REQUEST FOR PROPOSALS *TO*

PURCHASE AND REDEVELOP

4101-17 MANCHESTER AVENUE

The LRA-Owned Public Parking Lot
4101-17 Manchester Avenue
St. Louis, MO 63110

ISSUED BY:
LAND CLEARANCE FOR REDEVELOPMENT AUTHORITY
CITY OF ST. LOUIS, MISSOURI
ISSUED: **AUGUST 15, 2016**
RESPONSE DEADLINE: **4:30 PM, SEPTEMBER 2, 2016**

1.0 Introduction

The Land Clearance for Redevelopment Authority of the City of St. Louis (LCRA) is issuing a public Request for Proposals (RFP) for redevelopment of the Land Reutilization Authority (LRA) owned property (and current public parking lot) at **4101-17 Manchester Avenue** (the "Property"). Respondents (the "Respondent') should be clear that the intention of this RFP is to solicit proposals from developers that will contract to purchase the Property from the LRA and enter into a redevelopment agreement with the LCRA to redevelop the Property.

The deadline for submittal of proposals is 4:30 PM, September 2, 2016.

2.0 General Information

The Grove Commercial District (the "District") within the Forest Park Southeast Neighborhood (the "Neighborhood") is one of the most up-and-coming and desirable neighborhoods to live and play in the City of St. Louis. With immediate access to jobs (via BJC, CORTEX, WUMC, SLU, etc.), transportation (MetroLink), and major public amenities (Forest Park, Chouteau Park, etc.); as well as, committed community organizations and neighborhood groups (Park Central Development Corporation, the Grove CID, the FPSE Business Association, etc.).

As the District has continued to redevelop, the inventory of existing building stock has been slowly reduced to just a few vacant or underutilized structures. Over that time, the infill of existing buildings with thriving new businesses has changed the narrative and perceptions of the area, bringing individuals from all across the region into the Neighborhood. Today, the Grove has become one of the City's premier entertainment districts, bringing more and more cars into the neighborhood.

Located on the east end of the District near Chouteau Avenue, the Property has served as a critical parking lot throughout this renaissance. It holds thirty-seven (37) public parking spaces – with four (4) handicapped spaces; and has been well-lit and well-maintained (thanks to public enhancements a few years ago), and well-utilized. Now with the increased real estate pressure, streetscape improvements, and a growing desire for housing in the Neighborhood – more new construction and major projects along Manchester Avenue are highly possible. In a recent planning process with the Neighborhood, residents and businesses indicated that they would like to see more development along Manchester; but, with some restrictions on the scale / height of the buildings and the desire to (over time) help solve the parking issues in the District.

The Property offers a variety of opportunities for redevelopment, including: (1) new active, ground floor uses along both Manchester and Sarah, (2) more residential and worker density in the District, (3) signature, gateway architecture and urban design at the entryway to the District, and (4) additional public and shared-use parking to assist in addressing broader District congestion concerns from residents and business owners. These opportunities have positioned the site as "prime" for purchase from the LRA and redevelopment through the LCRA.

3.0 Respondent to Purchase and Redevelop

The following will be required of any respondent to **purchase and redevelop**:

(1) Indicate it will **enter into a contract to purchase and redevelop the LRA property** at 4101-17 Manchester Property (per the constraints established herein this request) **for a minimum of one hundred twenty thousand dollars ($120,000)** and will **enter into a redevelopment agreement within six (6) months** of the date of sale of the property; and

(2) Complete **pre-design review(s)** with the staff of the St. Louis Development Corporation (SLDC) on behalf of the LCRA, the Tax Increment Financing Commission (the "TIFC"), or any other board that may be involved – via Architectural/Core, Urban Design and Economic / Financial reviews with conceptual plan drawings and renderings or a maximum of twenty (20%) construction documents; and

(3) Subsequent to approvals, enter into a **redevelopment agreement requiring the Respondent to invest in site improvements to the Property** and complete the redevelopment within a **maximum of two (2) years from the date of the agreement**.

4.0 Urban Design & Redevelopment Requirements

The redevelopment (the "Redevelopment") proposed by the Respondent should address the following specific urban design and development requirements – all generally consistent with the Neighborhood Plan (not formally adopted) and the Forest Park Southeast Neighborhood Form-Based District (not formally adopted) for the Neighborhood. The following overall design and redevelopment criteria will apply to any proposal entertained by the LCRA or TIFC and included in the subsequent redevelopment agreement with the selected redeveloper:

Note: A copy of the current form-based district that was created for the area – which includes definitions of the specific items above and the fully detailed requirements – can be obtained from the Park Central Development Corporation by contacting Matt Green (project manager and administrator for the Grove CID) at 314.535.5311 | matthew@parkcentraldevelopment.org. Respondents are not required to request this document; however, respondents are strongly encouraged to do so in order to understand the full intention of the document and the terms described herein this request.

(1) Intention & Character:

The Redevelopment should contribute to the vibrant, active, and urban qualities that exists currently in the District. In particular, the redevelopment should establish a **mixed-use, main street character that enhances and densifies the walkable commercial corridor** at the heart of the neighborhood; and the Redevelopment should be designed to provide for appropriate infill development and redevelopment which will allow for a variety of mixed-use building types and forms, generally aimed at increasing active ground floor spaces with commercial and retail uses, and adding residential and/or office spaces above.

(2) Street Types & Hierarchy:

The Redevelopment should treat **all three adjacent public rights-of-way, including Manchester Avenue, Sarah Street, and Chouteau Avenue with equal importance and equivalent sensitivity** to ground floor uses, streetscape experience, and façade articulation, with exception that Chouteau Avenue may be utilized for access to parking, loading, and other services. Furthermore, streetscape and public improvements (including repairs to the existing, and improvements / upgrades to match the surrounding streetscapes) should be included with any redevelopment proposal.

(3) Building Placement & Height:

a. The redevelopment should ensure that all building facades are placed at the **zero (0) lot line setbacks** – meaning directly at the property line (other than use-incidental courtyards or other small publicly-accessible spaces); and built-out to **one hundred (100%) percent frontage** – meaning fully built out at the property line; and

b. The redevelopment should have a **minimum building height of three (3) stories and forty (40') feet**, and a **maximum building height of twelve (12) stories and one-hundred fifty (150') feet**.

(4) Building Types & Uses:

a. The Redevelopment should have **primary retail along both Manchester Avenue and Sarah Street**; and residential or office uses on the floors above. Common and shared spaces (such as residential amenities and leasing offices) are allowed on the ground floor, only through access from Chouteau Avenue; and

b. The Redevelopment should include a **minimum of fifteen thousand (15,000 SF) square feet of new retail on the ground floor** that fronts onto Manchester Avenue and wraps north along Sarah Street to activate the corner of Chouteau Avenue; and

c. The Redevelopment should **utilize any of the following "building types"** or a combination thereof – defined in the form-based district – including a **Podium Building, Commercial Block Building, Flex Building, Live / Work Units, Liner Building, or Urban Parking Garage**; and

d. The Redevelopment should conform to the use requirements specifically defined in **The Grove Commercial Area Special Use District (Ordinance #67924)**.

(5) Parking Location & Requirements:

a. The Redevelopment should provide on-site (at-grade, below-grade, or above-grade – either structured or surface) or off-site parking (via agreement or the provision of new parking) – a **minimum of thirty seven (37) publicly available parking spaces** (as replacement for the current lot) and a **minimum of forty (40) dedicated parking spaces for the new ground floor retail** in addition to the amount required by zoning for other uses on the Property; and

b. The Redevelopment should provide **access to the parking, loading and other services (only) from Chouteau Avenue** – if applicable;

(6) Architectural Design & Building Character

Though no specific requirements for architectural design and building character are being placed on the Redevelopment at this time, the District and Neighborhood have become celebrated for eclectic architecture design and emphasis will be placed on proposals that seek to foster this character at the gateway to the District with contemporary, artistic design and creative building considerations. The Respondent should submit a narrative that highlights specific approaches or considerations for building design, including building layout, façade detailing, fenestration, lighting and other architectural details.

5.0 Required Contents of Any Proposal

Each Respondent must provide, at a minimum, the following information, in addition to the particular information described in Section 3.0 and Section 4.0 of this Request for Proposals:

(1) Primary **contact information** (name, phone, address, email) for the Respondent; and
(2) Confirmation that the Respondent will **purchase and redevelop** the Property; and
(3) A brief **summary of qualifications** (including full development team); and
(4) A brief **narrative of the proposed Redevelopment**; and
(5) A narrative of the **proposed improvements and investments** in the Property; and
(6) A narrative of the **architectural approach and character** of the Redevelopment; and
(7) A brief **description of past or current projects undertaken by the Respondent similar** to the Redevelopment; and
(8) A estimate of proposed job creation resulting from the Redevelopment; and
(9) A list of **sources and uses of funds** to be used in the Redevelopment; and
(10) An estimated **timeline for completion of the proposed Redevelopment**, based on the due date of this proposal; and
(11) Confirmation that the Respondent and its' general contractor will provide and **adhere to an M/WBE participation plan**, per Section 8.0 below; and
(12) Evidence to **support financing capability and the financial strength / capacity to complete the proposed Redevelopment** as part of any agreement, including any financial commitment letters from lenders, equity partners, or contributors and/or other sources of financing.

6.0 Required Form of the Proposal

(1) All proposals must be clearly marked "**Response to Request to Purchase and Redevelop 4101-17 Manchester Avenue**"; and
(2) All proposals **must be complete and include all of the information** described in Section 3.0, Section 4.0, and Section 5.0 of this RFP; and
(3) All proposals must be **delivered by the due date/time, sealed and unopened**; and proposals must be stapled or bound, in booklet form, on eight and one-half inch (8 ½") by eleven inch (11") white paper printed on one or both sides, with a minimum of 11pt font; and
(4) All proposals must clearly **identify the respondent (including primary contact information) on the front cover**, which may be released by LCRA as public information upon receipt of the proposal; and
(5) Each Respondent must submit **ten (10) complete copies** of each proposal.

NOTE: THE LCRA COMPLIES WITH MISSOURI'S "SUNSHINE LAW" (CHAPTER 610 RSMO.). WHILE PROPOSALS MAY BE WITHHELD FROM PUBLIC DISCLOSURE UNDER THE "REAL ESTATE NEGOTIATIONS" EXEMPTION (SECTION 610.021(2) RSMO.) OR THE SEALED PROPOSAL EXCEPTION (SECTION 610.021(12) RSMO.) DURING THE EVALUATION PROCESS, ALL PROPOSAL MATERIALS MAY BECOME PUBLIC INFORMATION AT THE CONCLUSION OF THE PROCESS. FURTHER, LCRA CANNOT GUARANTEE CONFIDENTIALITY OF ANY MATERIALS DURING THE EVALUATION PROCESS IN THE EVENT OF A LEGAL CHALLENGE. THUS, PROPOSALS AND COMMUNICATIONS EXCHANGED IN RESPONSE TO THIS RFP SHOULD BE ASSUMED TO BE POTENTIALLY SUBJECT TO PUBLIC DISCLOSURE. LCRA, ACTING IN ITS SOLE, UNRESTRICTED DISCRETION, SHALL DETERMINE THE STRINGENCY AND/OR STRIDENCY WITH WHICH IT WILL OPPOSE, IF AT ALL, LEGAL CHALLENGES TO NONDISCLOSURE OF FINANCIAL OR OTHER INFORMATION INCLUDED IN RESPONSES.

IT IS REQUIRED THAT PROPOSALS FOLLOW THE ABOVE FORMAT AND INCLUDE ALL REQUESTED INFORMATION. THE PROVISION OF SUPPLEMENTAL AND ADDITIONAL INFORMATION TO ILLUSTRATE OR CLARIFY RESPONSES IS ENCOURAGED. BY SUBMITTING A PROPOSAL, RESPONDENT ACKNOWLEDGES THAT, IN THE CASE OF CONTROVERSY SURROUNDING THE DEFINITION OF PUBLIC VS. PRIVATE INFORMATION, ANY AND ALL INFORMATION SUBMITTED BY RESPONDENT MAY BE REQUIRED TO BE DISCLOSED TO THE PUBLIC. THE LCRA RESERVES THE RIGHT TO REQUEST ADDITIONAL INFORMATION FROM RESPONDENTS AND TO CONSIDER SUCH ADDITIONAL INFORMATION PROVIDED IN SELECTING AN OPERATOR.

Sealed proposals must be addressed as follows and delivered to the following address. Respondents should ask for and receive a receipt for hand-delivered sealed proposals, and respondents should maintain delivery receipts from paid delivery services.

Mr. Otis Williams
Executive Director
St. Louis Development Corporation
1520 Market, Suite 2000
St. Louis, MO 63103

7.0 Selection Process and Criteria

Responses will be reviewed by a selection committee (the "Committee"). The Committee shall evaluate the proposals and recommend a selection to the LRA Board and LCRA Board of Commissioners. If selected, the respondent will proceed through the LRA process. A contract to purchase and subsequent redevelopment agreement will be negotiated with the successful respondent; however, if the LCRA determines that it is not possible to successfully negotiate a purchase agreement with the selected respondent, the agency may discontinue negotiations and attempt to negotiate a purchase agreement with the highest-ranked, qualified remaining respondent. This process shall continue until negotiation of a purchase agreement is successful, all qualified respondents have been exhausted, or LCRA voids this RFP.

The committee shall use the following criteria in its selection process:

- A **commitment to purchase and redevelop the 4101-17 Manchester Avenue** property with the LCRA to complete the proposed improvements and investments; and
- The **experience and qualifications of the Respondent** to redevelop the Property; and
- The **financial strength / capacity to purchase and redevelop** the Property; and
- The **strength and originality of the narrative of the proposed uses** for Property; and
- The **character and creativity of the design intent** of the building; and
- The **timeline for completion of the proposed improvements and investments** for the Property; and
- The **proposed price offered to purchase** the Property; and
- The **propose amount of investment** in the Property.

The Committee may add other selection criteria during the selection process, and may seek input from Community entities and organizations that are working in the Forest Park Southeast Neighborhood and District.

8.0 Questions Regarding This RFP

Any and all questions or requests for clarification with respect to this RFP or additional information about the site and facility must be submitted in writing or via e-mail to:

Otis Williams
St. Louis Development Corporation
1520 Market, Suite 2000
St. Louis, MO 63103
williamsw@stlouis-mo.gov

Questions must be received via email no later than **4:30 PM, August 22, 2016**, in order for LCRA to issue a timely response. LCRA shall not be obligated to respond to any question. Responses to all questions will be sent electronically to the questioner and posted on line at *https://www.stlouis-mo.gov/government/departments/sldc/procurement.cfm*

9.0 MBE/WBE Participation

Within any redevelopment agreement, the selected Respondent 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.

10.0 Unauthorized Alien Employees

Within any redevelopment agreement, the selected respondent 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 the agreement or lease. Respondent shall sign an Affidavit affirming that it does not knowingly employ any person who is an unauthorized alien in connection with the agreement or lease pursuant to the above-stated Statutes.

11.0 General Conditions for Submission of Proposal

LCRA reserves the right to reject any or all proposals; 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 experience; to waive informalities in the proposals and in the proposal process; and to negotiate with successful respondents; to reject any and/or all proposals for any reason, in LCRA's sole discretion. Through submittal, the respondent is indicating that all information provided is true and correct.