



Triangle Mobility Hub Joint Development Request for Qualifications

RFQ Release Date: August 12, 2024
Response Deadline: November 8, 2024

Questions about this RFQ should be directed to
Carolyn Coia, Vice President of Real Estate, at TMH@rtp.org



Project Summary

The [Research Triangle Foundation of North Carolina](#) (RTF), administrator of the Research Triangle Park (RTP), and [GoTriangle](#), the Triangle's regional public transportation provider, are seeking to enter joint development agreements with a qualified development team for the development of the Triangle Mobility Hub (TMH). Situated within RTP, TMH will contain GoTriangle's publicly-funded relocated Regional Transit Center and, subject to the RTP 3.0 long-range planning and RTP rezoning initiative, include a robust privately funded mixed use development program. Experienced teams are invited to respond confidentially to this request.

The site is a 19.3-acre assemblage containing two parcels (REID [157814](#) and [157830](#)), located at the intersection of NC-54 and the North Carolina Railroad (NCRR) near S. Miami Boulevard. Just three-quarters of a mile from [Hub RTP](#), RTP's new downtown, the site is poised to be a critical component of a multi-modal, transit-oriented corridor along NC-54. This project builds on RTP's robust, 50-year planning initiative, RTP 3.0, and capitalizes on future zoning and land use changes in RTP. To assist in the construction of the new regional bus facility at the site and other transportation infrastructure components, [GoTriangle was recently awarded \\$25 million](#) from the US Department of Transportation through their highly competitive RAISE grant program. Receipt of this [RAISE grant](#) demonstrates not only the federal government's belief in the project, but also the commitment of local and regional partners to the project's success. The TMH site is also adjacent to [proposed bus rapid transit service](#), the planned [Triangle Bikeway](#), and a future potential passenger rail station on the [Amtrak Piedmont route](#).

RTF and GoTriangle are seeking an experienced development team that can successfully deliver:

1. A publicly-funded transit center and associated public improvements; and
2. A privately-funded robust mixed-use development program that is successfully integrated (vertically, horizontally, or both) with the new transit facility on the TMH site.

The selected team will also advise RTF on the optimal program for the site and help RTF achieve its goal of transforming key locations in RTP into vibrant, transit-oriented, mixed-use centers while supporting GoTriangle's goals for increased transit ridership.

About the Research Triangle Foundation

RTF is a 501(c)(4) nonprofit incorporated in North Carolina. Since its founding in 1959, RTF has maintained the same mission that drives and guides its activities as a nonprofit focused on economic development for North Carolina:

- Facilitate collaboration between the Triangle universities.
- Promote cooperation between universities and industry.
- Create an economic impact for residents of North Carolina.

As stewards of the RTP, RTF leads the Triangle in creating a thriving business environment, promoting economic development, and facilitating strategic partnerships that benefit our region and state. Through its commitment to fostering connections, environmental stewardship, innovation and collaboration, RTF invests in programs that cultivate vibrant communities within RTP.

The development team's output should reflect RTF's commitment to high-quality, distinctive design and RTP's history at the center of innovation and growth in North Carolina.

About Research Triangle Park

RTP is a 7,000-acre research park that was created in 1959 to promote the establishment and maintenance of research or scientific laboratories and other facilities in North Carolina, primarily in, but not limited to, the geographical area or triangle formed by the University of North Carolina at Chapel Hill, North Carolina State University, and Duke University. The original purpose of RTP was to create jobs for the citizens of North Carolina, particularly graduates from the state's universities, and to promote collaboration among the state's three top research universities.

RTP is located in the heart of North Carolina at the center of the region that has come to bear its name – the Research Triangle. An internationally recognized RTP is home to more than 375 companies and 55,000 employees. RTP generates roughly \$6 billion a year in research expenditures and is home to more than 3,000 patents. Virtually all of the 7,000 acres in RTP are owned, and have been developed by, individual companies or landowners. Current zoning regulations and covenant restrictions limit land uses, densities, and development intensities in RTP, resulting in an auto-oriented, low-density development pattern on company campuses.

About Research Triangle Park (continued)

These existing development patterns and the challenges they now present are a key reason for RTP's pursuit of RTP 3.0 to modernize RTP and position RTP for continued future success. RTP is located in two counties: Durham and Wake, with the majority of RTP's land (approximately 80 percent) located in Durham County. A contextualized map of RTP is included as Appendix A.

About GoTriangle

Chartered by the State of North Carolina in 1989, GoTriangle is a regional public transportation authority operating primarily in Durham, Orange and Wake counties. GoTriangle operates regional bus and shuttle service, paratransit services, ridematching and vanpools; provides commuter resources and an emergency ride home program; and is home to the GoTriangle Regional Information call center for the Raleigh-Durham-Chapel Hill area including Apex, Cary, Chapel Hill, Durham, Garner, Hillsborough, Knightdale, RDU International Airport, Raleigh, RTP, Wendell, Wake Forest and Zebulon.

GoTriangle currently operates 16 regional and express bus routes throughout its service area, with its core regional bus network connecting RTP to Raleigh, Durham, Chapel Hill, and Cary operating every 30 minutes all day Monday through Saturday and hourly on nights and Sundays. GoTriangle's short range transit plan adopted in January 2024 proposes to increase the amount of service GoTriangle provides by more than 50% over the next five years with local funding committed in the Durham, Orange, and Wake transit plans.

This project will be GoTriangle's second joint development undertaking using federal funds to construct a transit facility with a private development partner. GoTriangle's successful Raleigh Union Station Bus Facility project, which will be part of a vertically integrated mixed-use building, is currently under construction in downtown Raleigh's warehouse district and is on schedule for delivery in 2025.

Development Context

The Research Triangle region is one of the fastest growing regions in the country. From 2010 to 2020, the combined population of the Raleigh and Durham metropolitan areas grew from 1.6 million to a little over 2 million, a nearly 25 percent increase. The booming economy continues to attract top-tier talent. Job growth in the Triangle outpaced job growth nationally in 2023, and the number of workers employed in the highly paid tech sector increased by 24 percent in the past 5 years alone. The population in the Triangle is younger, better educated, and higher paid than national averages. Between 2020 and 2023, the Triangle region attracted more than 31,800 new jobs and \$18.2 billion in investments.¹ RTP is the largest research park in the world and is the heart of the Triangle. It is home to many major employers and industry leaders including, IBM, Cisco, Biogen, Fidelity, and Eli Lilly, as well as a lively start-up community.

¹ CBRE Raleigh, "Why Raleigh-Durham?" 2024.

Hub RTP

RTF is the master developer of RTP's first mixed-use center at [Hub RTP](#). Breaking ground in September 2020, Hub RTP is located on land that was specifically rezoned in 2014 to allow for mixed-use development and greater density. A \$1.5 billion, 44-acre development at the intersection of Davis Drive and I-40, Hub RTP will include two million square feet of office, residential, retail and hotel space, as well as 16 acres of green space, including an existing stormwater creek that has been converted into an outdoor recreational feature connected to the RTP trail system. Entitlements are in place for future phases of development at Hub RTP, for an ultimate build-out of more than six million square feet of mixed-use space.

Development Context (continued)

RTP 3.0: RTP's Urban, Mixed-Use Future

Building on momentum from Hub RTP, RTF is currently working on a robust long-range planning effort, RTP 3.0. RTP 3.0 aims to address challenges faced by many business parks and office-anchored developments nationwide: the emergence of hybrid work, a challenging office market, and increased demand for amenitized work environments. Rapid and intense growth pressures in the Triangle region necessitate a new approach to land use governance and zoning within RTP, so that traditional suburban corporate campuses can be transformed into mixed-use, live-work-play communities for the region's growing population. RTF is collaborating closely with RTP companies and government partners to revise applicable land covenants and zoning to allow for denser, mixed-use development in RTP. As RTP's first transit-oriented development, the TMH will be a crucial component of RTP's long-range vision for a more connected, livable, and vibrant RTP.

RTP 3.0's core goal is to shift development in RTP from a single type of land use – a traditional suburban corporate campus – to multiple land use typologies that are supportive of research and development activities. RTP 3.0's new land use typologies have been carefully crafted through three years of work and extensive research into emerging trends in business parks and innovation districts nationally and globally. Based on the culmination of this work, RTP 3.0 would introduce the following new development options to RTP:

- 1. Mixed-Use Node:** This development type follows the precedent set by Hub RTP, fully envisioning a dense, urban, live-work-play environment. RTF expects the transit-oriented development (TOD) at the TMH site to fall into this new development category.
- 2. Residential Neighborhood Development:** This development type would involve the construction of new residential neighborhoods in RTP. These neighborhoods would be required to be constructed following traditional design principles popularized in recent decades by New Urbanism. Requirements for these developments would include the incorporation of a town center with supportive retail and commercial uses. No single-family homes will be allowed; the lowest density residential will be townhomes and duplexes. Of RTP's ~7,000 acres, only ~490 acres will be allowed to develop under this development type.

RTP 3.0: RTP’s Urban, Mixed-Use Future (continued)

- Enhanced Corporate Campus:** This development type would allow existing suburban corporate campuses to densify over time through a higher building-coverage or lot-coverage ratio and the addition of currently prohibited uses, such as retail and non-research commercial uses. In some cases, workforce or other supportive housing uses may be allowed in this typology.

Additional information about RTP 3.0 is summarized in Appendix B.

Triangle Mobility Hub & RTP’s Future Growth



Figure 1. Triangle Mobility Hub site context along the NC-54 corridor through RTP.

The TMH is strategically located along many major infrastructure investments in the region, including the [Triangle Bikeway](#), planned [bus rapid transit service](#), and a future potential passenger rail station on the [Amtrak Piedmont route](#). These multi-modal investments will further connect RTP employees and future RTP residents not just to cities within the Triangle, but also to cities throughout North Carolina and the Northeast. The TMH is at the center of RTP 3.0’s planned TOD corridor along NC-54 that would capitalize on these investments to build a lively, mixed-use node within RTP.

Triangle Mobility Hub & RTP's Future Growth (continued)

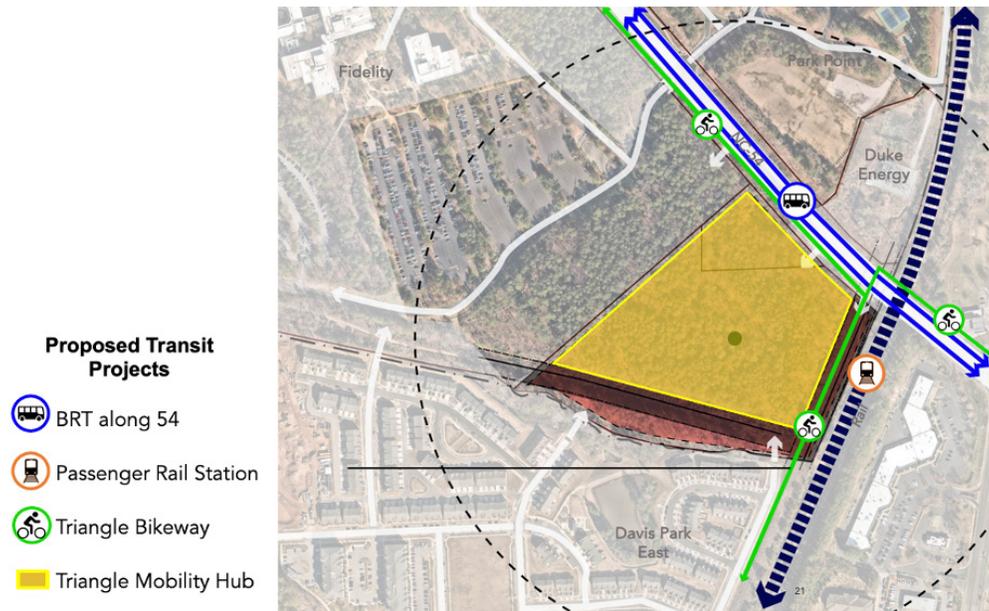


Figure 2. Triangle Mobility Hub site context, with planned and prospective future multimodal investments highlighted.

Development Opportunity

The TMH is a 19.3-acre assemblage containing two parcels (Durham REID [157814](#) and [157830](#)), located at the intersection of NC-54 and the NCRR right-of-way near South Miami Boulevard. The property is a 10-minute drive from Raleigh-Durham International Airport, 15 minutes from Downtown Durham, and 25 minutes from Downtown Raleigh.

Publicly-Funded Regional Bus Facility

At the core of the proposed program for the TMH site is the proposed regional bus facility itself. The public facility is fully funded and is anticipated to be the first phase of development on the site.

This facility will replace [GoTriangle's existing Regional Transit Center](#) located approximately one mile from the TMH site. The current facility serves 500,000 annual transit passenger trips on seven bus routes, and connects with two micro-transit services, paratransit, and park-and-ride.

GoTriangle was recently awarded a [\\$25M USDOT RAISE grant](#) to support design and construction for relocation and expansion of the transit facility and delivery of associated public improvements,

with other federal and local dollars committed to support more than \$50M of publicly-funded infrastructure on the site. GoTriangle intends to enter into an agreement with the selected development partner to deliver the public component of the TMH project in a manner consistent with FTA Circular 7050.1C and federal requirements as applicable to the project. More information about the federal contracting requirements anticipated to apply to the public component of the project is included in Appendix C.

The new regional bus facility is proposed to be a minimum of 12 total bus bays, with a preference for 14 total bus bays. Of these, four need to be 60-foot bus bays while the remainder can be 40-foot bus bays. RTF and GoTriangle expect the selected development team to engage substantively in identifying how best to integrate the regional bus facility into the overall site design. Additional discussions among RTF, GoTriangle, and the selected development team are needed to address additional site design considerations related to the bus facility, including but not limited to:

- Transit signal locations for ingress/egress from NC-54, including the possibility of a restricted transit-only access signal; this item will additionally require discussions and negotiations with NCDOT.
- Siting and location of bus facility elements, such as a pick-up/drop-off area, park-and-ride, indoor customer service facility, restrooms, and other such facility elements.
- Anticipated bus facility connectivity to a future passenger rail station.
- Bus facility connectivity to the Triangle Bikeway and additional bicycle and pedestrian facilities.

Prior studies completed by RTF and GoTriangle have identified preliminary locational options for the regional bus facility within the TMH site. Two concepts – one with the regional bus facility located parallel to NC-54 and the other with the regional bus facility parallel to the NCRR right-of-way – have been advanced for further discussion and evaluation through schematic design, currently being carried out by Kimley-Horn under contract to GoTriangle. These two locational concepts are shown in the site diagrams on the next page.

Publicly-Funded Regional Bus Facility (continued)

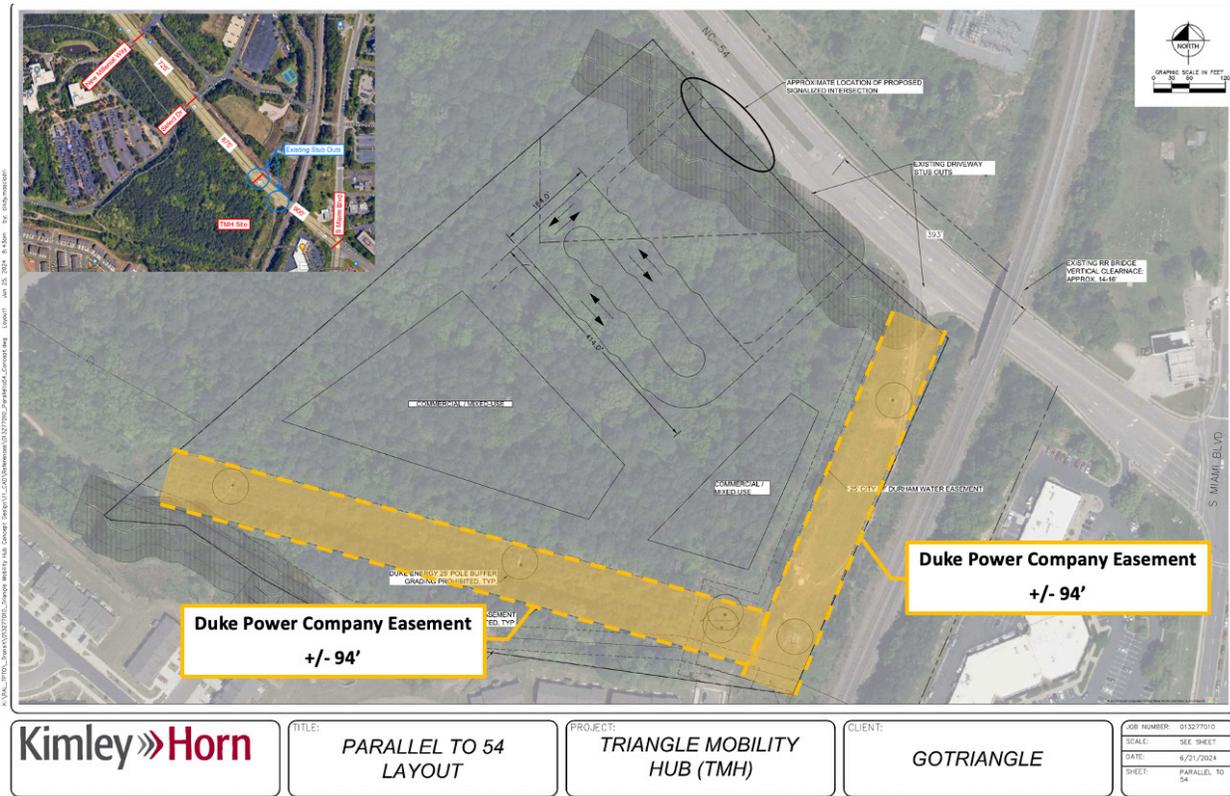


Figure 3. Conceptual site layout showing the bus facility footprint located parallel to NC-54.

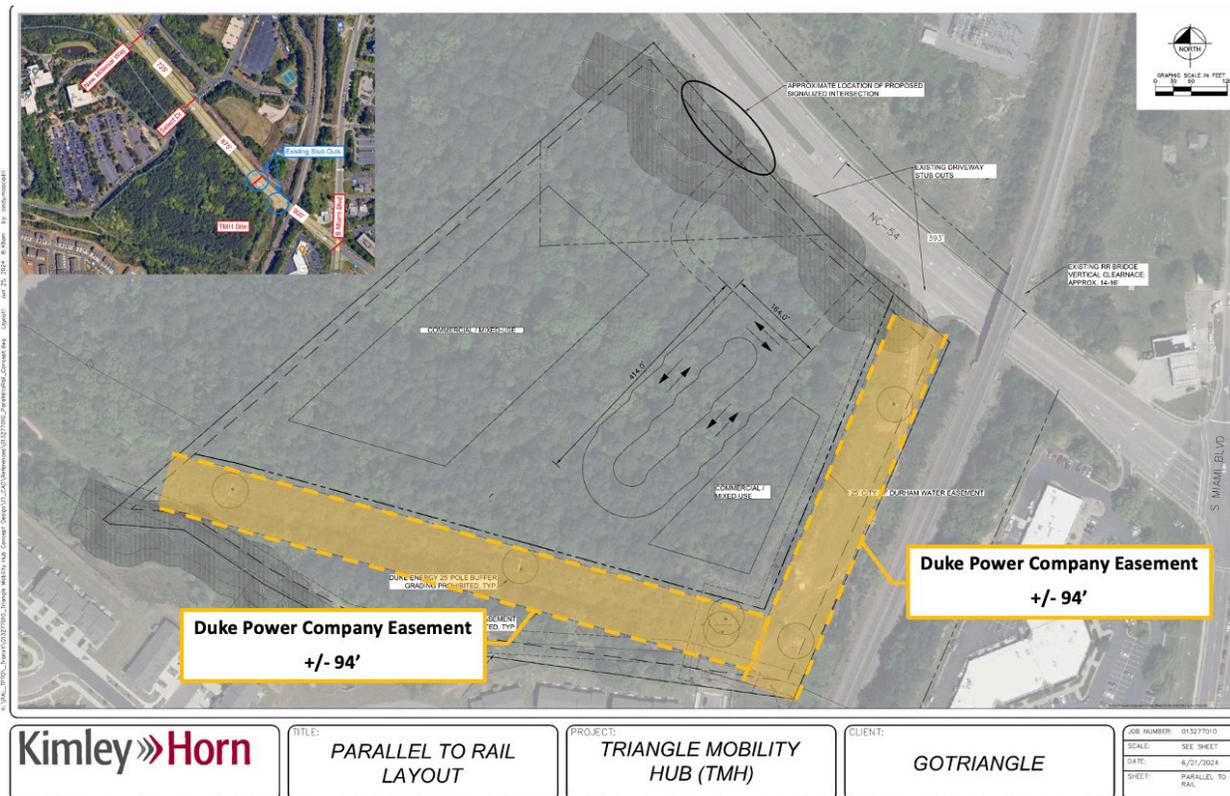


Figure 4. Conceptual site layout showing the bus facility located parallel to the railroad.

Publicly-Funded Regional Bus Facility (continued)

RTF is open to other locational options proposed by the team selected from this RFQ should there be compelling reasons that these preliminary site concepts are not optimal from either a site development perspective or a transit operations perspective. RTF is particularly interested in working with a development team with prior transit experience who can effectively weigh the various needs of transit operations and site development and make compelling recommendations for optimal site design.

Site Context

The site is currently undeveloped. Duke Energy maintains two 94-foot transmission easements on the property on the eastern and southern edges of the property that may impact development on the site. A successful development team will coordinate with Duke Energy to work creatively within the easement boundaries. The property is abutted by Fidelity Investments to the west, the NCRR to the east, and a residential development (located outside of RTP) to the south.

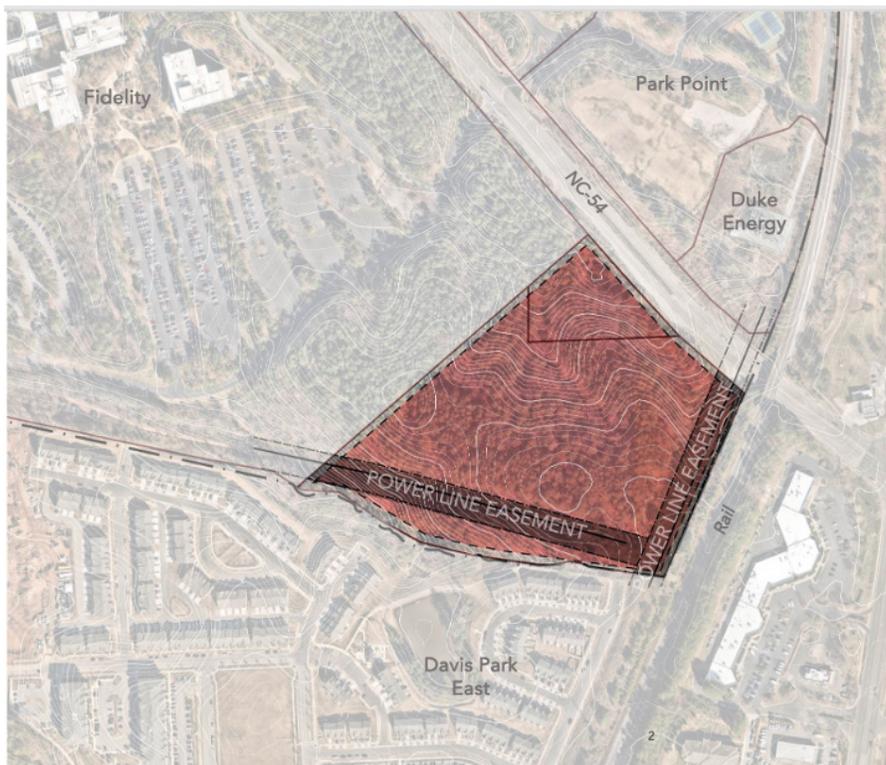


Figure 5. Power line easements shown on the Triangle Mobility Hub site.

Zoning and Land Use

The TMH site is currently zoned [Office and Institutional \(OI\)](#) in Durham County but is anticipated to be rezoned as a part of the RTP 3.0 long-range planning effort. The revised zoning will allow for mixed-use development, greater densities, and greater intensities on the TMH site and throughout RTP when enacted. RTF is in current discussions with RTP companies and Durham County about the RTP 3.0 effort and anticipated RTP rezoning. The rezoning is anticipated to be adopted by Durham County by early 2025.

Additionally, land uses on the site are currently subject to the [Amended and Restated Conditions, Covenants, Restrictions and Reservations Affecting the Research Triangle Park](#). Revisions to these covenants to support mixed-use development on the TMH site, as well as elsewhere throughout RTP, are currently under development and consideration. It is anticipated that revised covenants will be enacted by the end of 2024 to facilitate RTP 3.0 implementation and thus allow a full mixed-use development program to be implemented on the TMH site.

Just outside of RTP, the area to the east of NCRR has been designated as a [Transit Opportunity Area](#) in the recently adopted Durham Comprehensive Plan, anticipating greater densities and a broader mix of uses near the TMH site. To implement this proposed vision for this TMH-adjacent area, the City of Durham is pursuing a rezoning of these adjacent areas through [the proposed Page/Miami Design District](#), which is intended to complement the proposed RTP 3.0 rezoning for the TMH site. Such rezoning will unlock broader TOD opportunities along NC-54, South Miami Boulevard, and Page Road, spurred by the new GoTriangle regional bus facility on the TMH site.

Submission Requirements

Procurement Process

The selection of a joint development partner will occur in two phases. In this first phase, interested parties are invited to present information on their qualifications, past project experience, vision for the development, and capacity to secure financing to support the development of the TMH.

Subject to the responses received to this RFQ, RTF and GoTriangle intend to conduct a second phase of this selection process via a request for proposals (RFP). If RTF and GoTriangle elect to proceed with an RFP, RTF and GoTriangle will invite selected respondents from the RFQ to respond to the RFP. The RFP may ask selected respondents for greater detail on the proposed program, financing structure, implementation strategy, and other necessary clarifications.

Solicitation Requirements

RTF and GoTriangle invite development teams of one or more firms with a track record of delivering mixed- use developments to submit statements of qualifications in response to this RFQ. Teams should include firms with necessary development and management expertise and firms with necessary design expertise.

Responses should be limited to no more than 100 pages (50 double-sided pages) not including a title page or table of contents. For development teams to be considered they must clearly and completely address each of the following areas in response to this RFQ:

- 1. Cover Letter.** Responding teams should prepare a cover letter stating their interest in the opportunity, outlining the suitability of the assembled team, and summarizing the materials presented to support the RFQ response. This letter should also include the identification of the primary contact person.
- 2. Description of Organization and Experience.** Respondents should include a description of anticipated firms comprising the team. In this description, respondent teams should include a description of each organization, their mission and values, a chart summarizing the overall team structure, and identification of key firm management.

Solicitation Requirements (continued)

Respondents should include a description of the team's collective knowledge and experience with state and local building codes, regulations, sources of funding, financing for low-income and mixed-income housing, and commercial development.

Respondents should demonstrate an ability to execute development of the site, highlighting completed or nearly completed projects in which your organizations were directly involved.

Projects should demonstrate experience with:

- a) Mixed-use development,
- b) Transit-oriented development,
- c) Affordable housing,
- d) Joint development partnerships with public- and non-profit-sector partners,
- e) Use of USDOT and/or other federal funds.

For all projects submitted as examples of relevant previous experience, respondents should provide: project location; project size and program description; the respondent member's role in the project; project completion date or expected completion date; public sector involvement, if any; total project cost and financing structure, if available; minority and women business enterprise (MWBE) participation; a representative image or images of the project.

Respondent teams should include no more than fifteen prior projects total.

3. Personnel Experience and Qualifications. Teams should demonstrate that they include personnel with the experience and expertise necessary to deliver a high-quality, mixed-use development. Teams should include:

- a) Identification of key personnel, including location, title, and role on the proposed team;
- b) An explanation of team members' working relationships in the past and approach to project management;
- c) Detailed resumes for key personnel, including qualifications (within the current firm or in previous roles).

Solicitation Requirements (continued)

4. **Project Capacity.** Teams should demonstrate that they have capacity to execute the project on the project timeline.

a) Summary of the firm's current project pipeline to understand its ability to perform.

5. **Development Approach.** Teams should include a description of their vision for developing the TMH, which should be a narrative accompanied by optional illustrations or simple diagrams, when necessary, to articulate the development approach. This section should cover at least the following aspects:

- a) An overall vision for the site that articulates the potential mix of uses for the site and how the site will integrate with the surrounding environment;
- b) An approach to delivering the publicly-funded component of the project on time and within budget while adhering to high standards for safety, quality, and compliance;
- c) An approach to financing the mixed-use development component of the project, including any tax credits, public incentives, or development tools that the developer may try to seek;
- d) An approach to integrating GoTriangle's design for the bus terminal with the proposed mixed-use development;
- e) An approach integrating a mix of uses within a single development site, and delivering affordable housing within the mixed-use development;
- f) An approach to coordinating with Duke Energy, NCR, and Fidelity Investments related to their adjacent properties and easements;
- g) An approach to addressing the various legal requirements of site (e.g. FTA, rail setbacks, adjacent residential).

6. **Financing and Leveraging Capacity.** Respondent teams should provide detailed information about their ability to financially fulfill the requirements of the project. Teams should provide the following information:

Solicitation Requirements (continued)

- a) Information about the respondent's history of raising capital and a summary of the resources available to complete this project;
- b) Information about the respondent's history of attracting public and other non-traditional financing mechanisms that may be applicable to this project;
- c) A general description of the sources of debt and/or equity that the respondent believes will be interested in this project.

Evaluation Criteria

RTF and GoTriangle will review all submissions for quality, completeness, and compliance with the submission requirements and project goals outlined above. Only complete submissions will be considered. In no particular order, RTF and GoTriangle will use the following evaluation criteria to evaluate development teams:

- **Organization Expertise and Experience.** Alignment of organizational structure and previous experience and knowledge with the project needs and objectives outlined in this RFQ.
- **Development Approach.** Approach to fulfilling development objectives described in this RFQ and viability of the vision presented by the developer.
- **Development Team Experience and Qualifications.**
 - Capability of team to achieve all of the objectives in a financially sound, time efficient manner.
 - Recent experience with similar successful projects, including experience with complex joint developments and TOD projects, with a track record of execution and fulfillment of public objectives, including delivery of affordable housing.
- **Financing and Leveraging Capacity.** Demonstrated capacity to fulfill obligations associated with development of site based on prior experience and demonstrated ability to secure financing.
 - Demonstrated history to leverage public and non-traditional funding mechanisms will be a plus.

Proposed Request for Qualifications Timeline

RTF and GoTriangle are committed to an efficient review of project proposals and an efficient and timely delivery of the TMH. RTF and GoTriangle may, at their discretion, conduct interviews with select applicants prior to contract award.

RFQ issued	August 12, 2024
Questions due via email	September 13, 2024
Compiled responses released by RTF and GoTriangle	September 30, 2024
Responses due	November 8, 2024
Review of responses	November 2024
Partners selected to respond to a Request for Proposals	Early December 2024

Submission Instructions

Responses should be limited to a maximum of 100 pages. Responses exceeding 100 pages may be removed from consideration. Appendices are not allowed and will not be reviewed, with the exception of attached resumes. Weblinks to external relevant material may be included.

- Submit one (1) electronic copy of the response in PDF format via email to Carolyn Coia, Vice President of Real Estate, at TMH@rtp.org.
- All responses must be received by 3:00 pm ET on November 8, 2024.
- All responses upon submission become the property of RTF and GoTriangle. RTF and GoTriangle reserve the right to reject any or all responses to the RFQ, to advertise for new responses, or to accept any RFQ response deemed to be in the best interests of RTF and GoTriangle.
- Acceptance of any RFQ response should not be construed as a contract, nor shall it indicate any commitment on the part of RTF or GoTriangle for any future action. The RFQ does not commit the RTF or GoTriangle to pay for any costs incurred in the submission of a response to this RFQ or for any cost incurred prior to the execution of a final contract.
- Respondents are hereby notified that submissions may be subject to North Carolina Public Records Law as a result of GoTriangle’s participation in this procurement process.

Contact Information

Questions about this RFQ should be directed to Carolyn Coia, Vice President of Real Estate, at TMH@rtp.org.