1 WEST LAFAYETTE STREET

Request for Proposals

Department of Housing and Economic Development

Block: 106

Lot: 2

Deadline: January 15th, 2025

Executive Summary:

The City of Trenton is issuing a Request for Proposals (RFP) for the the former Lafayette Park Hotel property, located at 1 W. Lafayette St. Interested parties (respondents) who have experience owning and operating a hotel are encouraged to apply. The property is located within the John Fitch Way 1 Redevelopment Area and is zoned as a Business A district. Respondents should have sufficient experience to renovate, design, and permit the Lafayette Site. Proposals should include a proposed purchase price for the property. Respondents are encouraged to do their own research on the site as opposed to relying on the information provided in this RFP.

Site Details

Block	**106**
Lot	**2**
Area	**17,509 Square Feet**
Redevelopment Area	**John Fitch Way Redevelopment Area**
Zoning District (2010)	**Business A**

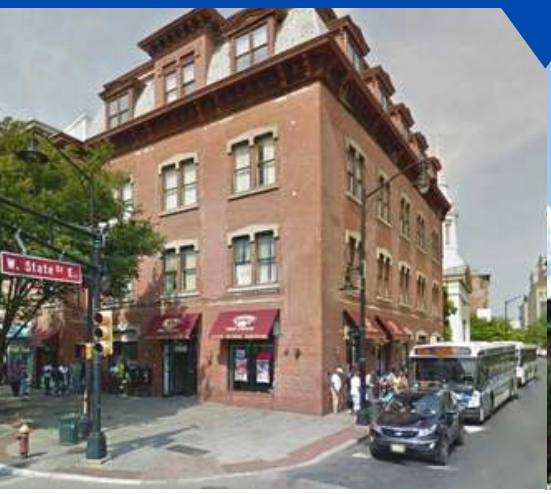
Background:

Construction of the Lafayette Park Hotel began in 1999, and the hotel opened for operation in 2002. The building footprint of the hotel itself is 17,509 square feet and contains 197 rooms spread across seven stories, a 6,000 square foot ballroom that could fit about 500 people, a lounge, and a restaurant complete with a bar. Additionally, the hotel included a guests-only gym on the first floor of the building. The hotel is next to the Patriot's War Memorial Theatre, which is next door and regularly hosts events such as Trenton's Art All Night celebration and various concerts and plays.

The original building design also included 20 meeting rooms as part of a 2-story conference center. The hotel's restaurant successfully attracted employees from the various government entities residing nearby. On a Friday evening during the early 2000s, it would not be uncommon to find employees of one of the various state agencies located in the city, such as the Department of Environmental Protection (DEP), the Department of Trenton's Arm and Hammer Ballpark Community Affairs (DCA), New Jersey's Superior Courts, or employees of Mercer County, as well as representatives from different state governments visiting N.J.'s capital, and members of the public in the hotel's bar enjoying their happy hour.

Additionally, the hotel was a convenient option for individuals visiting New Jersey's capital due partly to its proximity to the State Capital Complex located on East State Street and its close proximity to transportation hubs such as, the Trenton Transit Center (TTC) or the Trenton-Mercer Airport, providing guests with several travel options, both within Trenton and around the greater Tri-State area. Additionally, Trenton is one of the stops along the Acela line, connecting Washington, D.C., to Boston and stops in cities such as Baltimore, Philadelphia, and New York City.

Trenton is also located relatively close to academic institutions such as Princeton University, Thomas Edison State University, and The College of New Jersey (TCNJ) and Rutgers University. Moreover, the hotel's proximity to the Trenton Transit Center allows guests to easily travel to major cities such as Philadelphia and New York City. The hotel is within walking distance of Trenton's downtown district, the Old Barracks Museum, and the Trenton Battle Monument. Trenton also holds deep historical ties that date back to our Nation's founding, given the city's involvement with landmark events such as Washington's crossing the Delaware and the Battles of Trenton during the period known as the Ten Crucial Days.



The city also hosted a stop on the Underground Railroad at the Sampson Peter's House that helped escaped enslaved peoples travel north towards Canada. Trenton also played a critical role during American industrialization, with the city acting as a major hub for manufacturing goods used in several projects around the country. One such example is the Roebling Wire Works, which produced wires used in the Golden Gate Bridge when it was built during the Great Depression.

Existing Conditions:

Respondents should be aware that the hotel was last active in 2012 and has been underutilized in the years since. Respondents should be prepared to invest resources to modernize the interior of the property to meet the needs of today's consumers. Additionally, the property sits in Trenton's Downtown area, the development and revitalization of this area has been a key objective of the City's redevelopment efforts. The hotel is also located within walking distance of several key government buildings such as the New Jersey State Senate, the Richard J. Hughes Justice Complex, and the Mercer County Superior Court. This project also serves as an opportunity for a redeveloper to serve as one of the institutional anchors of Trenton's Downtown district. The first floor of the Hotel also includes space for a restaurant, it is the Administration's hope that the selected respondent will dedicate this space as a restaurant and bar with a valid liquor license.

Attractions and Destinations

New Jersey State Capital Complex- 0.4 miles

Patriot's Theatre at the War Memorial- 0.3 miles

Arm and Hammer Ball Park- 1.3 miles

Trenton Transit Center-1.1 miles

Princeton, New Jersey- 15 miles

Rutgers- New Brunswick Campus- 38 miles

Philadelphia, Pennsylvania- 28 Miles

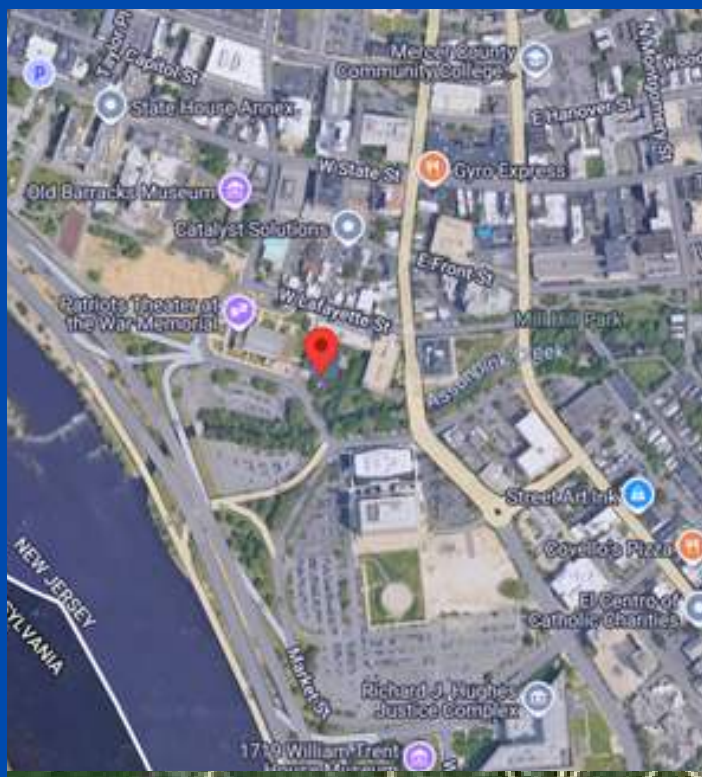
The College of New Jersey (TCNJ)- 4 miles

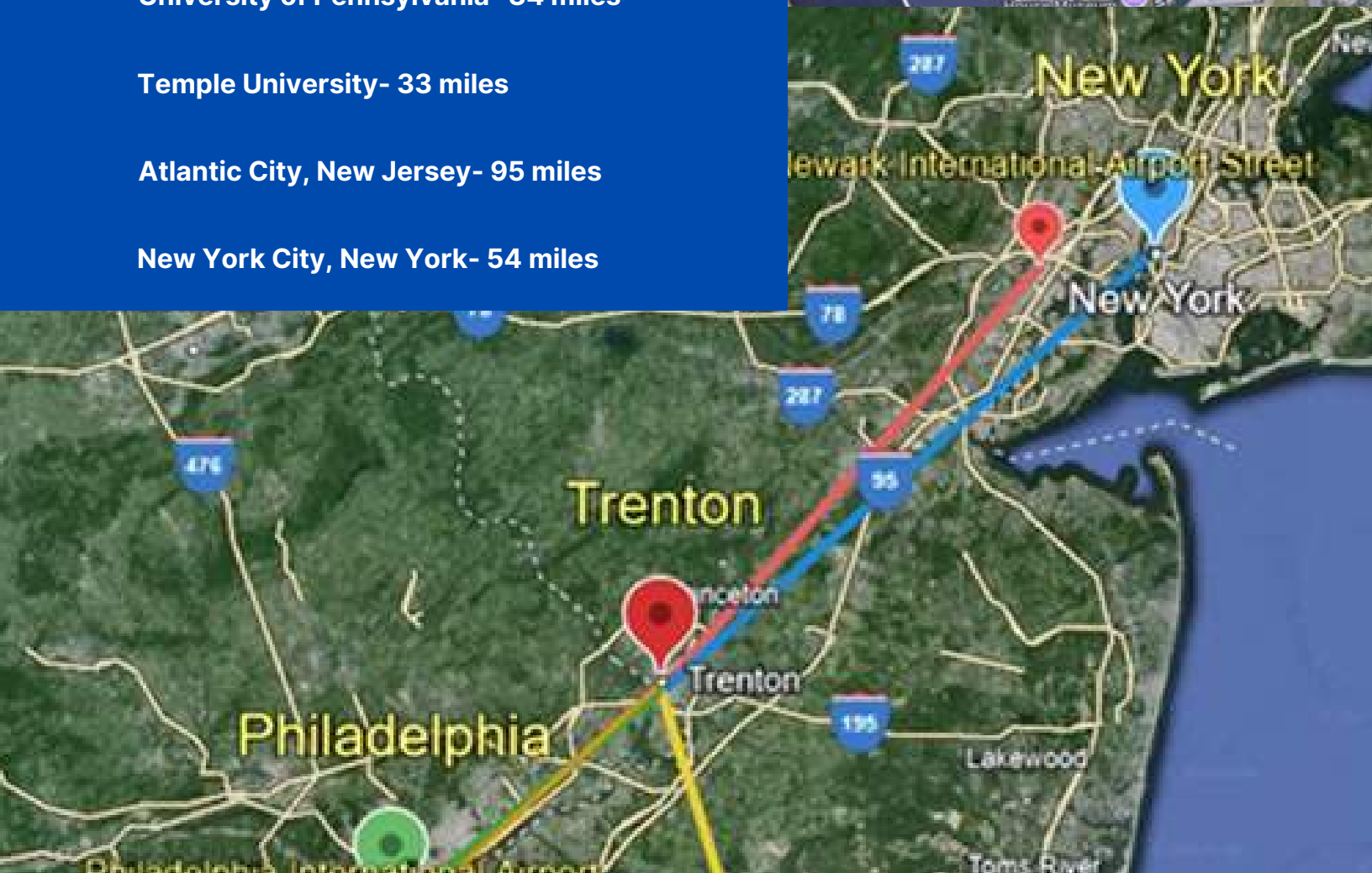
University of Pennsylvania- 34 miles

Temple University- 33 miles

Atlantic City, New Jersey- 95 miles

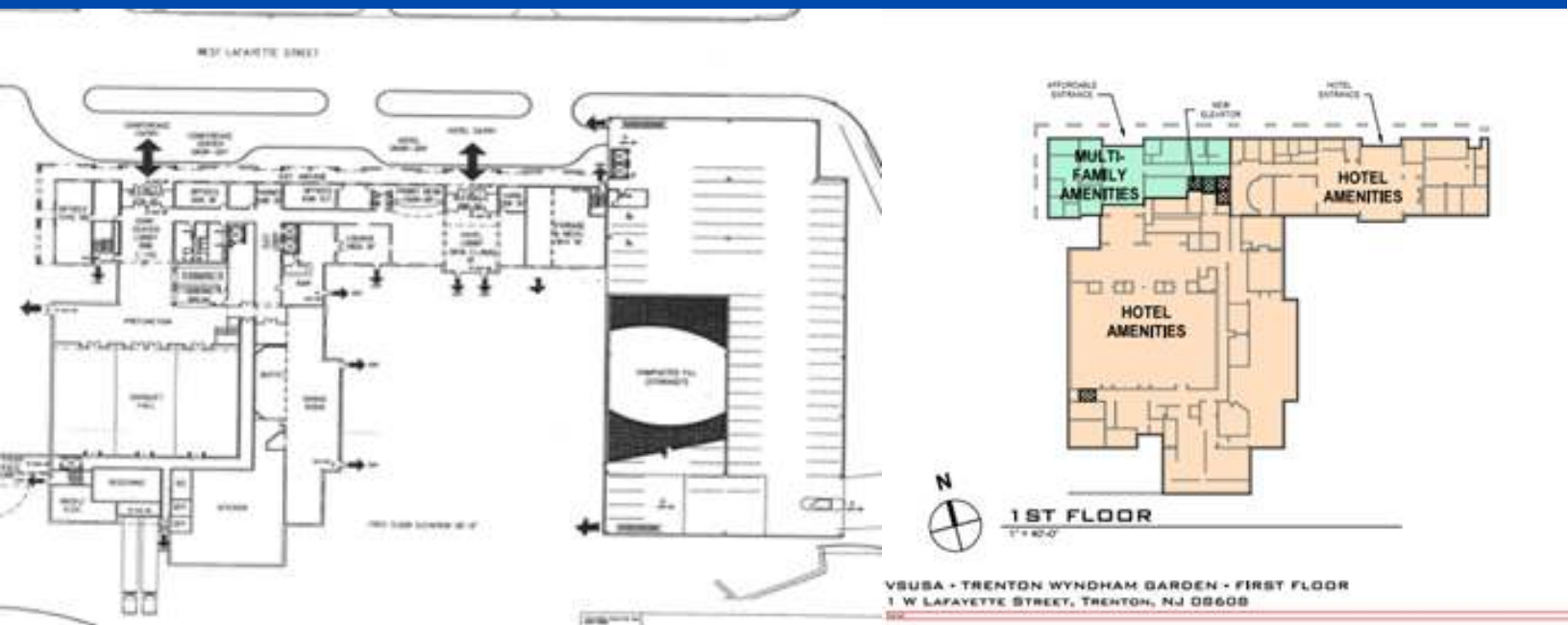
New York City, New York- 54 miles





Preferred Development and Design

The objective of this RFP is to find a master developer to revitalize and reopen the Hotel. The City is seeking interested parties who will undertake this project while simultaneously incorporating elements from the numerous redevelopment plans released by the City such as the John Fitch Way 1 Redevelopment Area Plan, the Trenton250 Plan, the primary goal of said plan being the revitalization of the downtown area. While there are 197 rooms, there was a consistent demand for 100 room nights. We expect that a new hotel would right size the hotel portion, while creating additional revenue streams with the remaining space—these additional revenue streams could be market rate residences, extended stays, retail options or other. The ideal use for this property would consist of a mixed-use building, such projects could potentially combine the functions of a right-sized hotel with market-rate residential units, while reserving space on the first floor for commercial spaces such as bars and resturants. Proposed projects should strongly consider using local contractors and labor during the revitalization process of the hotel. The ideal respondent will submit a proposal which successfully incorporates elements to align themselves with the City's redevelopment goals, hire Trentonians to staff their operation, and utilize local construction and labor when undertaking rehabilitation of the property. Respondents who successfully reopen a bar with a valid liquor license can successfully leverage events at the Patriot's War Memorial Theatre to attract increased business to the restaurant and bar.



RFP SUBMISSION REQUIREMENTS

General Requirement and Deadlines

Submissions will be accepted on a rolling basis until the City of Trenton has selected a suitable Respondent for the Lafayette Hotel. Delivery must be either by courier service or registered U.S. Mail to Trenton City Hall, Department of Housing and Economic Development (HED), Office of Director Arch Liston, 319 East State Street, Trenton, NJ 08608. Proposals must include ten (10) paper copies and one (1) electronic copy (USB drive format).
Any respondents with questions or interested in touring the property can contact Brian Weakliem at:
Bweakliem@trentonnj.org

The City shall not be responsible for the loss, non-delivery, or physical condition of submissions sent by mail or courier service. All submissions will become the property of the City and will not be returned to the Respondent.

Format of Proposals

The City requires a standard format for all proposals submitted to ensure that clear, concise, and complete statements are available from each Respondent in response to the RFP requirements. It is recommended that Respondents utilize headings, section numbers, and/or page numbers to organize their proposals. The City is not under any obligation to search for clarification through additional or unformatted information submitted as a supplement to the formatted proposal. Where a proposal contains conflicting information, the City at its option may either request clarification or may consider the information submitted unresponsive. Each Proposal submitted must contain, in sequence and with the appropriate heading, each of the following sections:

1. **Title Page**
2. **Table of Contents**
3. **Executive Summary**
4. **Background**
5. **Objectives**
6. **Project Proposal**
7. **Project Work Plan**
8. **Project Financing**
9. **Government Responsibilities**
10. **Key Personnel**
11. **Assumptions**

These required sections are further described and defined as follows:

1. Title Page

The Proposal must include a title page, which identifies the proposed project, the Respondent's firm, name of the Respondent's primary contact, Respondent's address, telephone number, fax number, and e-mail address.

2. Table of Contents

List the titles and page numbers for each major topic and sub-topic contained in the proposal, including the 11 required sections.

3. Executive Summary

A summary of the key points and highlights of the proposal should illustrate why the Respondent is best suited for the project.

4. Background

Include a brief history of the Respondent and how its experience is analogous to and qualifies it to meet the requirements of the RFP. The citation of specific projects that are currently being developed or have been completed in the past is strongly encouraged. The Respondent must indicate what type of business organization it is – e.g., corporation, partnership, sole proprietorship, limited liability company, or non-profit organization. If the Respondent is a subsidiary or direct or indirect affiliate of any other organization, it must indicate in its proposal the name of the related organization and the relationship. If Respondent is a partnership, it shall list the names of all partners. If the Respondent is a limited liability company, it shall list the names of all members. If the Respondent is a corporation, it shall list the names of those stockholders holding 10% or more of its outstanding stock.

5. Objectives

State what the Respondent believes to be the primary objectives for redevelopment of the Site. Respondents may choose to offer suggestions for alternative or additional objectives. A description of how to measure the achievement of objectives throughout the life of the project shall be included. The Respondent shall answer the following questions as well:

- Why is the respondent interested in developing the Site?
- What is the respondent's experience working on a similar project?
- What is the respondent's previous experience working with public sector partners and types of public-private partnerships?Especially within New Jersey or the Northeastern U.S.

6. Project Proposal

Include a detailed description of the Respondent's proposed project, including capital improvements, plans, elevations, renderings, CAD files, illustrative materials, etc., and how the proposed project satisfies the goals and objectives of the City and the Redevelopment Plan, as same may be amended. Respondents should highlight any risks they deem to be significant enough in nature that could delay or stop the proposed project. All proposals shall comply with the zoning and planning requirements of the Redevelopment Plan. Respondents should submit an estimated number of full-time and part-time employees their proposed project will employ, respectively, the positions these employees will fill, and the percentage of these employees that they expect to hire from the local community. The City may view more favorably proposals that will employ members of the community and contract with local businesses and suppliers to fulfill various project demands.

7. Project Work Plan

Provide a high-level project work plan, describing all proposed phases, activities, and tasks of the successful Respondent. Tasks that the successful Respondent would require of the City to complete the project should also be identified. The work plan should present key activities, milestones, dates, etc. necessary to deliver the proposed project. All assumptions that were made to complete the project work plan should be documented in this section. Respondents should submit a detailed capital/design timetable that clearly outlines proposed improvements and the anticipated commencement and completion date for these improvements (i.e., the expected duration of construction of each improvement).

8. Project Financing

Provide a detailed breakdown of the total of all projected development costs and the sources of all anticipated funds to meet those costs. This should include sufficient financial information to establish the approximate net worth and/or liquid assets available to the Respondent for the proposed project. This information should be in the form of certified financial statements showing assets and liabilities, including contingent liabilities. If equity financing is to be obtained from sources other than the Respondent, a statement should be submitted from such other sources indicating their willingness and ability to provide the necessary funds. The Respondent must clearly identify whether financial incentives are necessary to make the Respondent's proposal feasible.

The Respondent must state their detailed financial offer for the purchase of the Site (or portion thereof). The acquisition of the Site at the stated amount will be included as a material obligation of the successful Respondent in any Redevelopment Agreement. Financial offers must include: the total proposed acquisition price, proposed deposit amount, any conditions or contingencies to the acquisition, and whether any portion of a deposit is proposed to be refundable. Failure to include an offer to purchase the Site (or portion thereof) may result in rejection of the Respondent's proposal.

The City makes no representation as to the state of remediation of the Redevelopment Area or delivery of environmentally remediated property.

9. Government Responsibilities

The Respondent should specifically describe the expectations relating to the responsibilities and/or commitments the Respondent is expecting of the City throughout the life of the proposed project.

10. Key Personnel

Identify the proposed project team, stating exactly the role that each proposed team member will assume and detailing the qualifications for the role that the team member possesses. This should include the Respondent as well as attorneys, architects, engineers, contractors, builders, and financiers.

11. Assumptions

State any assumptions being made relating to any part of the proposal or project strategy.

Redevelopment Agreement

The successful Respondent (the "Redeveloper") will be required to enter into a Redevelopment Agreement with the City. Upon conditional designation as the Redeveloper, the successful Respondent shall enter into a Predevelopment Funding Agreement with the City to defray the City's expenses pending execution of the Redevelopment Agreement. The Redeveloper or its designee will be expected to execute a project labor agreement prior to or concurrent with the execution of the Redevelopment Agreement. The Redeveloper and its agents and/or contractors may be required to enter into other agreements if required by ordinance and as may be deemed necessary or desirable by the City to implement the project, including but not limited to a purchase and sale agreement.

Neither the City's acceptance of a proposal nor the City's conditional designation of successful Respondent as a Redeveloper will create any rights or obligations regarding such Respondent until the full execution of the Redevelopment Agreement. The City will have the option to terminate negotiation of a Redevelopment Agreement at any time without cause, including on the basis that the City is not satisfied with the progress of negotiations. The successful Respondent shall have no cause of action or right to damages arising from the termination of negotiations with the Respondent prior to the City's execution of a Redevelopment Agreement with the Respondent.

The Redevelopment Agreement is expected to follow the City's form agreement, including but not limited to the following terms, among others, subject to negotiation in consultation with counsel:

A. The Redeveloper shall adhere to the commencement date and completion date for the project, which the parties will establish in the Redevelopment Agreement.

B. The Redeveloper will be responsible for any costs incurred by the City in negotiating or administering the Redevelopment Agreement, as well as any other costs associated with the project, including, but not limited to, legal fees, engineering fees, architectural fees, fees of professional consultants, etc. This requirement will be included in both a Funding Agreement prior to approval and execution of the Redevelopment Agreement and the Redevelopment Agreement itself.

C. As conditions precedent to transfer of the Site (or portion thereof), the Redevelopment Agreement will require that the Redeveloper has submitted to the City, and the City shall have approved, the following: a) engineering surveys; b) final development plans, including Redeveloper specifications and bids (if applicable); and c) the Redeveloper's commitments for debt and equity capital in an amount sufficient to finance the acquisition of the Site and redevelopment of the Site in accordance with the approved plans.

D. The Redeveloper, upon transfer of the Site (or portion thereof), will pay all taxes and municipal charges (e.g., water and sewer) as and where applicable.

E. The Redeveloper, upon transfer of the Site, will be responsible for securing the Site and maintaining reasonable and necessary security within the Site and the immediate surrounding area.

F. The Redeveloper will be responsible for obtaining any and all necessary approvals, permits, and licenses for the construction and lawful operation of the project. This also includes any government approvals of the City of Trenton and the State of New Jersey.

G. The Redeveloper will affirm that it has sufficient financial resources to undertake the project.

H. During the construction of the project, the Redeveloper will be required to carry at least $5,000,000.00 in general liability insurance coverage and $2,000,000.00 in property damage liability insurance coverage, and replacement value in fire and casualty coverage, or such other insurances at such levels and from providers of such financial strength as are customary for similar projects in the surrounding area. The City shall be named as Additional Insureds on such policies.

I. The Redeveloper must comply with all City, State, and Federal laws relating to access for persons with disabilities

J. The Redeveloper shall be responsible for obtaining all required land use approvals, including preliminary and final site plan approvals

K. Inspectors from the City may visit the Site unannounced on business days between the hours of 8:00 a.m. and 5:00 p.m. to inspect operations and determine whether Redeveloper is in compliance with the terms of the Redevelopment Agreement

L. The Redeveloper shall acknowledge and represent to the City that, except as may be expressly provided in the Redevelopment Agreement to the contrary, the Redeveloper has not and will not rely upon any representations or warranties of the City, its agents, servants or employees, either written or oral, express or implied, as to the Site's value, use, conditions, quality, environmental condition, fitness for any particular use or any other representation whatsoever, it is agreed and understood that the Redeveloper would acquire the Site in its "AS IS" and "WHERE IS" condition, with all faults, including but not limited to any environmental concerns which may or may not be present within the Redevelopment Area. The City does not make any representations or warranties regarding the legal ability of the Site to be used for any particular use

M. The Redeveloper or its designee shall execute a project labor agreement (the "PLA"), if required by any applicable Trenton Ordinance, or any other applicable local, State, or Federal law, rule, or regulation. If applicable, a copy of the fully executed PLA shall be provided to the City within fourteen (14) days of the Redeveloper's receipt of a fully and unconditionally execution of the PLA by all applicable parties. The Redeveloper shall accept and be bound by the PLA and ensure that it has no commitments or agreements that would preclude its full compliance with the PLA.

N. Redeveloper shall be subject to certain transfer restrictions and shall agree to execute and record a Declaration of Covenants and Restrictions upon execution of the Redevelopment Agreement and acquisition of the Site (or portion thereof).

The City reserves the right to add, omit and/or amend the above terms prior to entry into the Redevelopment Agreement with the Redeveloper. Respondents, however, should assume that all of the above terms will be requirements of the Redevelopment Agreement for purposes of responding to this RFP.

Disclaimers:

A. Respondents are responsible for ensuring that responses to this RFP are compliant with all applicable Federal, State, and local laws, regulations, and ordinances.

B. Respondents acknowledge that the preparation and submission of responses are at their own risk and expense, and in no event may they seek reimbursement or contribution from the City..

C. In an effort to foster the timely redevelopment of the Site, each Respondent acknowledges that by submitting a response to this RFP, such Respondent waives its right to file or maintain, through itself or any other party with which it is affiliated, any action or proceeding challenging determinations made by the City pursuant to this RFP.

D. The successful Respondent must have sufficient monetary resources to provide for all predevelopment costs associated with the proposed project. The City will discuss, but not be obligated to, any additional funding to pay for predevelopment costs including, but not limited to, architectural and engineering fees, legal fees, environmental reports or testing, financing and syndication costs, and surveys.

E. Designation of a successful Respondent as redeveloper for the proposed project will not create any rights whatsoever in the successful Respondent until the execution by the City of a redevelopment agreement.

F. The City reserves the right to reject all submissions.

G. Any successful Respondent is required to comply with requirements of the Law Against Discrimination, P.L. 1975, Ch. 127, N.J.A.C. 10:5-31, et seq., the Affirmative Action Rules, N.J.A.C. 17:27-1.1, et seq., the Americans with Disabilities Act of 1990, 42 U.S.C. § 2101, et seq.