



REQUEST FOR PROPOSALS

SKYLINE REDEVELOPMENT PROJECT

MOUNDS VIEW, MINNESOTA



INTRODUCTION

This Request for Proposals (RFP) seeks a qualified developer to provide a redevelopment proposal for 2.85 acres. There may be a possibility that an additional 0.65 acres of City owned land which is low area currently holding water runoff could become part of the 2.85 acres redevelopment area. There is an additional approximately 2.57 acre lot that is currently privately owned by Bauer Welding that may be considered as a larger redevelopment project. For details please contact Brian Beeman, Assistant City Administrator, brian.beeman@moundsviewmn.org, 763.717.4029.

The Mounds View Economic Development Authority (EDA) currently owns the 2.85 acres on three parcels. On March 11, 2019 the EDA expressed their interest in seeing primarily a hotel concept on the 2.85 acres. Other proposals may also be considered. A medical use may make sense on the Bauer Welding property.

One shared access from Old Hwy 8 will be allowed to the 2.85 acre Skyline property which will also give access to the Bauer Welding property. Other situations and options may be available. Bio Clean 0.97 acres is looking to do a small expansion and would only need approximately 41' between the Bio Clean and Skyline property.

The City would like the existing Skyline Motel demolished and a new building constructed that will add tax value, jobs, add value to the community, and be of sound construction. Landscaping and buffers will be a requirement of the project. The EDA has agreed to allow up to five stories or more depending on the project and evidence to meet the current parking ratios and setbacks. The site is visible from I-35W. A rezoning application will need to be completed if use for another hotel. A survey and soil borings have already been completed and the reports show clean soils.

SCOPE OF WORK

The goal of this RFP is to find a qualified developer who will cooperate with the EDA to enter into a Purchase and Development Agreement to purchase the redevelopment property and then to construct a hotel or other approved building in accordance with the EDA's criteria. The qualified developer will submit a concept and site plan, and a list of each person on the team including but not limited to: developer(s), investor(s), engineer, architect, general contractor, franchise partners, legal business names, etc. The list should include their titles and roles in the project, level of experience, examples of similar projects completed by the team, please include pictures, location, and short summary description of each former project. Provide an explanation of how the developer will be able to finance the proposed project including all financing sources. Each development team submitting a proposal will **provide all presentation materials and supporting documents to Brian Beeman, brian.beeman@moundsviewmn.org by May 8, 2019** to be included in the EDA agenda packet. Each development team will be expected to make their **presentation to the EDA in a publically televised meeting May 13, 2019**. The date and time are subject to change. All presentations will be made at the Mounds View City Hall located at 2401 Mounds View Boulevard in the City Council Chambers.

DELIVERABLES

For the RFP presentations the development team is expected to come prepared to present in front of the EDA and answer any questions the EDA may have about your proposal publically. The site plan should include dimensions, number of parking stalls, position of building and overflow parking for semi-truck tractor trailers and utility trucks, type of buffering, access, (must be 660' from Mustang Drive intersection and 660' minimum from the Townsedge Terrace Mobile Home Park). Additionally, the proposal should include the number of rooms, number of stories, general description of the types of construction materials to be used, (brick, type of siding, wood frame, metal frame pitched roof, etc.) Please provide any addition information that you believe will be beneficial for the EDA to make their decision.

FINACING

Each developer will notify the EDA in their presentation and supporting documents if they will be requesting any type of public financing assistance and the specific form of assistance. For example, if through the developer's proforma the total project costs would prevent the developer from constructing the building and developing the site then the EDA will need to know which type of subsidy is being requested. (TIF, Tax Abatement, other) A project that doesn't require any form of public subsidy will score higher than a project that needs assistance. The EDA is reluctant to use any form of public subsidy but has not ruled it out. An estimated ball park figure of what the developer could expect to pay for the purchase of the land will be helpful to the EDA in making their decision.

RFP PROCESS

The RFP seeks the submission of proposals to provide services from any and all interested and qualified developers. The EDA, by way of this RFP, to decide upon one developer in a manner that maximizes the quality to the community while also maximizing the value to the City. Developers must be able to show they are capable of successfully completing the redevelopment project and financial performance. Such evidence includes, but is not limited to, the respondent's demonstrated competency and experience in developing hotels and similar projects and scope and type and credit worthiness and ability to produce the necessary financing through personal equity and/or partnership or other means.

The RFP response must be submitted electronically to brian.beeman@moundsviewmn.org by May 8, 2019 at 8:00 a.m.

The proposal will be used to determine the developer's capability of rendering the services to be provided.

TENTATIVE SCHEDULE OF EVENTS

EVENT	DATE
Release RFP's	Week of March 18, 2019
Proposal Submission Deadline	May 8, 2019 by 8:00 a.m.
Developer's to Present Proposals to EDA	May 13, 2019 Time TBD Possibly 4:00-6:30 p.m
EDA Chooses a Developer to Coordinate with	May 13, 2019 Additional Meetings may be required
EDA & Developer Negotiate Purchase & Development Agreement	May 14, 2019 to TBD, typically takes 1-2 months depending on how quickly each party can come to terms
EDA Meeting, Public Hearing to sell Publically Owned Land. Purchase & Development Agreement Signed & Copies of Final Executed documents provided to parties	June 10 or 24, 2019
Continue Due Diligence, Rezoning, etc. Set Closing Date	June 25, 2019 through July 31, 2019
Developer Starts Construction	August 1, 2019 through November 1, 2019, per MN Statutes the developer must start construction within one year of the signing of the Purchase Agreement of Publically Owned Property
Continue Construction	Estimated 12-18 month Construction Process
Final Inspections and Issue Certificate of Occupancy	August 1, 2020 through February 2020

PROPOSAL SUBMISION REQUIREMENTS

Submit a completed electronic (PDF, Word, etc.) version of your proposal and any required attachments to the City electronically to brian.beeman@moundsviewmn.org.

COVER LETTER

Provide a signed one-page cover letter on your company letterhead that includes the address, telephone number, and email address of the contact person(s) and authorized signatories. List the name and title of each person authorized to represent the developer in negotiations.

SPECIFIED CONTENT IN THE RFP

The developer should be sure to include all information that it feels will enable the EDA to make a decision.

Qualifications and Experience

- Provide a statement of qualifications for your organization, a statement of the size of company, a description of services provided, and a statement of the extent of experience/history providing the services requested by the RFP.
- How many full-time employees (FTEs) does your company employ? Identify each assigned employee's role on this project and designate the main contact for the project. Resumes or a summary of each participant is acceptable.

Work Samples and References:

- List business references of some of your past projects for similar developments. Include contact names, titles, phone numbers, and email addresses for all references provided.

Cost Analysis & Developer Proforma

- Developer should be able to provide a basic summary of sources and uses for the project knowing that any information submitted is public. A more detailed proforma will be considered once the EDA chooses a developer for the project.

Site & Building

- Provide a concept site map and concept building image. Provide details on the total square feet of the building, number of stories high, number of parking stalls, (surface vs. underground/covered) number of rooms, amenities, location of building and access on the property, buffer zone concepts, estimated property tax generation to the community from the project, total estimated cost of the project, whether or not any public subsidies will be requested for the project and if so state the type of subsidy being requested and the amount, construction timeline, anticipated construction start and completion, name all key contacts including but not limited to the development team members, investors, engineering firm, architect, general contractor, franchise owner, hotel operating management team, type of construction materials (brick, type of siding, stone, stick build vs. metal frame etc.)

ADDITIONAL TERMS AND CONDITIONS

The City reserves the right to accept or reject any or all proposals or portions thereof without stated cause. Upon selection of a finalist, the City by its proper officials shall attempt to negotiate and reach a final agreement with the finalist. If the City, for any reason, is unable to reach a final agreement with this finalist; the City then reserves the right to reject such finalist and negotiate a final agreement with another finalist. The City may also elect to reject all proposals and re-issue a new RFP.