Effect of Submitting a Proposal 16
   Freedom of Information       16
   Public Presentations         17
   Statement of Disinterest     17
   Contents of Proposals        18

Development Agreement
   Development Agreement Discussion 20
A Letter
From
Mayor Benjamin Lathrop

Dear Developers and Investors:
re: Welcome to Norwich, Connecticut

Thank you for considering Norwich as a development opportunity for your next project. Norwich has much to offer in the way of progressive views on projects, city services, creative zoning and permitting and fiscally responsible operations. It is apparent to visitors passing through, individuals residing or working within our community, that we have a beautiful working and recreational harbor, fantastic cultural opportunities found in our museums, attractions and cultural activities. These factors combined with our award winning schools, create an unsurpassed quality of life for residents, a highly skilled workforce, our creative businesses and coveted visitors alike.

Our business climate is strong and favorable, in part due to our municipally owned utility that has a long history of being a low cost provider of electric and gas energy along with quality water and sewer services. Norwich is also strategically located within the Northeast, being equidistant to the Boston and New York markets. With two of the largest and world class casino operations located within 10 minutes of the city, the last decade has seen a dramatic growth in tourism, gaming and hospitality. The downtown central business district is poised for a dramatic redevelopment offering unique amenities and waterfront vistas. Our community is fully vested in the principles of smart growth and a future with many forms of alternatives in transportation and energy, demonstrated in part by being one only a small group of cities in Connecticut offering a CNG filling station for private, public and fleet vehicles.

I, along with the City Council, the City Manager and the individual departments of the City of Norwich extend an open invitation to bring your families for a visit and consider adding to the fine history of investing and developing in Norwich, Connecticut, ‘The Rose of New England’.

Sincerely,

Benjamin J. Lathrop
Mayor
Introduction

Community Profile
City of Norwich Connecticut
November 2008

Founded: 1659
Incorporated: 1784
Consolidated: City and Town- 1952
Land Area: 27.1 square miles
Population: 37,261 (2007)
Government: City Council and City Manager with 6 Council Members plus a Mayor.

Location: Centered in southeast Connecticut on the Thames River just north of Long Island Sound, midway between Boston and New York City.

Access: Norwich Connecticut is located on I-395 along the I-95 and Amtrak corridors servicing the northeast. Two major rail lines (Vermont Central and Providence/Worchester) provide freight service to many sidings and spurs throughout the city. Connecticut routes 2, 12 and 82 provide commuters and commercial traffic easy access to all areas of the region.

History: The historic and vibrant nature of Norwich is evident throughout the city. Grand Victorian mill sites along every riverbank combined with stately Victorian mansions and other housing choices for every taste throughout the center city. Our collective history of the United States has been influenced by many generations of Norwich residents and business enterprises.

Attractions, History, Arts & Culture-

Museums: Slater Memorial Museum – dedicated in 1886, the Romanesque style building was built to house a collection of Greek, Roman and Renaissance casts (including Michelangelo’s Pieta and Moses). Over the years, the museum has grown to include American and European art and furniture from the 17th through the 20th century, American and Indian artifacts, Oriental art, African art, gun collection, Egyptian art objects, textiles and the Joseph Gualtieri Children’s Museum. Through a bequest in the will of Colonel Charles A. Converse, the Converse Building was constructed in 1906, which provides exhibition galleries and studios for the Norwich Art School.

Leffingwell House Museum – built in 1675 by Stephen Backus, Thomas Leffingwell purchased it in 1700. Leffingwell was a patriot during the revolution and an industrialist after the war. The museum is considered one of the finest restored examples of New England’s colonial architecture and contains fine examples of tall clocks, furniture and silver.
DAR Museum - is the meetinghouse of the Faith Trumbull Chapter of the Daughters of the American Revolution. The museum houses a collection of period furniture, oil paintings, engravings, china and historic memorabilia

Theater:  
**Spirit of Broadway** – is named after Norwich’s historic Broadway Theater and honors “the spirit of creativity that still resides here.” The 74-seat black box theater features off Broadway productions, regional theater scripts and “cutting edge, high-quality, professional, and artistically innovative productions” in an intimate setting.

**Donald L. Oat Theater** – 120-seat renovated Victorian Era Theater located on the top floor of the Norwich Arts Council building features, live theater, music and dance performances. In addition, monthly First Friday Concerts in a cabaret setting are held in conjunction with free art exhibitions at the NAC Galleries.

Architecture:  
Over 300 years of carefully preserved examples, representing three distinct periods in American history...the American Revolution, pre-civil War and Victorian architecture abound throughout the city.

Attractions:  
**Mohegan Park** – 385 acre municipal park centrally located in the City which includes Rose Garden, playing fields and picnic areas.

**The Rink**– State of the art municipal ice rink with lessons, hockey leagues, skate rental and food service.

**Dodd Stadium**- Home to AA franchise and includes Sky Boxes, party rental and community events.

**Marina**– Full service boating facility with 200 slips, dock master, lounge area and seasonal restaurant on premises.

**Norwich Golf Course**- Nationally ranked 18-hole course complete with clubhouse, restaurant and deck overlooking the rolling hills.

**Heritage Riverfront Walkway**– 1.8-mile pathway winds from the historic Yantic Falls to Brown Park preserving Norwich’s link to its river heritage.

Education-  
**Elementary and Secondary:** There are nine public, one charter and two parochial elementary schools, two public junior high schools and a privately endowed high school- Norwich Free Academy which serves the city. Also located within the city is a Regional State technical high school.

**Higher Education:** Within the city is Three rivers Community College. Within a 30 minute drive significant higher education institutions include- Connecticut College, University of Connecticut, Wesleyan University, Mitchell College, Eastern Connecticut State University, Lyme Academy of Fine Arts, The United States Coast Guard Academy (the only Federal Services Academy in New England), along with satellite campuses of Rensselaer Polytechnic Institute, University of Connecticut-Avery Point Campus and University of New Haven.
Regional Industries: Defense (including submarine construction), tourism, engineering, computer products and service, manufacturing, chemicals, construction, distribution, education, healthcare, hospitality and entertainment, and marine education & research.


Recent Economic Growth in Greater Norwich Connecticut: Over the last five years the City of Norwich has seen a net grand list growth of nearly $120 million or about 7%. Once the numbers are in for 2007-2008, Norwich expects to see an additional 2-2.5% net growth.

Additional demographic data can be obtained from www.cerc.com or www.ct.gov.

Purpose & Overview

Some years back, the State of Connecticut ceased its operations of the state owned and operated mental institutions around the state. One such facility is the +/-480 acre site known as the Norwich State Hospital. The 490 acre site is located at the junction of CT state highway routes 2 and 12 and largely lays within the town of Preston with a smaller portion contained in Norwich. Through an agreement with the state, The City of Norwich has a unique opportunity to acquire the portion of the former Norwich State Hospital site located within the city limits. It is the desire of the state of Connecticut and the City of Norwich to approach future use and development of this site in a thoughtful, meaningful and beneficial manner. One which will see the creation of economic opportunity for the region, valuable physical assets to the community and which provides a new vision for the eastern bank of the Thames River in Norwich, and one which builds upon the existing assets in Norwich.

The Opportunity

The closing of the Norwich State Hospital as a functioning mental institution, which was employing hundreds of people, was an economic setback to the region at the time of closing. Combined with the structural shift of large industry to southern and off shore locations, the northeast in general, and this region specifically have suffered repeated setbacks. Yet, over a roughly coincidental period of time, there has been a shift toward smaller, higher technology based business in the region. Pfizer created their world headquarters for research and development in New London, Sonyalist created a new, world class sound studio in Waterford, Dekalb is literally growing in the world of agricultural research in Groton, and the US Coast Guard is expanding their R&D center in the region as well. The Stanley Israelite Business Park at the northern end of Norwich has seen dramatic growth in firms like Computer Sciences Corporation, Collins & Jewell, DDL Omni Engineering, Electric Boat and other technology firms. These technology firms are filled with high tech and specialty manufacturing equipment all operated by highly educated and trained employees. The Norwich business park contains approximately 1.5 million square feet of space which is currently at an occupancy rate of over 95%. The opportunity to add more business incubator and smaller technology-commercial spaces to the region is apparent.

Additionally, with the escalation of the importance of tourism, hospitality, gaming and entertainment to the region over the last twenty years, there is an emerging opportunity to
make use of the site in creative ways not before envisioned. The Norwich State Hospital site borders the Thames River and is within the shadow of the Mohegan Sun Casino and within a 10 minute drive of Foxwoods Casino in nearby Ledyard. Both facilities draw tens of thousands of new and returning visitors to their doors each year. These mega complexes combine the world’s two largest gaming facilities with extraordinary accommodations and electrifying nightlife. They have enhanced entertainment in New England with the delivery of their robust choices of spectacular dining and lounge options, along with spacious arenas and theaters hosting venues likes of Billy Joel, Elton John, WNBA games, rodeos, and nearly any event conceivable. There are hundreds of area attractions such as designer golf resorts, Mystic Seaport and Museum, Mystic Aquarium, the Nautilus Submarine Force Museum, spa resorts, numerous state parks and other natural attractions.

Developers are offered broad range of opportunities to help define and create an asset to the region and the community with a vision of providing economic returns for all parties.

**Norwich Objectives & Requirements**

The Site is the gateway to the City for vehicular traffic entering from the south along Route 12. While the City is mindful that the larger parcel of the former Norwich State Hospital property lying within the Town of Preston is also subject to development, the City will require that the Norwich portion of the Site be developed in a thoughtful and attractive manner to benefit the City. Taken either by itself, or in conjunction with the portion of the former Norwich State Hospital campus within the Town of Preston, the Site is valued by the City as an important candidate for, and example of, responsible re-use and development of institutional properties. Development of the Site should, in the highest and best sense, represent a benchmark for the creative and considered development of such properties. This standard, while high, is of critical importance to the City. Of equal importance is the demonstrated ability of the selected applicant to successfully prosecute to completion that which it proposes.

The City of Norwich desires, through this RFQ/RFP (and subsequent Development Agreement and anticipated Purchase & Sale Agreement) to find a worthy partner to provide the vision and capacity to deliver a concept that honors the history of and is in keeping with the character of the region while introducing new development that expands valuable employment opportunities and creates additional economic value to the community and region. Norwich requests parties seriously contemplating the submission of a proposal consider and address how the proposed development will support, compete with, be neutral to, connect with or otherwise relate to the businesses and commercial elements of the historic downtown area.
General Disclaimer

It is the responsibility of each applicant to carefully examine the contents of this RFQ/RFP and all related documents. Any ambiguities or discrepancies shall be brought to the attention of Peter Davis at the City of Norwich. The City of Norwich believes all information and references made within this RFQ/RFP are accurate and complete, but makes no guarantee of it.

All information requested in this RFQ/RFP must be supplied by the required deadlines. Failure to submit all requested information or missing of any deadlines will result in disqualification by the City of Norwich. Norwich reserves the right at its sole discretion to request clarification or amplification of any information submitted under this RFQ/RFP. The City of Norwich, at its sole discretion may allow any applicants the opportunity to submit additional or missing information requested. All cost or expenses associated with applicants completing this RFQ/RFP or fulfilling requests for additional information shall be the sole responsibility of the applicant.

Any and all material submitted under this RFQ/RFP shall become the property of the City of Norwich.

Proposers are responsible for obtaining all necessary local, state or federal permits and/or approvals that may be required for development of the Norwich State Hospital site.

This RFQ/RFP is for the benefit of the City only, does not constitute an offer, commitment or undertaking by the City and confers no rights on any applicant, unless and until a formal Development Agreement is approved by the City, entered into with an applicant and becomes effective according to its terms.

The City reserves the right, in its sole and absolute discretion, to:

- extend any of the actual or proposed dates shown in the RFQ/RFP;
- reject any or all Proposals for any reason and at any time;
- waive any irregularities or non conformities in any Proposal;
- enter into discussions with respect to any Proposal or negotiations concerning a Proposal with the applicant thereof without notice to any other applicant, or to suspend or discontinue any such discussions or negotiations at any time;
- extend, revise, modify, or cancel, this RFQ/RFP, in whole or in part, or divide this RFQ/RFP into separate Requests For Proposals covering separate portions of the Site;
- enter into discussions with, or invite participation of, parties not submitting a proposal pursuant to this RFQ/RFP, with or without rejecting all submitted Proposals;
- negotiate and enter into Development Agreements with more than one applicant with respect to different components of the Site;
- negotiate with any applicant on terms and conditions not provided for herein.
The Council of the City of Norwich shall make the final determination and shall have the sole discretion to select and enter into negotiations with applicants of its choice and draft, negotiate, approve and implement the Development Agreement with the successful applicant, or, in its sole discretion, to reject all Proposals.

The City shall not pay compensation to any person, whether a broker, finder or business Agent, relative to the submission of a Proposal, selection of an applicant or execution of a Development Agreement with the selected applicant, and the selected applicant will be required to indemnify and hold harmless the City of Norwich from and against any claims, causes of action or liabilities for any such compensation by a written indemnification in form and substance satisfactory to the City, and to indemnify the City from any claim brought against it by such applicant arising from the RFQ/RFP, including but not limited to expenses incurred (including attorneys fees, expert witnesses, court costs) in defending such claims.

General Information

Communication Protocol
All correspondence, inquiries and submissions regarding this RFQ/RFP shall be directed to:

Mr. Peter Davis  
Director of Planning and Neighborhood Services  
City of Norwich  
23 Union Street  
Norwich, CT 06360  
Office: 860 823-3767  
Fax: 860 823-3715  
pdavis@cityofnorwich.org

All inquiries must be directed exclusively to Mr. Davis.

Site and Facility Access
All access to the site is restricted and patrolled. All requests for access must be coordinated with the State of Connecticut through Peter Davis, (contact info above). No less that 5 working days notice is required. Notice for site access shall be in writing and include the names and affiliations of all individuals desiring to enter the site. Facilities on the site have been winterized and are secured; therefore access is much more restrictive due to safety concerns. Access to the facilities will be restricted to finalists of the RFQ/RFP selection.

Norwich State Hospital Committee
The City of Norwich will establish a review committee to consider proposals that meet submission criterion. This committee will be structured to provide input and analytical capacity to making a selection for a preferred developer and is likely to continue through the development agreement process. The committee will be made of the following constituents:

1- Mayor  
2- Alderman  
1- City Manager  
1- City Planner  
1- NPU  
1- NCDC Executive Director
**List of Available Documents**

The following bound documents are available at:

Minuteman Press  
595 West Main Street  
Norwich, CT 06360  
860 887-7468

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<tr>
<td>3 Full Hospital Site Topographic Map (Large)</td>
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<td>4 Norwich Portion Topographic Map (Small w/Legend)</td>
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<tr>
<td>5 Updated Phase I Environmental Assessment</td>
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<td>6 Phase II Hazardous Material Assessment</td>
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**Data Disc**  
With All Above Documents  
$200.00
**Timelines**
Subject to amendment and/or extension as the City, in its sole discretion, may determine, the City reasonably expects the RFQ/RFP to proceed as follows:

- **Issuance of this RFQ/RFP:** December 19, 2008
- **Responses to RFQ/RFP due:** March 13, 2009
- **Informational City Meetings:** Up to April 15, 2009
- **Candidate Interviews:** Up to April 30, 2009
- **Public Presentations:** Up to May, 15 2009
- **Preferred Candidate(s) Selection:** June 15, 2009
- **Development Agreement Negotiation:** September 30, 2009
- **City Council Approval:** October 25, 2009

**The Norwich State Hospital Site**

**Situation**
The Site is presently owned by the State of Connecticut. By Purchase and Sale Agreement dated July 31, 2006, the City of Norwich has the right to purchase the Site from the State, under and subject to the terms and conditions of the Purchase and Sale Agreement. Interested parties are strongly encouraged to carefully review the terms, conditions and limitations contained in the Purchase and Sale Agreement, which will form, to a significant degree, the basis for the subsequent transfer of the Site to the successful applicant. The City’s right to deliver a notice of its intent to purchase the Site will expire on January 24, 2010. However, the City is desirous of delivering the Purchase Notice within a reasonable period of time following (i) the selection of the successful applicant through the RFQ/RFP described herein; (ii) the satisfaction of all of the terms and conditions which may be agreed upon by the City and such successful applicant for the development of the Site and the execution of a Development Agreement (as explained below), and (iii) the satisfaction of all Buyer and Seller conditions to closing as contained in the Purchase and Sale Agreement.

**Description**
The 61 acre site is comprised of three (3) distinct parcels, the largest of which is on the east side of CT RT12, and are directly across CT RT 12 from the other two parcels, (see location map #1). Additionally, the State of Connecticut commissioned an A-2 survey of the site by Meehan & Goodin. Their Perimeter Survey #1 and #2 are available, along with other resource materials from Minuteman Press, 595 West Main St., Norwich- 860 887-7468.

**Location**
The Site is located within a region rich with technology industries, world-class educational institutions, a significant component of our nations shipbuilding capacity, and a rich cultural heritage. Directly across the Thames River from The Mohegan Sun Casino and Hotel
complex (clearly visible from the Site) and is within a ten minute drive to the Foxwoods Resort Casino, which, with its recently opened MGM Grand Hotel and Casino, remains the largest facility of its type in the world (The Mohegan Sun is second only to Foxwoods-MGM Grand in its world-wide ranking). The Site is therefore centered in the heart of Eastern Connecticut's world-class destination gaming and resort industry and enjoys convenient access to both of these important and attractive facets of the local economy. The Site is located on Route 12 (also known as Laurel Hill Road) and also enjoys convenient access to Route 2 and I-395 (and its connection to I-95 in Waterford, Connecticut).

**Characteristics**

The Site is comprised of approximately sixty one (61) acres of land, together with the buildings and all other improvements located thereon, situated on both the easterly and westerly sides of Laurel Hill Road (Connecticut Route 12) within the southeasterly section of the City. The Site abuts the remaining 419 acres of the former Norwich State Hospital property situated immediately to the south and located within the borders of the Town of Preston, Connecticut.

While the City is desirous of securing proposals for the reasoned and integrated development of the entire Site, taken as a whole, and will give preference to such proposals, the City will entertain proposals from applicants for development of separate portions of the Site, or portions in combination that involve less than the entire Site. The separate proposals from applicants may contemplate different development philosophies for each of the separate components included in the proposal.

The City also recognizes that the Northern portion of the Site east of Route 12 may be a candidate for limited residential development both in it own right and as a buffer for existing residential areas along Route 12.

The City will consider proposals from developers interested in developing both the Norwich portion of the Norwich Hospital Site and the adjacent portion within the Town of Preston, which when taken together, would present a unified development of the entire former Norwich State Hospital campus, under common ownership and control. Notwithstanding the foregoing, any applicant’s submission must confirm that such applicant’s interest in the Site is not conditioned, qualified by, or contingent upon its purchase and development of the Preston portion of the Hospital Property.

**Environmental**

According to the meaning of the Connecticut Transfer Act (C.G.S. §§ 22a-134, et seq.) the Site constitutes an “establishment” and environmental assessments performed to date by the State disclose the presence of certain hazardous and regulated materials. The cost of environmental remediation, demolition and disposal and post remediation monitoring has been estimated to be in the range of $3,000,000.00. The Purchase and Sale Agreement with the State requires that the City, or its transferee, assume total responsibility for the existing environmental conditions and remediation on the Site, disclosed or undisclosed, whether or not the estimated cost range is accurate. The City may consider viable alternatives or proposals in the form of a partnership to address the environmental issues in a manner and method acceptable to the City and the State. Applicants are strongly encouraged to review the Environmental Reports prepared for the State when formulating their proposals and consideration and required financing. These reports are available, along with other resource materials from Minuteman Press, 595 West Main St., Norwich- 860 887-7468.
Applicants should be aware that, at the time of writing, the City of Norwich is seeking qualified firms to perform supplemental environmental analysis and reporting to further that provided by the State of Connecticut. Any findings, reports or materials will be available to applicants upon request at cost.

Utilities

The City of Norwich owns its utility infrastructure including electric, gas, water and sewer. Norwich Public Utilities (NPU) either has all appropriate infrastructure mains installed in or along Route-12 to the site, or will construct required infrastructure sufficient to supply any proposed development. NPU may require participation in the cost of connecting to any required utility within the development depending on phasing, usage projections, special contracts and other considerations specific to a proposal. For further clarification and questions on all utility offerings rates and any generation supplier questions, please contact Steve Sinko, Division Manager, Norwich Public Utilities- (860) 823-4102.

Zoning and Plan of Conservation & Development

Planned Development District

The Site is contained within the City designated Planned Development Design District (PDD) which was established to provide developers a flexible approach to create an attractive planned campus-style development which complements the history, natural or other important aspects of the Site. The PDD permitted uses that are of interest to the City are

- Technology research facilities
- Healthcare research, biotech and pharmaceutical facilities
- Hotels, inns and resorts
- Restaurants
- Higher educational institutions
- Accessory residential uses
- Retail
- Wholesale and distribution facilities

Applicants are encouraged to consult with the City of Norwich Office of Planning and Development for zoning information, resources and guidance in developing proposals.

Planning/Permitting Process

Generally, the City of Norwich process for a proposed development in a Planned Development District (PDD) would consist of a minimum of two preliminary meetings with Planning Department staff prior to the submission of applications to the Commission on the City Plan. The purpose of the meetings with Planning staff is to ensure that the applications and supporting material are as complete as possible, in order that the Commission on the City Plan review proceeds in a timely manner.

There are a number of uses in the PDD that are permitted as-of-right and are subject to site plan review only. However, there are certain uses that are subject to special permit review. Such uses would require the submission of both a site plan and special permit application. The special permit application would be subject to a public hearing. In most cases, the public hearings are conducted and closed at the same meeting. After the hearing, the Commission on the City Plan makes every effort to render a decision in a timely manner.

If there are any questions relative to a proposed use being permitted as-of-right or by special permit, respondents are strongly encouraged to contact Planning Department staff. Contact information is included in the body of the RFQ/RFP/RFQ document.
**Connecticut Environmental Policy Act (CEPA)** – Although no state assistance funds are contemplated by the City of Norwich for development of this site, applicants should be aware that if they are considering any state funding for their project, a CEPA review will be required. The state may require a CEPA depending on any other role the applicant is contemplating. It is the responsibility of the applicants to coordinate all CEPA exposure and activities with the state directly. The purpose of CEPA is to identify and evaluate the impact of proposed state actions that may significantly affect the environment in order to inform state decision makers most directly responsible for the proposed action. Impact mitigations measures may also be identified where applicable.

**Connecticut Coastal Management Act (CAM)** – Although the site does not directly border the Thames River, it is within the 1,000 foot limit of the CAM Act and therefore applicants need be aware of its impacts and limitations on development concepts.

**Potential Incentives**
Norwich has an Enterprise Zone program which is in the downtown area along the Shetucket River and north along Route 12. This Site is not included within the defined boundaries of the Enterprise Zone however; the City has the option and may apply for many of the program benefits to accrue to this Site. Applicants are encouraged to consider use of a modified version of this statutory program in their proposals. Benefits may apply to manufacturing and designated service businesses as well as commercial and residential development at the Site. Developers are encouraged to visit [www.ct.gov](http://www.ct.gov) for more information regarding incentives available from or through DECD, CDA, DEP or other state agencies.

**Enterprise Zone**
Norwich is a targeted investment community with an Enterprise Zone. This designation allows the City to participate with several elements of tax abatements, tax credits and grants. As mentioned previously, this Site is not within the Enterprise Zone, however, the City may support a petition to the state to apply most of the benefits to qualifying developments. Applicants are encouraged to review the Enterprise Zone program description available at [www.state.ct.us/ecd/entsone/index.htm](http://www.state.ct.us/ecd/entsone/index.htm) and include their assumptions in their proposals.

**Tax Increment Financing**
The Connecticut Development Authority and the Connecticut Department of Economic and Community Development have assisted municipalities and developments in the state with creatively utilizing TIF as a method of public support for projects. It is recommended that applicants consult with these agencies as to applicability of any TIF or other public supported financing.

**Utility Conservation Programs**
NPU has many incentive programs aimed at reducing the cost of construction and operations of all types of facilities in a proposed development. Applicants are encouraged to contact NPU directly to vette ideas and concepts for green buildings and conservation approaches.

NPU has favorable rates for all utilities and encourages developers to work with them early in the development of plans and specifications in order to maximize any available program offerings and to assure the best utilization of infrastructure.
NPU and the City are also interested in opportunities to advance creative energy projects designed to provide the area with distributed generation assets. Those assets could include creative renewable energy projects, cogeneration facilities, and other conscientious approaches to energy supplies to the project and the region. NPU also has many incentive programs aimed at reducing the cost of construction and operations of all types of facilities in a proposed development. For further clarification and questions on all utility offerings rates and any generation supplier questions, please contact Steve Sinko, Division Manager, Norwich Public Utilities- (860) 823-4102.

Submission of Responses

Applicants must supply delivery of fifteen (15) executed copies of the Proposal (including one unbound suitable for copying) to Peter W. Davis, Director of Planning & Development, 23 Union Street, Norwich, Connecticut 06360 no later than 4:30 PM, Eastern Daylight Time on March 13, 2009. Please note that Proposals, when submitted, may, with certain possible exceptions described below, constitute public records available for examination under the Connecticut Freedom of Information Act.

Each applicant shall bear its own costs incurred in responding to this RFQ/RFP and submitting a Proposal, including any due diligence investigations, the conduct of any additional investigations or the commissioning of any additional reports which such applicant may deem necessary or advisable in preparing its Proposal.

Effect of Submitting a Proposal

Each response to this RFQ/RFP shall constitute a representation by the submitting applicant to the City that the City is authorized to rely upon the contents of the response in making its decision, and to incorporate its response into the Development Agreement, if any, which may be entered into between the successful applicant and the City. All RFQ/RFP responses shall be manually signed by a principal of the applicant, which signature shall be notarized under oath as to the truth of the matters contained therein, and shall contain a representation that the response, as submitted, has been duly authorized by the applicant and its principals.

Freedom of Information

As referred to above, Proposals, when submitted, constitute public records and will be subject to inspection by the public pursuant to the Connecticut Freedom of Information Act. Applicants are encouraged to carefully review the provisions of the Connecticut Freedom of Information Act (Connecticut General Statutes §§ 1-200, et seq.), with respect to the information to be contained in any Proposal and the availability of any exemption contained in the Freedom of Information Act which might restrict the disclosure of any given information.

The City expects that due to the significance of the Site and this RFQ/RFP, it is likely that Freedom of Information Act requests will be made with respect to submitted Proposals. To assist the City in responding to any such requests, in the event any applicant is submitting information which it feels is eligible for an exemption from disclosure, it is requested that applicant specifically identify such information and submit such information as a severable exhibit from its Proposal, or prepare and submit copies of its Proposal from which such information has been deleted or redacted.

Notwithstanding the foregoing, the applicant shall have the burden of establishing any claimed exemption before the Freedom of Information Commission or in any related legal proceeding. The City disclaims any and all obligations to initiate, prosecute or defend any
action or legal proceeding relevant to any Freedom of Information Act request, other than to use reasonable efforts to notify applicants of any requests for information made, or complaints filed in connection with any information for which an exemption has been asserted by an applicant. The City, its officials, elected representatives, employees and agents shall have no liability whatsoever for the disclosure of information or documents in its possession or submitted by applicants where the City, its officials, elected representatives, employees and/or agents have, in good faith, determined that disclosure is required or mandated under the Freedom of Information Act or any other law, rule or regulation.

**Public Presentations**

Proposers should be aware that they may be required to make presentations to the public regarding their development proposals. The intent would be to inform the public of the nature, magnitude and concepts being contemplated by applicants. It is not the intention of the City of Norwich to have the public intimately involved in the decision process.

**Statement of Disinterest**

The applicant will be required to make the following affirmative representation in its response to the RFQ/RFP, and for this purpose applicant includes its officers, partners, employees and agents:

The applicant has not paid any money, or provided any benefit of monetary value, by gift or otherwise, or in exchange for services rendered, to any City of Norwich employee, elected or appointed official, or commissioner, including any political contributions to any candidate for public office i) for the purpose of influencing the selection of the applicant by the City to develop the Site, or (ii) for any reason within the three (3) years prior to the date of the RFQ/RFP, except as follows: [insert exceptions to above statement if any] and will not in the future for so long as the applicant is an applicant or the selected applicant, without the consent of the approving vote of the Council of the City of Norwich.
Contents of Proposals

Each applicant is required to submit detailed information for each of the following four areas of concern:

1. **Financial & Business Plan**
   - a. Project Team Information
   - b. Relevant Development Experience
   - c. Master Plan
   - d. Project Capital Budget
   - e. Financing Strategy
   - f. Market Assessment
   - g. Financial & Business Plan
   - h. Exit Strategy

2. **Economic Impact**
   - a. Project narrative
   - b. Detail of Construction Phasing
   - c. Detail of Operation Phasing

3. **Community Input and Quality of Life Impact**
   - a. Proposed Public Input Process
   - b. Quality of Life Impacts
   - c. Abutting Properties Impacts
   - d. Area Business & Residential Impacts

4. **Purchase Price Offer, Environmental & Performance Guarantee**
   - a. Proposed Purchase Price & Strategy
   - b. Proposed Environmental Clean-up Strategy
   - c. Performance Guarantee

All proposals must be clearly labeled, indexed and readily identifiable. Any preprinted or prepared materials may be submitted as additional information to the core of the proposal requested.

**NOTE:**
An *Introduction and Executive Summary* suitable for public consumption is mandatory with each submittal. An additional detail of required information is outlined below:

1. **Financial & Business Plan**
   - Project Team Information Including-
     - Firm(s) description
     - Firm(s) History
     - Structure and Organization Chart of Firm(s)
     - Key Team Member Resumes, Credentials & References
     - Most Recent 3 Audited Financial Statements (Balance Sheet, Income Statement, Cash Flow & Notes)
     - Most recent 3 Tax Returns
     - Project References
     - Certification of Proposal Information & Submittal
     - Other Scheduled or Planned Projects Until 2012
   - Relevant Development Experience Including-
     - 10 Years of Significant (Size, Type, Impact, Etc.) Project Experience With Backup and References
   - Proposed Master Plan Including-
- Detailed Narrative
- Conceptual Graphics
- Rationale
- Planned Ownership of Property
- Massing Study
- Project Component Disposition & Rights to Others
- Supporting Letters of Support from Tenants, JV Partners, Etc.
- Outline of Incorporation of Public Purpose/Access Including Water Access
- Type, Scale, Density, Locations & Phasing of Development Components
- Traffic Plan & Volumes
- Relationships to Various Development Components
- Relationships to Adjacent Properties
- Relationship to Transportation Infrastructure
- Parking Requirements
- Benefits to Public and Area Communities
- Site Analysis
- Remediation Plans
- Preservation & Demolition Plans
- Open Space Plan
- Environmental Resource Impacts
- Wetland Protection Plan
- Zoning Plan
- Utility Infrastructure Plan and Impact Analysis
- Transportation Infrastructure Impact Analysis
- Costal Area Management Conformity
- Consistency of Plan of Conservation and Development

Project Capital Budget
- Land Acquisition, Disposition and/or Sale Strategy
- Infrastructure Improvements, Demolition, Remediation, Site Plans
- Construction Budget & Timeline
- Debt & Carrying Costs
- Capital Expenditure Timeline

Financing Strategy
- Sources & Uses of Funds Including Terms, Rates, Conditions and Partners
- Pro-Forma Financial and Cash Flow (Development and Operational)

Market Assessment
- Market Assessment for Each Project Element and Phase
- Market Characteristics, Demand, Competitors, Niches, Opportunities and Obstacles
- Analysis of Market Support for Distinct Project Elements

Financial & Business Plan
- Standardized Financial and Business Plan for Each Element
- Consolidated Summary of Elements

Exit Strategy
- Identify Any Contemplated Exit Strategies Considered for Project
- Identify Planned Exit Strategy

2. Economic Impact
   - Project narrative
   - Detail of Construction Phasing
   - Detail of Operation Phasing

3. Community Input and Quality of Life Impact
   - Proposed Public Input Process
   - Quality of Life Impacts
Abutting Properties Impacts
Area Business & Residential Impacts

4. **Purchase Price Offer, Environmental & Performance Guarantee**
   - Proposed Purchase Price & Strategy
   - Proposed Environmental Clean-up Strategy
   - Performance Guarantee

**Development Agreement**

It is a requirement that the successful applicant(s) will negotiate with the City and enter into a formal Development Agreement with the City. Any such Development Agreement shall be subject to, and conform with, all applicable federal, state and local statutes, rules and regulations, ordinances, administrative procedures and other requirements of law. The successful applicant(s) will be required to submit a $50,000 application fee, $10,000 of which is non-refundable and retained by the City of Norwich. The $40,000 balance of the application fee may be returnable to the applicant if, for any reason the City of Norwich cancels the RFQ/RFP process.

As a condition of entering into negotiations for Development Agreement the successful applicant or applicants will be required to deposit with the City an additional amount of $85,000. Such Deposit shall be used by the City to defray its expenses incurred during such negotiations of the Development Agreement(s) and to cover any unreimbursed expenses incurred in this RFQ/RFP. Any unexpended portion of such Deposit deposited by an applicant with whom the City is unable to reach agreement on a Development Agreement shall be returned to such applicant. The City reserves the right to require the applicant with whom a Development Agreement is entered into to deposit such further sums, over time, and from time to time, in the nature of a Commitment Fee, as the City may determine, to cover the City’s ongoing costs and expenses incurred in connection with the Project.

The City of Norwich may acquire the Norwich State Hospital site directly from the State of Connecticut prior to conveyance of the site to any selected preferred developer.