GEORGIA INSTITUTE OF TECHNOLOGY

The Expansion of Technology Square
Including a High Performance Computing Center

REQUEST FOR DEVELOPER QUALIFICATIONS
January 13, 2015

Questions should be directed in writing to:

Tony Zivalich Jr.
Senior Director
Cushman and Wakefield of Georgia, Inc.
Email contact only: tony.zivalich@cushwake.com
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NOTICE TO DEVELOPERS

The Georgia Institute of Technology ("GIT") is soliciting Requests for Qualifications from development firms interested in the private development of the expansion of Technology Square, a large, mixed-use, urban development and high performance computing center to be located in the Technology Square neighborhood, Atlanta, Georgia 30308 (the "Project"), in which GIT intends to serve as anchor tenant.

Cushman and Wakefield of Georgia, Inc. (C&W) has been retained by GIT to be its exclusive tenant representative and consultant in assisting in the procurement of the Project developer and structuring the lease.

C&W will facilitate a two-phase process to select the developer. Phase I is an RFQ process in which interested developers will submit a qualifications package as outlined in this letter. GIT will review qualification packages to select Qualified Developers ("Qualified Developer") to advance to the next phase, which will be a Request for Proposals ("RFP"). In Phase II, Qualified Developers will respond to an outline of more specific transaction terms and developer obligations for evaluation leading toward the selection of a qualified Developer and the eventual disposition of the target development site to the Developer. Final selection of a Developer and terms of the proposed lease will be subject to review and approval of the Board of Regents of the University System of Georgia (BOR).

The Developer must be capable of assembling the resources and a Project Team that can acquire or lease the target site and successfully handle all aspects of the development process including planning, designing, financing, permitting, construction, sales and leasing, and operating a mixed-use development that is substantially compatible with the vision, objectives and programmatic needs identified by GIT. GIT invites creative or previously unconsidered ideas that may also meet GIT’s vision and intent for development of the Project Site and Project goals. GIT will consider alternative development plans that meet its intent and goals. GIT will carefully consider all legitimate responses meeting the submission requirements for this RFQ.
Respondents may submit qualifications as an individual firm or as a team of firms under contract to an applying firm. The applying firm shall be an individual firm responsible for all contractual obligations and having operational control of the team of firms.

BACKGROUND AND PROJECT OVERVIEW

Vision

Opened in 2003, Technology Square connects the intellectual capital of Georgia Tech with the thriving business community in Midtown Atlanta. The 1.4 million SF Georgia Tech-sponsored project encompasses academic, research, hospitality, office and retail uses and serves as a new urban ‘main street’ for the campus and the community. Revitalizing eight blocks of an area of deteriorated and abandoned buildings and lots, the $380-million project is recognized nationally as a standard for excellence in urban development.

The proposed Project is an expansion of Technology Square and is intended to strengthen its role as a global leader in creating and fostering a neighborhood for technology-based commerce by introducing a large, mixed-use, sustainable urban development including a high performance computing (HPC) center. The urban streetscape and ground floor retail space will be an extension of the highly energetic “main street” feel of Technology Square.

The Project seeks to construct more than a building – but rather to inspire and realize a sustainable, innovation ecosystem that integrates the existing assets of Technology Square with new opportunities in interdisciplinary research, economic development, commercialization and sustainability which includes waste heat recovery, rainwater harvesting and smart grid for utility infrastructure. It will engage new corporate partners with application needs for HPC, faculty with research interests in modeling and simulation, network, computer and infrastructure providers, sensor network providers, and students and entrepreneurs from young start-up companies. This eclectic group of hosted companies and programs will constitute a new social model of the “research to commercial” path. This center will model the best practices of these concepts, ideas, and implementations.

Program

The Project is envisioned as a mixed-use office, computing center and retail complex with GIT as anchor tenant, programmed around, and supporting the innovation ecosystem described above, and fostering collaboration with private industry through interdisciplinary research “neighborhoods”.

To facilitate development, GIT will occupy and enter into a long-term lease for approximately 50% of the office space with the Developer, who, subject to GIT approval, will design, construct, finance, own the Project, and lease the remaining building space to companies needing office or high performance computing space, with a preference to companies that will use the space for (in no particular order):
- Computational finance modeling for the financial technology sector including banking, payment processing and investment companies
- High performance data and network applications for computing and communication services firms
- Genetic modeling for biotech and medical firms
- Big Data sets for clinical & genomic medical informatics
- Computational and actuarial modeling for insurance firms
- Academic partners with institutional research needs
- Innovation Centers and R&D groups who desire to collaborate with GIT
- Co-working space for post incubation and start-ups
- Secured hosting of proprietary data sets of the Institute and corporate users
- High Performance Computing Service firms—translating and enabling the use of Big Data and associated analytics to translate disparate data into actionable strategies

The specific program and uses of the Project, aligned with GIT’s vision to foster collaboration, innovation, highly sustainable urban design, will be defined by the creativity and thoughtfulness of the Developer and their team. GIT does not intend to unilaterally prescribe to the Developer exactly what the project will be, but rather will work in partnership with the selected developer, using their combined experiences, resources, connections and vision to conceive a project that achieves the GIT’s and the Developer’s mutual objectives (see Appendix A, Project Objectives, attached).

Respondents shall propose to GIT the program and uses of the Project, and specifically the following items: amount of speculative office space, other proposed uses, amount and type of street level retail, reuse of the Historic Crum and Foster Building, parking infrastructure and the additional power and infrastructure capacity for the High Performance Computing Center (above and beyond GT immediate and near term forecast needs).

Respondents should be aware that several corporate users with existing and emerging research relationships with GIT have expressed qualified interest in locating portions of their firms in the office component, high performance computing center, and/or retail components of this development. There is also a confidential co-anchor tenant who has expressed interest to C&W in occupying up to 100,000 RSF of the complex. Details of these industry partners and their level of commitment will be disclosed to the finalists during the advanced stages of the RFP phase.

Required programmatic elements for the entire complex should include:

- **GIT Office Space** – As anchor tenant, and subject to approval by the Board of Regents of the University System of Georgia (BOR) and the State Properties Commission (SPC), GIT expects to lease about 300,000 RSF of office space at market rates for 15 years under a lease with one multi-year term of ten (10) years (the maximum term available to GIT under Georgia law) and either i) five annually renewable terms of one year each (the standard lease usually executed by State entities) or ii) one additional five-year term (the latter being subject to BOR and SPC approval at the time of exercise).
- **Co-Working Space** – lower finish, lower cost co-working and incubator space for start-up and young companies desiring to be located near GIT, the RSF of which will be determined by the Developer.

- **Other Office Space** – GIT expects that the Project will provide space for industry partners and speculative office space. GIT anticipates that the strength of its anchor tenancy will provide for significant non-GIT leased space, so that the total of non-GIT leased office space together with the co-working/incubator space approaches 300,000 RSF.

- **Other Uses** – as proposed by the Respondent, if any.

- **Parking**—sufficient parking capacity, as required by code and market

- **Renovation of the Historic Crum and Forster building** to be a focal point and showcase within the complex

- **Street level retail**—to serve the GIT community including visitors and the growing residential base in the area with an interesting mix of retail to complement and enhance the vibrant 5th Street corridor

- **Conference Area**—similar to the five star conference concept to allow collaboration and access to high-end conference facilities for occupants of the Project

- **Members Club/ Water cooler**—a membership only space with amenities, similar to the Airline Clubs, for use by technology companies, faculty, researchers and the business community

- **Technology Showcase**—a public area to exhibit and showcase the exciting technologies and innovation both past, present and emerging that are associated with GIT(leased and controlled by GIT)

- **High Performance Computing Center (“HPCC”)** - a highly visible, sustainable, high performance computing data center. GIT anticipates that the HPCC will be privately managed and operated by the Developer and provide space both to GIT and private companies. GIT will lease sufficient white space in the HPCC to provide 2 megawatts of high density IT load, with a need to expand by an additional 2 megawatts of IT Load in the based upon current forecast demand. The term of the lease will be similar to that set forth for the GIT office space above. Thirty percent of the GIT IT Load will require UPS power with the infrastructure to support the HPCC designed in an N+1 configuration. It is desired to have a highly sustainable, efficient facility with PUE at 1.25 or less. Further detail regarding the initial program and guiding principles for the HPCC is provided in the supplemental documents of this RFQ and will be further refined during the RFP stage.

The preferred site for the Project is the block of property owned by the Georgia Tech Foundation and bounded by Spring St NW, Armstead Place NW, West Peachtree St NW and 4th St NW, Atlanta, Georgia. The Foundation intends to convey the ground to the Developer. The strong preference for conveyance is a ground lease for a period of not less than 60 years on terms to be negotiated by the Foundation. For strong rationale, GIT will be open to also considering alternative locations for the Project in the Technology Square area under the Respondent’s control. Additional preliminary due diligence materials and studies for the preferred site will be made available to Qualified Developers during the RFP stage.
GIT desires a long-term relationship with a developer/owner that will construct and operate the Project and anticipates restricting the sale of the Project for a period of seven years.

**EVALUATION CRITERIA AND PROCESS**

GIT will use the RFQ process to select a short-list of finalists to respond to the RFP. GIT reserves the right to interview a select number of respondents in its determination of a short-list of finalists to respond to the RFP. This RFQ and the RFP will be conducted pursuant to GIT’S HPC Lease Procurement Procedures (Appendix C, see Resources). By submitting a response to this RFQ, the respondent agrees to be bound by these procedures. In making its determination of finalists to participate in the RFP, GIT will consider the following:

| 1. PROGRAM AND USE. The extent to which the uses and program proposed by the Respondent further the Project objectives. Ability of the Respondent to achieve the Project objectives. Respondent’s track record in leasing office buildings it has developed and organizational ability to be successful leasing the Project. Experience in urban street-level retail. Approach to successfully developing the Project. | Total Points Assigned: 150 |
| 2. FINANCIAL CAPABILITY: Proven financial capacity to execute the project of this scale, including potential sources of equity and debt, and ability to deliver necessary completion guarantees to secure financing. Long-term financial success of past projects. Experience with complex deal structures which may incorporate condominium units and associated cross easement agreements, as well as, New Market Tax Credits, Bonds for Title, and other incentive deal structures that may be advantageous to the Project. GIT expects that the Developer will need to secure financial incentives appropriate to the scale of the development to insure the Project is feasible. | Total Points Assigned: 200 |
| 3. DEVELOPMENT EXPERIENCE. Experience of team in developing, owning and managing high quality, Class A, mixed use, sustainable, urban developments which incorporate aesthetically pleasing, leading edge design concepts that results in a compelling destination enhanced by selected, street level retail/restaurant concepts. Record of successfully delivering urban projects of this size and complexity on time and on budget. Development experience within the City of Atlanta including coordination of permitting and jurisdictional approvals. Experience with sustainable development. Long-term success of past projects. Experience of key personnel assigned to Project. Respondent’s experience as a Landlord in dealing with tenants and effectively operating buildings. Experience with renovation and redevelopment of historic structures including securing necessary regulatory approvals. | Total Points Assigned: 200 |
| 4. HPC EXPERIENCE. Experience developing, owning and managing data centers and other special purpose facilities, with special consideration for experience in leading edge sustainable, urban data | Total Points Assigned: 150 |
5. BIM: Experience in using Building Information Modeling ("BIM") for managing, coordination and delivering the key elements of the development process including programming, design, administration, construction and commissioning. Total Points Assigned: 100

6. COLLABORATION. Demonstrated ability to work collaboratively and communicate well with, and facilitate consensus among, a wide variety of complex stakeholders, community and business interests. Experience with such organizations as tenants. Understanding and sharing of Project vision. Demonstration of respondent’s long-term commitment to work collaboratively with the GIT in meeting the objectives of GIT. Total Points Assigned: 100

7. INNOVATION: Creative solutions, suggestions, and alternatives to enhance the achievement of the Project’s objectives and financial considerations. Total Points Assigned: 100

**RESOURCES**

Additional background information and resources for the project are available from C&W for this project. Please contact [Chawnn.Redden@cushwake.com](mailto:Chawnn.Redden@cushwake.com) referencing the project and your firm’s key contact information for a link to download the following documents:

- Innovation Ecosystem White Paper-Steve Cross, EVP, Georgia Tech
- HPC Ecosystem White Paper, Ron Hutchins, CTO, Georgia Tech
- Key Components of the Feasibility Study for the expansion of Technology Square, C&W
- Site Information
- Guiding Principles and Feasibility Study for the HPCC, EDI Ltd./AHA Consulting
- Appendix C - GIT HPC Lease Procurement Procedures
- Appendix D - Response Certificate

**PROJECT SCHEDULE**

The key target dates for the selection of the Developer in 2015 are as follows:

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<thead>
<tr>
<th>Event</th>
<th>Date</th>
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<tbody>
<tr>
<td>Publication of RFQ</td>
<td>January 13</td>
</tr>
<tr>
<td>Pre-submission meeting</td>
<td>January 22</td>
</tr>
<tr>
<td>Written questions due to C&amp;W</td>
<td>January 23</td>
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<tr>
<td>Written responses to questions emailed to recipients</td>
<td>January 27</td>
</tr>
<tr>
<td>Responses to RFQ due to C&amp;W</td>
<td>February 6</td>
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<tr>
<td>C&amp;W issues RFP to short-listed firms</td>
<td>February 12</td>
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<tr>
<td>Informational Session with RFP recipients</td>
<td>February 26</td>
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</tbody>
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After selection by GIT, GIT will submit the selected developer and agreed upon lease terms to the BOR and SPC for approval.

GIT reserves the right to amend this schedule as it deems necessary.

**SUBMISSION REQUIREMENTS AND INSTRUCTIONS**

**Pre-submission Meeting**

A pre-submission meeting will be held at the LeCraw Auditorium, located on the first floor of the Scheller College of Business located at 800 West Peachtree St., NW, Atlanta, GA 30308 (use the West Peachtree entrance) on January 22, 2015, starting at 10:00 am, for all firms interested in this Project. The meeting will consist of an orientation of the scope of the Project followed by the opportunity for questions and clarifications. The link for directions and parking is as follows: [http://scheller.gatech.edu/why-scheller/visit-campus/directions-parking.html](http://scheller.gatech.edu/why-scheller/visit-campus/directions-parking.html)

**Communications**

No phone calls, please. Please address any questions in writing to Tony Zivalich via email at tony.zivalich@cushwake.com. No questions other than written questions will be accepted. Interested parties are cautioned that GIT may or may not elect to respond to late questions or questions submitted by any other methods than as directed here. GIT may also in its discretion elect to not respond to a question. All questions must be submitted in the following format:

<table>
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<tr>
<th>Company/Entity Name</th>
<th>Question Number</th>
<th>Question</th>
<th>Relevant section of the RFQ</th>
</tr>
</thead>
</table>

All questions must be received by 5pm, January 23, 2015. Responses to all questions will be compiled and answered in the form of a written addendum and posted to the project link provided to your firm’s primary contact person no later than 5pm, January 27th, 2015. Phone requests will not receive a response.

Other than as provided above, from the issue date of this RFQ until the announcement of the short-list of finalists, potential respondents must not contact the representatives from leadership,
administration and staff of GIT, C&W, staff and Board members of the Board of Regents regarding this RFQ.

Submittal

Responses to this RFQ shall be in the form of a sealed, competitive bid and are due so as to arrive no later than 3:00pm (prevailing time in Atlanta, Georgia) on February 6th 2015, delivered in a SEALED envelope to:

Chawnn Redden  
Cushman and Wakefield of Georgia, Inc.  
55 Ivan Allen Blvd., Suite 700  
Atlanta, Georgia  30308  

Submittals received after this time and date will not be considered.

In the SEALED envelope please provide three (3) printed copies of your submittal and five (5) duplicate submittals in electronic (PDF and editable) format each on a separate memory stick.

Required Proposal Items

Please include all of the following information in your submittal, organized as follows, not to exceed 30 pages total, using front and back, with the exception of resumes of Key Personnel requested below:

Section 1: LETTER OF INTEREST
- A letter executed by a corporate officer of the firm containing the following:
  - An expression of interest and capability to meet the requirements of this RFQ;
  - An acknowledgment of addenda to this RFQ, listed by addenda number;
  - Identification of a single point of contact for the purposes of the proposal, including phone and email address; and
  - Disclosure of any financial or legal conflicts of interest, whether existing or potential, which may affect the Respondent's performance required hereunder, if Respondent is selected as developer including, but not limited to, any interests in existing buildings or proposed projects that are located in Midtown Atlanta or that may compete with the Project.

Section 2: PROPRIETARY INFORMATION
- Clearly identify any information contained in this submittal that is proprietary or confidential. Only information which is in the nature of legitimate trade secrets or non-published financial data may be deemed proprietary or confidential. An entity submitting records containing trade secrets that wishes to keep such records confidential under this paragraph shall submit and attach to the records an affidavit affirmatively declaring that specific information in the records constitute trade secrets pursuant to Georgia Code, Article 27 of Chapter 1 of Title 10.

Section 3: RESPONSE CERTIFICATE (Appendix D, see Resources)
Section 4: ORGANIZATIONAL STRUCTURE

- State the full name and address of the entity or other subordinate element that will perform or assist in performing the services described herein. Identify the firm contact name, phone and email address.
- Indicate type of firm ownership (partnership, corporation, etc.) and explain any proposed joint developer relationships. Include the state in which the firm is incorporated or licensed to operate. If the team is comprised of multiple legal entities, describe how the single entity will be governed, whether a special purpose entity will be formed, and how financial obligations of the entity will be guaranteed.
- Provide a list of officers, directors, general and limited partners, principals, managing members or partners as appropriate, including positions, address and telephone.
- Identify any affiliates, partner corporations and subsidiaries. If a team of firms, identify the legal entity that will lead the Project and execute the lease agreement.

Section 5: BUSINESS HISTORY

- Provide a narrative on the history of the firm(s), including years in business and the depth of resources to execute the development of the Project.
- Provide the total number of employees in the firm(s) broken out by full-time and part-time.
- Provide total number and type of buildings and SF owned or under management.
- Describe any foreclosures, defaults, or deed-in-lieu that your firm or related special purpose entity has had an interest in over the last 7 years. Provide a narrative of the circumstances that caused the event of default or foreclosure and the resolution/outcome of the event.
- Describe any arbitration proceedings or litigation in the past seven (7) years arising from or related to a project of similar nature to the proposed project or any such proceedings or litigation that did or could have a material effect on your firm.

Section 6: KEY PERSONNEL

- Submit a detailed organizational chart identifying the individuals and the associated firms required to execute the Project. Any firms or individuals proposed to be subcontracted shall be clearly noted as such. The organizational chart should be accompanied by a narrative summary indicating functional responsibility.
- In the Appendix of your response, provide the résumés of key staff members who will work on the project. Indicate the percent of involvement of each team member and identify who will be the main point of contact.

Section 7: PREFERRED CONSULTING FIRMS

- Please state your firm’s top two preferred choices for each of the following consultants/partners that your firm considers to have the expertise, experience and capacity to design and construct this unique mixed use Project and which you would consider using on the Project:
  - Architectural design firms
  - MEP engineering firms
  - Data center design and engineering
- Data center operator/facilities management
- General contractor
- Property management firm, if any
- Leasing firm, if any

Where applicable, state or provide a chart/table showing preferred developers/operators, design firms, engineers or contractors for unique or specialized program elements. NOTE: final designation of the Project team is not required for this RFQ.

Section 8: PROPOSED PROJECT PROGRAM AND USES
• Please state your proposed program and uses of the Project, and specifically the following items: amount of non-GIT office space, amount of co-working/incubator space, other proposed uses and the scale of such uses, amount and type of street level retail, reuse of the Historic Crum and Foster Building, parking infrastructure and the additional power and infrastructure capacity for the High Performance Computing Center (above and beyond GT immediate and near term forecast needs).
• Describe your vision for the Project and your general approach for successfully developing the Project and achieving the Project objectives.
• Discuss your track record in leasing office buildings you have developed, especially leasing to technology-based companies. Describe how you would approach leasing the Project.
• Describe your attitude towards and experience in urban street-level retail.
• Describe your approach for providing co-working and/or incubator space for small companies in the Project.
• If you are proposing an alternate Project site in the Technology Square area that is under your control, please identify the site and strong rationale for GIT to consider leasing at that location.

Section 9: FINANCIAL CAPABILITY
• Provide audited financial statements for the past three (3) fiscal years which show reflected net worth and all such other financial information usually reflected on statement of the Respondent.
• Demonstrate capacity and identify potential sources of equity and debt, and the ability to deliver necessary completion guarantees, to support a project with an overall total development cost of at least $250 million.
• Describe your experience with complex deal structures which may incorporate condominium units and associated cross easement agreements.
• Describe your experience with New Market Tax Credits, Bonds for Title, and other financial incentives.

Section 10: EXPERIENCE
• Using the Case Study format at Appendix B, describe your experience on similar large, urban, high-rise projects, detailing no more than three relevant projects that clearly
demonstrate your firm’s or development team’s capabilities to successfully deliver and operate the Project.

- Using the Case Study format at Appendix B, describe your experience on projects involving high performance computing data centers or other complex, advanced technological facilities, detailing no more than two (2) relevant projects in similar conditions.
- Describe your experience in the use of Building Information Modeling ("BIM") for the generation and management of information for the development of a project. Provide summary level information on the scale and complexity of the project(s) and which members of your development team have used BIM and the extent to which the tool was used. Describe the software platforms your firm has used for BIM and the strengths/weaknesses/opportunities/limitations and lessons learned from the experience in the use of this platform. Identify any personnel that were previously involved in using BIM that are being proposed to provide services for this Project.
- Describe your experience with developing projects in the City of Atlanta. Describe your familiarity with Midtown Atlanta.
- Describe your experience with renovation and redevelopment of historic structures including securing necessary regulatory approvals.

Section 11: REFERENCES

- Provide the name, address and telephone number of references in each of the categories listed below with whom Respondent has worked within the past five (5) years. Identify the development project(s), location(s), and services performed. For each category, identify not more than two persons:
  - Anchor Tenants
  - Data Center Tenants
  - Institutional Tenants or Tenants with a wide variety of complex stakeholders
  - Major Tenants of Mixed Use Developments
  - Clients for whom you have used BIM

- By submitting an RFQ for the Project, the Respondent consents to C&W/GIT contacting the Respondent’s references for purposes of evaluating the Respondent for the Project.

SECTION 12: COLLABORATION.

- Give examples of where you have work collaboratively and communicate well with, and facilitate consensus among, a wide variety of complex stakeholders, community and business interests.
- Describe how you would plan to approach project communication for this Project.
- Describe how you would approach public communications on this Project.

SECTION 13: INNOVATION:

- Describe any creative solutions, suggestions, and alternatives to enhance the achievement of the Project’s objectives and financial considerations.
- Describe any unique capabilities or resources or innovate approaches that would distinguish your firm with regard to the Project.
Note: Fee proposals are not requested for this RFQ.

OTHER

The GIT reserves the right to amend or supplement this RFQ at any time prior to the due date of responses. Amendments and supplements will be in writing and posted as addenda on the GIT'S HPC webpage located at www.realestate.gatech.edu/hpc. Each respondent is responsible for reviewing addenda and other posted documents and making necessary and appropriate changes and/or additions to the respondent’s response to this RFQ. All respondents are encouraged to frequently check GIT’s HPC webpage at www.realestate.gatech.edu/hpc for additional information.

Each respondent should familiarize itself with the provisions of the Georgia Open Records Act (O.C.G.A. § 50-81-70 et seq.).

Each respondent should familiarize itself with the protest process set out in the GIT HPC Lease Procurement Procedures (Appendix C, see Resources).

GIT reserves the right to reject any or all responses, accept proposals in any order or combination, accept or reject portions of proposals, make modifications to the work after submission of proposals and waive any informalities in proposals if deemed in GIT’s best interest to do so, without any liability on the part of C&W or GIT.

GIT reserves the right to terminate the Project at any time in GIT’s sole discretion.

All materials submitted in response to this request become the property of the GIT. Selection or rejection of a proposal does not affect this right. Any proposal marked as confidential or proprietary in its entirety may be rejected.

GIT, at its option, has the right to request clarification or additional information from the Respondents.

Respondents will not discuss and/or release information to the media concerning this Project and will refer any media inquiries to C&W and GIT.

The cost for preparing submittals is the sole responsibility of the submitter. C&W and GIT will not reimburse any costs incurred prior to the execution of leases resulting from this solicitation.

It is the policy of GIT that minority business enterprises shall have the maximum opportunity to participate in the contracting and purchasing process. Therefore, all minority business enterprises are encouraged to compete for, win, and receive contracts for professional services as required by this RFQ. GIT encourages all companies to sub-contract portions of the scope of work to minority business enterprises.

Final award of a contract is contingent upon the proposer certifying that a drug-free workplace will be provided for the Contractor’s employees during the performance of the contract as
required by the “Drug-Free Workplace Act” (O.C.G.A. 50-24-1). Additionally, by policy of the University System of Georgia, GIT is a tobacco-free campus which will include this project.

GIT adheres to the guidelines set forth in the Americans with Disabilities Act (ADA). We ask that you call Lynn Taylor at 404-385-3085 three days in advance if you require special arrangements to be made for you to respond to this RFQ. The Georgia Relay Center at 1-800-255-0056 (TDD only) or 1-800-255-0135 (Voice) will relay messages for the speech and hearing impaired in strict confidence.

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APPENDIX A - PROJECT OBJECTIVES

- Support the economic development of Atlanta and the State of Georgia through creating jobs, new tax revenues and technology clusters.
- Further the promotion of Technology Square as Atlanta’s most desirable neighborhood for technology- and scientific-based companies.
- Enhance Georgia Tech’s position as a thought leader in the development and use of technologies to solve the grandest scientific and engineering challenges of the 21st century.
- Drive anticipatory innovations in High Performance Computing to serve a diverse research community by converging industry, research and educational leadership in a dynamic, world-class environment.
- Enhance scientific modeling and simulation at Georgia Tech by providing a cost effective, sustainable and long-term home to high-performance computing.
- Provide effective (access, layout), attractive (space, stacking, views) and flexible academic and educational support space to Georgia Tech at an efficient cost of occupancy.
- Strengthen Georgia Tech’s competitiveness in recruiting students, faculty and staff, GIT’s development efforts with alumni and the general reputation of the University by keeping campus and its adjoining neighborhoods a great place to learn, live, work and visit.
- Strengthen the urban environment of Technology Square by increasing the work-day and 24-hour population and providing appropriate street level retail.
- Exemplify high standards of planning, design and sustainability.
- Employ innovative high-performance computing design, engineering and technology.
- Provide an exciting and unique HPC showcase element that makes the project an Atlanta destination.
- Provide high-performance computing and data center space to commercial companies and become the de facto center for excellence for high performance computing in Atlanta.
- Highly leverage existing telecommunications network infrastructure with a signature expansion in one of the most desirable areas in the City of Atlanta.
- Create a new ecosystem based around a unique facility modeling high-end computational/network/data-intensive hosting defining the future in trans-disciplinary research, eco-friendly practices, and public/private partnerships.
- Benefit the neighborhoods adjoining the GIT campus, particularly the underserved communities.
- Give preference to the identified site, but consider other sites in the Tech Square neighborhood.
- Create a development that is financially sound (concept, marketability, fiscal strength of developer, proposed financing, rates, reasonable assumptions, will compete in marketplace) and provides an appropriate risk/reward to the projects owners.
APPENDIX B - SUGGESTED CASE STUDY FORMAT
(Include all of the following elements, no greater than two pages.)

Project Name:

Location:  City, State

Year Developed:

Construction period: ____ months, from lease execution to occupancy

Major tenants: Name/RSF/expiration

Project Description: Narrative

Program Summary:

<table>
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<tr>
<th>Program element</th>
<th>USF</th>
<th>RSF</th>
<th>GSF</th>
<th>Development Costs</th>
<th>Other key metrics ( # of slots, # of doors, # of keys, acres/LSF, Watts/SF etc.)</th>
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<td>Structured parking</td>
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<td>Special Use Space (Lab, data center, etc.)</td>
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<td>Land</td>
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<td>Other</td>
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<td>Totals</td>
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</table>
Project team (Identify any personnel that were involved in this case study that are being proposed to provide services for this Project):

Developer(s): Name of firm, project lead/principal
Architect(s):
Engineer(s)
Specialty Design Firm(s)
General Contractor(s):
Mechanical Contractor:
Electrical Contractor:
Specialty Contractor(s)

Overview of Sustainability Elements: narrative, LEED Certifications, etc.

Overview of Collaborative Elements/Common area amenities: conference centers, co-working spaces, food courts, outdoor gathering etc.

Other Notable or Unique elements: Architectural/design, financing, incentives, deal structure, etc.

Capital Stack: Summary of the capital stack of the development, including ownership entities (if special purpose entity—please provide the underlying member/partner), mezzanine debt, and lenders.

Ownership Entities and amount of investment
Mezzanine Debt, amount, terms
Lender(s)-amount, terms

Reference/contacts: Name, title, firm, phone number, email address