
William Fisher
Chief Executive Officer

Request for Qualifications
for
Barber-Scotia College Campus

Issue Date: November 2, 2017

Due Date: 5:00 p.m. (EST), Wednesday, December 20, 2017

Rice Capital Access Program ("RCAP") in its capacity as the Designated Bonding Authority ("DBA") for the United States Department of Education Historically Black Colleges and Universities Capital Financing Program is issuing this Request for Qualifications ("RFQ") to obtain responses from real estate developers, institutional landholders, construction entities, joint ventures, and other members of the development community that are potentially interested in acquiring all or portions of the Barber-Scotia College (the "College") campus, located in Concord, NC. Preservation of the College's history and chapel and complementation of the surrounding neighbors are essential considerations for approval.

Interested development organizations should submit a response via both e-mail and hard copy by 5:00 p.m., Wednesday, December 20, 2017.

Background: City of Concord, NC

The City of Concord, North Carolina (the "City"), is the county seat of Cabarrus County and had a population of 89,891 in 2016. Located 23 miles northeast of Uptown Charlotte and directly served by Interstate 85, Concord is the second largest city in the Charlotte Metropolitan Area and is the eleventh largest city in North Carolina. Selected as an All-America City in 2004, it is home to two major tourist destinations, the Charlotte Motor Speedway and Concord Mills Mall.

Multiple sources have named Concord among the top 10 fastest growing cities in the country. The City was ranked 38th among best places to live in 2017, and in 2015, Concord was ranked as the city with the 16th fastest growing economy in the United States.

Downtown Concord has been a participant in the North Carolina Main Street Program since 1990, and during the last 26 years has experienced over \$180 million in combined public and private sector investment in the Downtown Concord Municipal Service District (the "MSD"). The MSD is managed and supported by the Concord Downtown Development Corporation, a 501c6 non-profit economic development organization that specifically manages the Downtown Concord MSD.

The total square footage of space within Downtown Concord's built environment is slightly over one million square feet. While modest in size, Downtown Concord has a vast array of offerings within a few city blocks:

- The Cabarrus Arts Council and the Concord Museum, both located in the Historic Cabarrus County Courthouse
- Two National Register historic districts in Downtown
- Two live theatres
- Four galleries
- Memorial Garden, with over four acres of landscaping, statuary, fountains and historic grave markers (privately owned by the First Presbyterian Church)
- Carolina Courts, a 47,000-square-foot indoor sports facility that features youth sports tournaments, specializing in basketball and volleyball (\$4 million investment in Downtown Concord in 2013)
- An eclectic collection of shops, restaurants and meeting venues

In 2013, Downtown Concord was the recipient of the North Carolina Great Main Street Award presented by the North Carolina Chapter of the American Planning Association. In the summer of that year, UNCTV featured Downtown Concord on *North Carolina Weekend*, immediately resulting in increased foot traffic from day-trippers visiting from around the region.

Concord is easily accessible by bus, train or airplane. It is in close proximity to Douglas International Airport and the City of Charlotte, North Carolina.

History: Barber-Scotia College

Barber-Scotia College was founded as Scotia Seminary in January 1867 by Reverend Luke Dorland who was commissioned by the Presbyterian Church, U.S.A., to establish an institution for the training of Negro women in the South. A survey of situations and needs resulted in the selection of Concord, North Carolina, as the school's location. Scotia Seminary provided a program of elementary, secondary and "normal" education.

The original purpose of the College was to prepare students to become teachers and social workers. Accordingly, subjects classified as normal, academic and homemaking were offered in a manner to qualify for state certification as well as collegiate level studies. The mission of the College has always focused on Total Student Development (TSD), as etched in the Faith Hall cornerstone: *For Head, Hand and Heart*.

The institution's second period of academic development came in 1916 as the name was changed to Scotia Women's College. In 1930, Barber Memorial College of Anniston, Alabama, merged with Scotia Women's College. The present name, Barber-Scotia College, was adopted in 1932.

Rating and accreditation by this time had become a point of great urgency in education in the South, and four years after the merger of Scotia with Barber, the Southern Association of Colleges and Secondary Schools granted Barber-Scotia approval as a Class "A" junior college. Eight years later, the Board of National Missions took action to support fully a four-year program for the College, and in 1945, the first class to be granted a Bachelor's Degree was graduated. The North Carolina Board of Education granted the College a four-year rating in 1946, which made it possible for graduates who planned to teach to receive the "A" Certificate.

On April 4, 1954, the charter of Barber-Scotia College was amended to admit students without regard to race or sex. Shortly thereafter, the College was admitted to full membership in the Southern Association of Colleges and Schools. The College was accredited to award Level II degrees (Bachelor of Arts and Bachelor of Science).

Barber-Scotia College is located on Cabarrus Avenue West and Corban Avenue in Concord, North Carolina, just four blocks from the square. Concord is in the heart of the Piedmont section of North Carolina, almost midway between Washington, D.C., and Atlanta, Georgia, on U.S. Highways 29, 29A, and 601, Interstate 85, and State Highways 49 and 73. It is 125 miles from the state capital, Raleigh; within a few hours' drive from the Blue Ridge Mountains and the Great Smoky Mountain National Park to the west; and near beach resorts of the Atlantic Ocean to the east. Charlotte, a cultural and recreational center, is only 20 miles away.

Scope of Work

RCAP, in its capacity as the DBA for the U.S. Department of Education Historically Black Colleges and Universities Capital Financing Program, is seeking a qualified Development Group to provide RCAP with a comprehensive development strategy that addresses the needs of the surrounding commercial, office and residential neighbors and the City of Concord as a market for redevelopment while meeting the increasing demands of this growing suburb of Metro Charlotte. The qualified developer shall, at a minimum, meet the following qualifications:

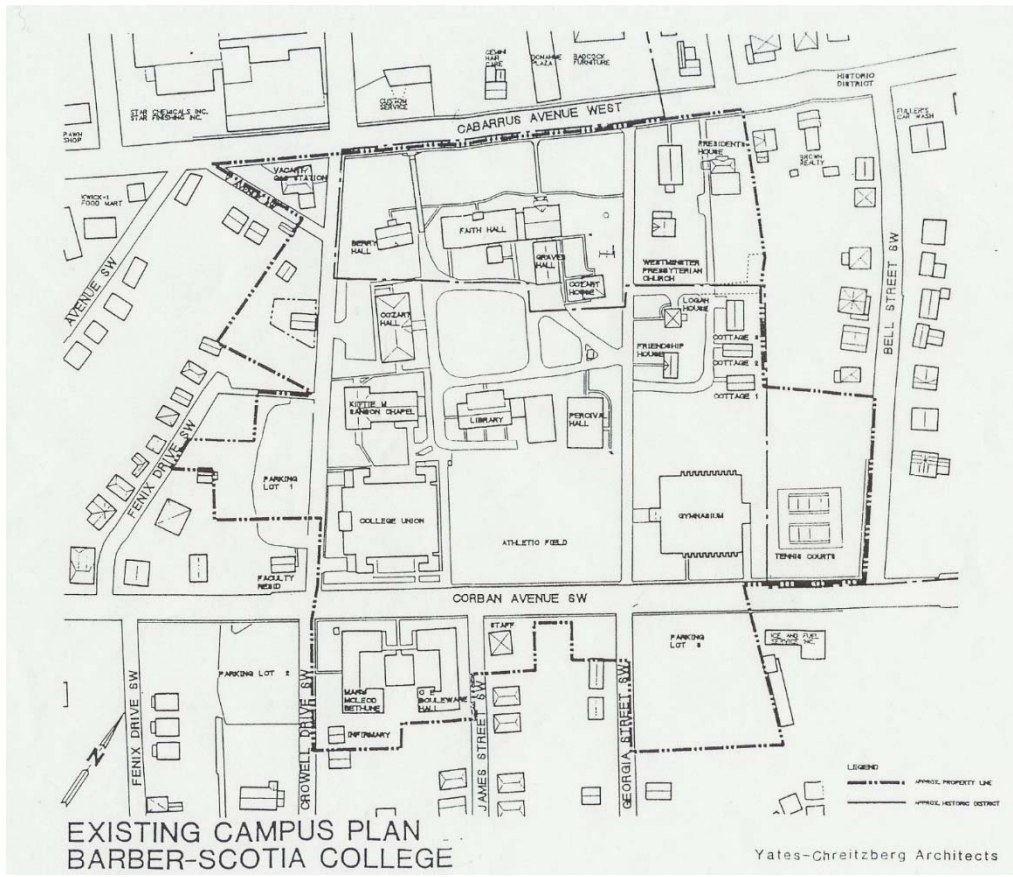
1. Demonstrate understanding of the needs of the City of Concord and its agencies.
2. Demonstrate capability to develop creative and innovative ideas in relation to the Barber-Scotia College campus. (Case studies are acceptable.)
3. Demonstrate relevant experience, expertise and financial viability regarding the development on existing landmarks.
4. Provide a plan of development for the Barber-Scotia College campus, including diagrams, plans, etc.
5. Fully describe the firm's legal entities, including subsidiaries and affiliate companies.
6. Provide the names and contact information of three individuals who can serve as references.

Campus of Barber-Scotia College

Located in Concord, North Carolina, Barber-Scotia College is just a few blocks west of the historic commercial sector of the City. The College is surrounded by residential neighborhoods, comprising both low-income, modest and upper-income housing. The campus of the predominantly black institution consists of approximately 23 acres of modestly landscaped grounds and numerous buildings, of which three are listed on the National Register of Historic Places. There are two dormitories on the campus, Faith and Graves Halls.

The entire campus, with the exception of two small, unbuildable parcels, is currently zoned Office/Institutional. There has been mention of potential future flexibility in the zoning on the Land Use Plan to a possible Mixed Use node.





Questions

The deadline for questions is November 30, 2017. Questions must be submitted in writing to William Fisher at Rice Capital Access Program, LLC: william.fisher@ricefin.com. Interested firms must not contact the City of Concord regarding this RFQ. Violating this provision may result in disqualification. Responses to all questions will be sent to all respondents receiving this RFQ and can also be obtained from William Fisher at william.fisher@ricefin.com.

Tours

Tours of the campus and buildings are available upon request. Please email William Fisher at william.fisher@ricefin.com if you are interested in receiving a tour. RCAP will coordinate with the College to arrange the tours.

Response Requirements

Please limit your response to 30 double-sided pages on 8 1/2" x 11" size paper, single-spaced in no smaller than 11-point type. Proposals must be signed and stapled, not bound in any other manner. Transmittal letters, tables, fold-out exhibits and appendices will not be counted against the page limit.

Please e-mail your response to this RFQ to William Fisher, william.fisher@ricefin.com. Additionally, please deliver one hard copy of your response to William Fisher at Rice Capital Access Program, LLC, at the address

below. **Both the hard copy and electronic responses must be received no later than 5:00 p.m. (EST), Wednesday, December 20, 2017.**

Address: Rice Capital Access Program, LLC
1075 Peachtree Street, NE
Suite 3650
Atlanta, GA 30309
Attn: William Fisher

Costs

RCAP will not reimburse any individual or firm for any costs associated with the preparation or submittal of any response to this RFQ or for any travel and/or per diem incurred in any presentation of such responses. Costs that are not specifically identified in the respondent's submissions, and accepted by RCAP as part of a contract, will not be compensated.

Right to Reject

RCAP reserves the right to reject any and all responses to this request, to waive any minor informality in a response or to request clarification of information from any firm responding. RCAP reserves the right to amend or cancel this RFQ at any time. All responses and their contents will become the sole property of RCAP upon receipt.