Society of American Military Engineers

Small Business Workshop

September 11, 2018

Urban Redevelopment Authority of Pittsburgh
Today’s presentation will provide an overview on how to do business with the URA and the many resources that the URA provides to businesses.
Mission

The Urban Redevelopment Authority of Pittsburgh (URA) is the City of Pittsburgh’s economic development agency, committed to creating jobs, expanding the City’s tax base and improving the vitality of businesses and neighborhoods.
The URA achieves this mission by assembling, preparing and conveying sites for major mixed-use developments; and by providing a portfolio of programs that include financing for business start-up, location and expansion, housing construction and rehabilitation, and home purchases and improvements. The URA is also committed to equitable development, and incorporates best practices for equity and inclusion into the URA's internal and external policies and activities.
What does the URA do? Lots of stuff!

URA’s activities can be put into four “buckets”:

- LAND RECYCLING
- HOUSING
- BUSINESS DEVELOPMENT
- ECONOMIC DEVELOPMENT
The Real Estate Department supports the URA mission by building market strength through buying and selling underutilized property for redevelopment.

- We work with communities and local stakeholders to determine the highest and best use of properties and return distressed properties to the tax rolls.

- We stabilize and steward properties in our ownership and allow/enable interim uses.

- We collect and analyze data to inform internal and external decision making.
What the URA Does

- Gap financing (loans and grants) for rental and for-sale residential development (market rate and affordable)
- Project management for residential development; act as developer’s point of contact
- Coordinate neighborhood implementation activities for the Choice Neighborhoods Initiative (CNI) plan
- Loans, grants and technical assistance for home rehabilitation on a citywide basis

- Residential façade improvements in targeted neighborhoods
- Mortgage financing for homeownership
- Down payment closing cost assistance for low-income households
- Development of affordable for-sale homes by affiliate Pittsburgh Housing Development Corporation (PHDC) in cooperation with community based organizations
- Administrator of the Housing Opportunity Fund (HOF)
What the URA Does
URA Housing Investments 2000-2016
As an early stage company, traditional bank financing is challenging to secure. They provided critical funding to allow us to hire additional employees and leverage other private investment to significantly grow our business.

Colin Huwyler
Optimus Technologies
What the URA Does

- Large scale development

- Recruitment and attraction of developers through Requests for Proposals (RFPs).

- Specialized funding – NMTC, TIF, TRID, TIGER, RACP, etc.

- Extensive community engagement and development-based planning

- Strategic studies and white papers, including adaptive reuse studies, economic impact and feasibility studies, community vision plans, market analysis, redevelopment plans, etc.

- Strategic development and financing by affiliates Pittsburgh Economic & Industrial Development Corporation (PEIDC) and Pittsburgh Urban Initiatives (PUI)
What to Expect

Today’s presentation will provide an overview on how to do business with the URA and the resources that the URA provides to businesses.

AGENDA

URA MISSION AND SCOPE

MWBE PROGRAM OVERVIEW

PROCUREMENT AND ENGAGEMENT

PROJECT AND OPPORTUNITY OUTLOOK

STAY CONNECTED
MWBE Program Overview

- Shape and develop the URA’s policies around MWBE utilization
- Work with project owners to meet the 18% MBE and 7% WBE goals
- Serve as a central point of contact for diverse companies looking to do business with the URA
- Help firms navigate the MWDBE certification process
- Host periodic workshops, seminars and networking events to connect MWBEs to prime opportunities
- Work to connect resources and opportunities within the URA to the diverse business community
New Networking Opportunity

IF INTERESTED IN HOSTING A ‘CHAT AND CHEW’ WORKSHOP, CONTACT MWBE@URA.ORG

MWBE ‘Chat and Chew’ Workshop with Fourth Economy

Fourth Economy is a national community and economic development consulting firm. This workshop is designed to connect diverse economic and community development consultants with other firms in order to foster future team building opportunities. Attendees are invited to learn more about Fourth Economy and potential opportunities for doing business with Fourth Economy’s team. Attendees are also be invited to speak, briefly, about their company and the unique talent that it has to offer in the marketplace.

MWBE consultants in the following disciplines are highly encouraged to attend:

- Planning
- Economic Development
- Community or Neighborhood Development
- Community Engagement
- Architecture and Urban Design
- Environmental Planning and Design
- Green Infrastructure
- Market Analysis
- Real Estate Analysis
- Public Finance

Date
Wednesday, June 13, 2018
11:30 a.m. — 2:00 p.m.
RSVP REQUIRED
Space is limited
Lunch will be provided

*RSVP to mwbe@ura.org by Monday, June 11, 2018 at Noon

Location
Fourth Economy
1501 Preble Avenue
Floor 2
Pittsburgh, PA 15233

Agenda
- Learn more about Fourth Economy
- Introduce Your Firm
- Q&A
- Network

Questions: mwbe@ura.org
For more information, visit: www.ura.org.

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How to Receive Notification of Bids and Opportunities

Register With Us On PublicPurchase.com

Effective March 1, 2018, Public Purchase is the URA’s Bid Notification Tool of Record.
Four Reasons to Attend Pre-Proposal Conferences

• ‘Best’ opportunity to make business-to-business contact

• Ask real-time questions to URA staff monitoring the project

• Ability to gain first hand knowledge of a project apart from the proposal documents

• Opportunity to connect with primes who are planning plan to bid and an opportunity to form teams with other firms
Attend Our Networking Events and Workshops

MWBE Financial Development Series
The URA’s MWBE Program is offering a two-part financial development series in partnership with the DBRC and Credit Power LLC. Join us as we provide firms with valuable information needed to strengthen the financial state of their business.

LOCATION: colab18
(former Allegheny Center Mall)
Nova Place
100 S. Commons
Pittsburgh, PA 15212

SESSION 1
Deconstructing Your Credit
Monday, April 23, 2018
6:00 p.m. - 8:00 p.m.
Part 1 of this series will review the core components of establishing and maintaining good credit. Join us as Saloam Bey, CEO of Credit Power LLC, shares powerful insights on how to establish and/or maintain good credit.

SESSION 2
Monday, April 30, 2018
6:00 p.m. - 8:00 p.m.
Part 2 of this series will feature a distinguished panel of financial coaches, lenders, bankers, business development, and credit experts, who’ll share powerful insights and recommendations to assess the financial health of your business and options to access working capital for your business.

DOORS OPEN AT 5:30 P.M. AND LIGHT REFRESHMENTS WILL BE SERVED!
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Upcoming RFPs and RFQs

Engineering & Construction

• Rolling – RFQ Construction Contractors (Various Trades)
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- Alarm, monitoring & security systems
- Basement sealing
- Bituminous paving
- Chimney repair & construction
- Clean-out/debris removal
- Commercial façade
- Demolition
- Disaster recovery (flood/fire)
- Environmental waste remediation
- Excavation
- Exterior steps
- Fencing
- Land surveying
- Landscaping
- Paving
- Pre-cast
- Residential façade
- Retaining walls
- River salvage
- Sidewalk repair
- Streetface
- Tree removal
- Towing
- Utility installation
• Healthy Home Systems:
  o Radon system
  o Mold removal & remediation
  o Asbestos removal
  o Lead abatement
  o Energy audit / home performance

• General Building Trades:
  o Carpentry
  o Electrical
  o Flooring
  o General labor
  o Drywall
  o Roofing
  o Masonry
  o Siding
  o Doors & windows
  o Painting
Upcoming RFPs and RFQs

Real Estate

• Q3/4 2018 – Request for Qualifications (RFQ) for property management services
• Q4 2018 – Request for Proposals (RFP) for the redevelopment of 200 Ross Street (Downtown)
• Q4 2018 – RFP for the redevelopment of 4800 Block of Second Avenue (Hazelwood)
• Q4 2018 - RFP for Redevelopment of Fifth Avenue and Dinwiddie Street (Uptown/Bluff)
• Q4 2018 – RFQ for builder developer teams – new construction single-family housing (Larimer)
• 2019 – RFP/Q for redevelopment of publicly-owned property (East Liberty)
• 2019 – RFP for redevelopment of the former Fairywood School (Fairywood)
• 2019 – RFP for the redevelopment of the former Carnegie Library (Hazelwood)
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Stay up to date with our latest news visit www.ura.org

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Public Purchase™
Questions?
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