



RFQ Info Session #2
7/20/23 at 9:30 a.m.
Via Zoom

RFQ Solicitation #DDP-120-SG-23
120 S. Governor's Ave. Mixed-Use Project
Transcript Summary #2

ATTENDANCE: Karen Speakman, Jed Hatfield, Jed Bartlett, Joe Jakubowski, Jeff Spiegelman, Trip Ashley, Erin Cooper Barrett

CITY OF DOVER: Dawn Melson-Williams, Mary Ellen Gray

DDP STAFF: Diane Laird, Tina Bradbury, Jordan Resh

Laird opened the meeting and led introductions.

DDP Team:

- **Laird:** DDP Executive Director
- **Bradbury:** DDP Operations Manager
- **Resh:** DDP Office Administrator
- **Melson-Williams:** Principal Planner for the City of Dover Planning Office \
- **Gray:** City Planner for the City of Dover

Participants:

- **Hatfield:** President of Colonial Parking, Headquartered in Wilmington, DE. Experienced in parking planning for events in downtown Dover.
- **Speakman:** Executive Director of NeighborGood Partners, a housing and community development organization. Experts on low-income housing tax credits and can provide consulting to secure funding.
- **Bartlett:** Operations Manager at EDIS. Lifelong Dover resident.
- **Jakubowski:** Senior Consultant and Project Manager at Verdantas (formerly Duffield & Associates), an engineering, science, and environmental consulting company. Leads the southern Delaware team (Dover & Lewes offices) and has a background in civil engineering, soil foundations and construction.
- **Ashley:** EDIS, attended first meeting and attending again to learn more.
- **Spiegelman:** Agent with Commercial Moving Experience, a full-service commercial brokerage downtown with two clients interested in property and both have properties neighboring the properties. Also, State Rep of DE 11th District (northwestern Kent County and southwestern Kent). Assembly is on recess.
- **Barrett:** Commercial Moving Experience.

Bradbury: DDP owns 111 S. New St. in addition to 120 S. Governors Ave.

Laird: Updates will be available on downtowndover.com. No additional information sessions are anticipated. Questions about the RFQ are due July 25th. Subsequent questions not discussed in the call will be answered on downtowndover.com. The developer selection is aimed for Sept 20 with a vote by the Board of Directors Sept 25.



RFQ Info Session #2
7/20/23 at 9:30 a.m.
Via Zoom

An Expression of Interest survey is available on downtowndover.com so those interested in working on development contracts can be connected to the selected developer(s).

The RFQ suggested the DDP creates a public/private partnership with the selected developer. This is not a final decision, and respondents are encouraged to provide a suggestion for the best partnership structure, use of land, etc. The Board of Directors will vote on final decisions as recommended by the developer(s). DDP is working with DNREC Brownfield team to provide funding for assets and general cleanup if the site is identified as a Brownfield.

Additional sites will be included in the implementation of the master plan, but today's discussion is for 120 S. Governors Ave. Potential project sites include DDP and City owned, and the two are partnered in developing downtown.

The project plan for 120 S. Governors includes a grocery store, residential units, parking, and rooftop amenities. Large scale priority project two is 129 S. Governors Ave., envisioned as a multi-modal transit hub and residential space.

Bradbury: Brownfield studies will occur on this property as well and additional city owned properties.

Laird: A Zoom call video/recording and all updates on the RFQ will be made available on downtowndover.com. Questions about updates can be directed to Jordan@downtowndoverpartnership.com

Spiegelman: What is the timeline for phase 1 of the Brownfield studies? Do site plans exist?

Bradbury: 4-6 weeks to complete the initial Brownfield analysis. Previous site plans are not current but can be gathered.

Laird: Documents can be made available on the website.

Hatfield: Where is the additional parcel owned by the DDP?

Bradbury: Additional adjacent parcel is north of 120 S. Governors. Does NeighborGood Partners hold an additional parcel?

Speakman: No, NeighborGood Partners does not own that parcel. The city may.

Laird: The inquiry will be researched and can be updated on the website.

Speakman: Does the project have to be a grocery store?

Laird: The recommended project for the site was based on the "best use" determined by the master plan team, but the DDP is open to other ideas. The residential units with the grocery store should attract frequent shoppers, but other viable ideas will be considered too.

Bradbury: Previous study reflected the need for fresh produce and groceries in the downtown area.



RFQ Info Session #2
7/20/23 at 9:30 a.m.
Via Zoom

Melson-Williams: Three lots have frontage on S. New St. (to north of subject site) - the city owns a couple of the parcels, and the DDP owns one. The drawing has buildings depicted, but they are undeveloped sites.

Hatfield: If there was a way to get the three parcels on the development of the target property, that is a possibility?

Laird: Yes. If developers have ideas, they are encouraged to talk with Mary Ellen Gray or Dawn Melson Williams to receive information and clarification.

This site will be used as a pilot to continue advancing development projects from the master plan. The process should become more streamlined in time.

Jakubowski: Are there any issues with visiting the property? Or are there any site visits planned?

Bradbury: Notify in advance if visiting the property so the tenants, particularly the daycare, can be contacted.

Laird: If you want to visit the inside, the DDP can schedule a visit. The DDP can also assist in a visit to the site (outdoor).

Bradbury: There are two current tenants, a daycare that works into the evenings and an auto parts store that services chains. The auto parts store has experienced issues with bankruptcy but remained a consistent tenant. The lot also offers public and permit parking that is not meaningfully utilized currently.

Laird: Public/private partnership will help receive additional sources of funding. Projects that offer job opportunities could also provide additional funding and would be viewed favorably.