



**Lehigh Valley Industrial Park, Inc.**  
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## REQUEST FOR PROPOSAL (RFP) – MIXED INCOME RESIDENTIAL HOUSING DEVELOPMENT

Lehigh Valley Industrial Park, Inc.

### **General Information**

Lehigh Valley Industrial Park, Inc. (LVIP) was established in 1959 as a private, non-profit economic development corporation to expand the region's tax base, create new jobs, and diversify the local economy by developing industrial parks for new and expanding businesses. Since then, LVIP has been building high-quality, multi-use business centers that today are home to 500 companies and an estimated 24,000 employees.

Currently, LVIP is redeveloping 1,000 acres of the former Bethlehem Steel plant in Bethlehem, Pa. into a world-class business center known as Lehigh Valley Industrial Park VII (LVIP VII). While a developer of industrial park spaces, LVIP recognizes the need for varied housing opportunities in the City of Bethlehem and the Lehigh Valley region, specifically mixed-income residential units.

The City of Bethlehem was founded over 280 years ago by members of the Moravian Church. With the development of railroads, industrial opportunity attracted many working-class families to Bethlehem Steel, which employed an estimated 300,000 at its peak. Workforce homes were smaller in size and located in low-lying areas of the Lehigh River, Monocacy Creek, and other steep terrains. Most of the City housing was built pre-1939.

Today the City has an estimated 75,000 people, with nearly half of its households classified as low and moderate income. The 2020 Census indicates that this region is the fastest growing area in Pennsylvania with Bethlehem having some of the highest rental rates in the State.

### **RFP Goal**

The goal of this request is to identify a developer who will purchase 9.52 acres of land in LVIP VII, known as Lot 89, and construct a quality mixed-income residential housing development. Lot 89 will be sold fee simple by special warranty deed.

## **Property Details**

Municipality: City of Bethlehem

Tax Map: P7 22 2-4C-6

Zoning: Industrial Redevelopment District (IR) – current

## **Property Conditions**

Lot 89, LVIP VII, a prominent and highly visible parcel, contains 9.52 acres of flat to gently sloped land with vegetated cover. The property is located adjacent to S.R. 412 and bounded to the north by Crest Avenue, which has access via a right-in/right-out onto S.R. 412, and to the east by Feather Way. Access to Interstate 78 (exit 67) is available 0.1 miles to the south via S.R. 412.

All major utilities have been constructed to serve the lot. A site-specific utility location plan is included as an attachment to this RFP request.

The property is covered under a master NPDES plan and permit, and development of the parcel will require the applicant to submit a minor modification to the permit.

While the property is part of the former Bethlehem Steel Corporation lands, there are no environmental conditions associated with this property, therefore no environmental approvals are required.

The parcel is currently zoned Industrial Redevelopment (IR). Subject to the City of Bethlehem's approval of a developer and their project plans, the City of Bethlehem will assist LVIP and the selected developer to seek an amendment of the parcel's zoning to High Density Residential (RT), which will require approval from the Bethlehem Planning Commission and Bethlehem City Council.

The parcel is eligible for the City of Bethlehem Southside LERTA II and federal HOME subsidies.

## **Administrative Conditions**

The property is subject to certain protective covenants, known as the LVIP VII Interchange Tract Protective Covenants, attached hereto as an exhibit.

## Proposal Structure

Your proposal shall include the following:

1. Project Narrative
  - a) Description of the development plan for the site including number of units, number of buildings, walk-up versus lift served, and rentable square footage, amenities offered, and market rate versus affordable units.
    - 1) Identify breakdown of demographics of the population to be served by the affordable housing component including the distribution of Area Median Income (AMI) percentages that will be applied.
  - b) Explanation of project ownership (single owner, partnership, LLC).
  - c) Provide a description of the development group, including roles, responsibilities, and experience of each team member as well as any consultants and sub-consultants.
  - d) Prospective development timeline.
  - e) Demonstration of compliance with the protective covenants and all zoning requirements of the City of Bethlehem's High Density Residential (RT) zoning district.
  - f) Summarize the property management strategy to be employed with this project.
    - 1) Provide a description of the process used in tenant background checks.
    - 2) Detail proposed site management for the project including emergency site management procedures.
2. Relevant Development Experience
  - a) Brief description of similar projects completed and your role in these projects.
  - b) Information on the location of past projects, their type, cost, funding sources, status and any continued financial or operating interest in them.
  - c) Prior experience in residential multi-family marketing, leasing and/or property management.
  - d) Prior experience with the Commonwealth of Pennsylvania, PHFA, and federal housing subsidy programs.
  - e) Project photographs.
3. Financial Capacity
  - a) Demonstrate ability to finance the costs associated with project development.
  - b) Cite individuals and/or entities involved with development to include general or limited partners.
  - c) Present budget including sources and uses.
  - d) Provide explanation of developer's previous experience in attracting tenants/investors.

4. Design Proposal, Including Proposed Uses
  - a) Proposed design layout for each building proposed.
  - b) Architectural plans (façade rendering) for each building.
  - c) Comprehensive landscaping and lighting plan.
  
5. Project Timeline
  - a) Define the project development timeline to include:
    - Due diligence.
    - Financing.
    - Tax credit application.
    - Land development plan/submission.
    - Construction
    - Build out/phasing.
  
6. Price (Submit Separately)
  - a) State price offered for Lot 89 on a separate sheet.

#### **Selection Criteria**

A selection committee that includes representatives from LVIP and the City of Bethlehem will select a developer based on, but not limited to, the following criteria:

- a) Proposed development and investment.
- b) Experience completing similar residential development project(s).
- c) Compliance with local zoning and the LVIP Protective Covenants and Overlay District Design Guidelines.
- d) Quality of development. Development design and layout representative of a highly visible gateway property.
- e) Continuity of design among buildings.
- f) A confirmation that all tenants have the opportunity to enjoy the services and amenities offered.
- g) An integration of the development with the existing residential neighborhood on Crest Ave.
- h) Adequate buffering from adjacent industrial properties and transportation uses.
- i) Commitment to long-term ownership of the development.
- j) Price.

### **Proposal Selection Schedule**

RFP Issue Date	October 7, 2022
Site Tour	By Appointment
RFP Proposal Due-Date	November 18, 2022
Developer Interview	TBD
RFP Proposal Selection	After December 12, 2022

### **Response Submission Requirements:**

The response package must include eight (8) original copies and one electronic file copy and be submitted to:

Kerry Wrobel, President  
Lehigh Valley Industrial Park, Inc.  
1720 Spillman Drive, Suite 150  
Bethlehem, PA 18015  
[kwrobel@lvip.org](mailto:kwrobel@lvip.org)

### **Attachments:**

LVIP VII Interchange Protective Covenants  
AutoCAD base plan file for Lot 89  
PDF file for site utility connection  
City of Bethlehem Zoning Ordinance