

Round 2: Interview Questions

1. Please present a detailed overview of your financial proposal to MDHA, including any TIF or other public assistance being requested, with a special emphasis on the timing of the earliest transaction.
2. How do you plan on addressing short-term and long-term traffic and parking needs?
3. How does your proposal best respond and contribute to the character of Rolling Mill Hill?
4. Do you see an affordable housing component fitting into your proposal? If so, how would you define affordable housing?
5. For those proposals that include lot K; if lot K was no longer encumbered by a parking obligation, how would this impact the terms and timing of your proposal?
6. What is the current capacity of your development team? What other projects are currently in the pipeline?

Round 3: Final Interviews

Questions for Mathews

1. As discussed in the March 8, 2016 interview, increment may not be swept from other Rolling Mill Hill parcels with current TIF debt, even after the existing loans have been retired. How does this affect your proposal? Could the proposed garage behind the Trolley Barns be constructed without TIF?
2. When does your proposal anticipate receiving the proposed TIF amounts – at land closing or upon the construction start on each parcel? In other words, if the TIF loans closed simultaneously with each construction loan for Parcels K and I, how would that affect your proposal?
3. Are the proposed TIF requests for Parcels K and I intended solely for replacement parking or for other eligible costs and site improvements? Please be specific.
4. If we were to convey Parcel J to another developer at this time, to what extent would that affect your development plans and schedule?
5. Would you assume responsibility for negotiating with Asurion for a buyout or transfer of their parking lease commitment with MDHA?
6. Assuming the existing parking encumbrances on Parcel K are released, please outline the planned phasing/timeline for development of that parcel.
7. Do you have any requirements for access (lighted intersection or curb cut) to or from Korean Veterans Blvd. that would be a deal killer if not approved?
8. Please provide your development pro formas for the purpose of showing the estimated 10 percent carried interest portion of the proposed sale prices, including the proposed waterfall distribution.

Round 3: Final Interviews
Questions for Hensler/Eakin

1. Please confirm the structure of the proposed TIF:
 - a. Is it solely for replacement parking for Parcels K and I, or for other eligible costs and site improvements?
 - b. If solely for replacement parking, please confirm the estimated unit cost per replacement parking space.
2. Please provide your development pro formas for the purpose of showing the estimated revenue share from replacement parking.
3. Your written proposals call for the purchase of Parcels K and I within a year following execution of a Development Agreement, and a purchase option for Parcel J which may be exercised as much as five years later. Under what scenarios could you close sooner than 12 months? Could you propose an earlier closing date? Would you consider non-refundable deposits for the purchase of these Parcels?
4. If Parcel J is excluded from sale at this time, how would this affect your planned phasing/timeline for the development of Parcels K and I, and how would you address the parking requirements for Asurion and the Trolley Barns during construction?
5. Would you assume responsibility for negotiating with Asurion for a buyout or transfer of their parking lease commitment with MDHA?
6. Do you have any requirements for access (lighted intersection or curb cut) to or from Korean Veterans Blvd. that would be a deal killer if not approved?