

# **THE VIRGINIA SHOW BUILDING**

## **Request for Proposals**

5101 Virginia Avenue  
St. Louis, Missouri 63111



### **NO SUBMISSION DEADLINE**

**Community Development Administration  
and Land Reutilization Authority of the City of St. Louis**

1015 Locust, Suite 1200

Saint Louis, Missouri 63101

Contact: Dawn Doty – Project Manager

Phone: 314-657-3746 or Email: [dotyd@stlouis-mo.gov](mailto:dotyd@stlouis-mo.gov)

## **Overview**

The Community Development Administration and Land Reutilization Authority of the City of St. Louis (“City”) are seeking redevelopment proposals for property owned by the Land Reutilization Authority and located at 5101-27 Virginia Avenue (the “Site”), also known as the Virginia Show Building. The City will sell the Site “as-is”.

The City’s redevelopment goals for the Site include renovation of the existing structure to accommodate a viable commercial use while preserving the character-defining features of the building and the option for future use as a theater.

The City will give special consideration to proposals that involve a theater or entertainment reuse. Alternative uses that fit within the retail/commercial make up of the district will be considered. Any proposals with a non-theater use must address how they will preserve the option for reuse as a theater in the future. Residential uses will not be considered at this Site.

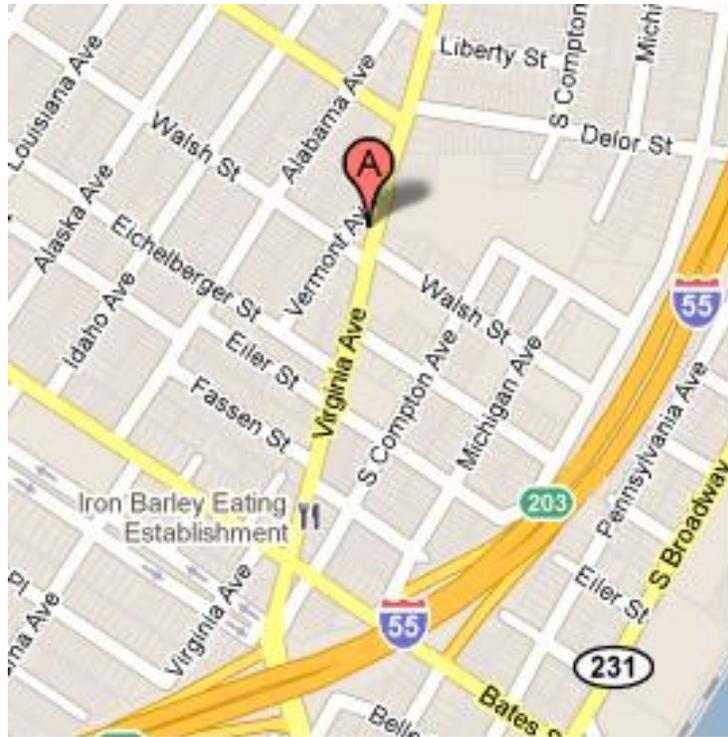
The Site appraised for \$79,000 in September 2010; City policy is to sell redevelopment property at fair market value. Offer price will be one of multiple criteria considered when evaluating proposals.

Proposals must be submitted to St. Louis Development Corporation (SLDC) in care of Dawn Doty at 1520 Market, Suite 2000, St. Louis, MO 63103.

## **Site Facts**

- The Site consists of two parcels, 5101-23 Virginia Avenue and 5127 Virginia Avenue, totaling approximately 10,454 square feet.
- The Virginia Show building sits on the 5101 Virginia parcel, comprises approximately 5,896 square feet and was most recently used as a church. The Reel House parcel at 5127 Virginia is approximately 1,870 square feet and was most recently used as a residence.
- Both buildings are vacant.
- There is inter-connecting basement access between the theater and the reel house.
- The parcel ID numbers are 2805-00-00104 and 2805-00-00105
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- Designed in 1910 by Klipstein & Rathmann for Anheuser Busch, the theater was operated for a time by the Wehrenberg chain, who closed it in 1956.
- The Virginia Show building has been designated as a contributing resource to the St. Cecilia National Register Historic District which was established on January 8, 2009. Both the interior and exterior of the structure are protected by the designation.
- The Site is located in the Dutchtown neighborhood of southeast St. Louis City.
- There are a several parcels of City owned vacant ground on Walsh Avenue that may be available for development of a parking lot to support this project.

## Site in the City of St. Louis



## Site and Potential Parking



## Redevelopment Goals

The redevelopment goals for the RFP include:

A. *Reinstate the theater building with a viable commercial use.* The theater building needs to be reinstated as a positive contributor to the commercial district, the neighborhood, and the City. The City will consider a wide range of viable commercial uses that accomplish this. For years this building has been either misused or vacant and has been blight on the neighborhood.

B. *Contribute to the commercial activity on Virginia Avenue* The Site is located in a developing commercial district that includes relatively small clusters of neighborhood-oriented retail and services. Redevelopment of the Site should support commercial activity on Virginia Avenue by contributing to market demand and/or by providing complementary goods and services and/or employment opportunities for the area.

C. *Preserve the historic building and its character defining features.* As a contributing resource to the St. Cecilia National Register Historic District, remaining character-defining features inside and outside of the building must be reconstructed, rehabilitated, or maintained.

D. *If not a theater use now, preserve the option for theater reuse in the future.*

Proposals without a theater reuse must address how they will preserve the option for theater reuse in the future, if such an option were to arise. For example, any approved modification to the interior of the space, such as dividing walls or a leveling of a floor, must be done in a way that is reversible.

## Site Background

The Virginia Show Building was built in 1911 by Anheuser Busch and operated as a movie theater by the Wehrenbergs until 1956. The building was designed by the prominent local architects Klipstein & Rathmann, who designed many of Anheuser Busch's pre-prohibition community investments such as Bevo Mill, Gretchen Inn (Feasting Fox) and the Stork Inn at 4527 Virginia.

The following narrative is on file at the offices of the State Historic Preservation Officer:

*This former movie house fits on the narrow end of a wedge-shaped block. At the narrow north end, a round-plan section has three bays; each has a tall terra cotta round arch with an opening at the first level (double doors at the center, boarded at the outer two) and above them, a pair of diamond paned stained glass round-arched windows. Arcade patterned terra cotta cornice, with a green dome. The auditorium part of the building widens to the south. Both the east and west elevations have 4 sets of small high windows and three sets of doors (some of each are boarded). All windows have terra cotta surrounds; the doors have terra cotta lintels with the better part of a circle above them, outlined in terra cotta and filled with square billeted brick, and centered terra cotta roundels. At the south end of the building is a double height flyspace. Parapet walls have terra cotta coping. The walls are a rich red-brown. The roof is flat, and the visible foundation is brick.*

In the last twenty years the Site has been used as store-front type church with the Reel House being used as a residence for the pastor.

## **Incentives**

The City is prepared to assist the proposed developer in obtaining the various development incentives available to make this project a success. Incentives include but are not limited to:

- Tax Abatement
- Tax Increment Financing
- Local Development Loan Funding
- New Market Tax Credits
- Acquisition subsidy
- Federal and Historic Tax Credits
- Environmental abatement assistance

It will be left to the respondent to identify the appropriate use of these resources and any other resources to make this project financially successful

## **Proposal Contents**

Proposals must include the following information, which is necessary for the City to adequately evaluate your proposal:

1. Names, Addresses, phone numbers of Developer, General Contractor, Architect, Construction Lender, any known Consultants.
2. Description of your plans for this property, including: uses of the Site and proposed users/tenants; improvements made to the Site including square footage of specific components, anticipated materials, and design style; treatment of character defining/historic features; if project is not for theater re-use, strategy for preserving option for theater re-use in the future; plan for transportation access, including parking needs
3. Exhibits of preliminary schematics plans and elevations.
4. Time frame for beginning project and schedule for completion.
5. Financial statements, references.
6. List of projects completed or underway, especially experience with similar projects.
7. Marketing plans: real estate broker, signage, advertising, and tenant recruitment.
8. Financial structure, including any partnerships planned or anticipated.
9. Development budget showing the detailed sources and uses of funds for the project.
10. An operating pro forma of at least 15 years for the building operation, including the assumptions underlying the income and expense projections.
11. Your offer for this property.

## **Evaluation Criteria**

In reviewing proposals, the following criteria are among those that will be considered:

1. Fulfillment of the four redevelopment goals for the RFP stated above
2. Track record and financial/organizational capacity of the development team to complete the type of redevelopment project that they propose
4. Financial feasibility of the project and the ability of the project to secure the necessary financing.

5. Proposed project timeframe, feasibility of beginning construction within six (6) months of acceptance of proposal.
6. Public benefits from the project
7. Offered purchase price for the Site.
8. Minimization of City subsidy, if any
9. Overall quality of the submission, adherence to the proposal content requirements, and responsiveness during the review process

### **Proposal Submission**

Respondents must submit copies of their proposals as follows:

- One unbound copy
- Four bound copies

Electronic versions in .pdf format on CD are encouraged.

### **Proposal Review & Selection Process**

City staff will review proposals that are received by the due date. City staff will also seek the input from the neighborhood development corporation/leadership. Some or all of the respondents may be requested to present their proposals to City staff and/or the neighborhood development corporation/leadership.

### **Building Access**

Prospective respondents may contact the Project Manager to coordinate access to the property.

### **RFP Inquiries**

Prospective respondents may direct questions via email to the Project Manager.

## **City Contracting Requirements**

### **CDBG Requirements**

The City has used Community Development Block Grant funds from the US Department of Housing and Urban Development (HUD) to acquire and stabilize the Site. Since these funds have been used, the redevelopment project will likely need to comply with certain requirements, including an environmental review process (the historic resources component of which is mentioned above) and compliance with Davis-Bacon wage requirements for construction jobs.

### **M/W/DBE Participation**

The selected firm shall comply with the Mayor's Executive Order No. 28 and any superseding Executive Orders relating to utilization of minority and women businesses (MBE's/WBE's). Executive Order No.28 requires contractors and consultants to seek, through good-faith efforts, the involvement of MBE's and WBE's with a goal of participation of least 25% and 5%, respectively, for the project. For additional information, please visit [www.mwdbe.org](http://www.mwdbe.org).

**Living Wage Compliance**

The selected firm may be required to comply with “Chapter 3.99 Living Wages” of the Revised Code of the City of St. Louis (Ordinance No. 65597). Please refer to [www.slpl.lib.mo.us/cco/code/data/t0399.htm](http://www.slpl.lib.mo.us/cco/code/data/t0399.htm) or [www.mwdbe.org/livingwage](http://www.mwdbe.org/livingwage).

**Unauthorized Alien Employees**

The selected firm, shall, pursuant to the provisions of Sections 285.525 through 285.555 of the revised Statutes of Missouri, 2000, as amended, by sworn Affidavit and provision of documentation, affirm its enrollment and participation in a federal work authorization program with respect to the employees working in connection with this Contract, Agreement or Grant. Contractor shall affirm also that it does not knowingly employ any person who is an unauthorized alien in connection with this Contract, Agreement or Grant pursuant to the above-stated Statutes.

**Reservation of Rights**

The City reserves the right to reject any or all proposals for any reason, in its sole discretion; to select one or more respondents; to void this RFP and the review process and/or terminate negotiations at any time; to revise any conditions and stipulations contained herein, as convenient or necessary; to further negotiate fees, rates and financial arrangements, etc; to establish further criteria for selection; to ask respondents to submit additional information or evidence of their qualifications and experiences; to waive informalities in the proposals and in the proposal process; and to negotiate with respondents; to reject any and/or all proposals for any reason, in their sole discretion.

**Federal Regulation Compliance**

The selected firm shall comply with the following Federal Regulations:

- (1) Copeland "Anti-Kickback" Act (18 U.S.C. 874) as supplemented in Department of Labor regulations (29 CFR part 3).
- (2) Davis Bacon Act (40 U.S.C.276a to 276a-7) as supplemented by Department of Labor regulations (29 CFR part 5). Rates and occupation are included in Exhibit A.
- (3) Sections 103 and 107 of the Contract Work Hours and Safety Standards Act (40 U.S.C. 327 330) as supplemented by Department of Labor regulations (29 CFR part 5).
- (4) Section 106 of the National Historic Preservation Act of 1966 (revised).