

# Mauldin City Center RFQ/RFP

141.6

Posted on Sept. 27, 2017 Proposal #2017-11-29

SUBMITTAL DEADLINE: 2:00 PM on Nov. 29, 2017



## Introduction

The City of Mauldin (City) is pleased to offer an opportunity to qualified real estate development teams to respond to this invitation to enter into a Public-Private Partnership with the City of Mauldin for the purpose of the strategic acquisition and redevelopment of up to 24.5± acres of property located at the center of the City of Mauldin, of which 11.1± acres are presently owned by the City. The objective for this project is to create a high-quality, medium-to-high density/intensity mixed-use, urban village project.

This 24.5± acre project area was officially designated as a Multi-County Industrial Park (MCIP) on August 15, 2017. The MCIP designation represents an economic tool that will generate tax increment funds that can be used for public infrastructure and public improvements including sidewalks, streets, streetscapes, parking facilities, trails, stormwater, sewer, and water utilities, public spaces, public art, and other public amenities within the project area or in areas that directly benefit the project area.

The City is seeking a development team to undertake the planning, acquisition, financing, marketing and development of this opportune project area. The development team is expected to possess the expertise necessary to design, develop and market a walkable, urban, mixed-use project. Various concepts and ideas have been developed for this project during the past six years and can be supplied to interested bidders.

Based upon this Request for Qualifications/Request for Proposals (RFQ/RFP) selection process as fully described herein, the City anticipates selecting a preferred Developer/Development Team and entering into a Development Agreement aided with appropriate infrastructure incentives. Adequate investment intensity, connectivity to the City's Cultural Center, featured civic amenities, parking and traffic control will be essential to the success of the site development.

# Background

Mauldin is a transformative business environment composed of a skilled workforce, strategic location and a successful community. Mauldin has grown to the 17<sup>th</sup> largest of South Carolina's 270 cities. Over 119,000 people with an average household income of approximately \$59,000 reside within a 5-mile radius of downtown Mauldin. The population within this 5-mile radius is expected to grow by about 1.8% each year reaching 130,000 by 2022.

Located roughly equal distance along the I-85 corridor between two of the largest and fastest growing metropolitan districts in the United States—Atlanta and Charlotte—Mauldin is ideally positioned for business and growth. Just this year Verizon Wireless (260 new jobs), BB&T (600+ new jobs), MP Husky (50 new jobs), and Caristrap (100 new jobs) have announced expansions in Mauldin. A new Office of Disability Adjudication and Review for the United States Social Security Administration is currently under construction just one block away from the project area. The Clemson University International Center for Automotive Research (CU-ICAR) and the Millennium Campus is directly adjacent to Mauldin.



### **Development Opportunity**

The site, the "Mauldin City Center", (the Project), is bounded by North Main Street (US Highway 276) to the west, Jenkins Street to the north, a short line owned by Carolina Piedmont to the east, and East Butler Road to the south. The site covers up to 24.5± acres. Of these 24.5 acres, the City of Mauldin presently owns 11.1± acres. There are presently opportunities to negotiate with private property owners for the acquisition of other properties within the site. See Exhibit "A" for a more complete depiction and description of the properties located within the project area.

The site provides the opportunity to:

- Establish a downtown for the City of Mauldin founded on urban village design principles
- Develop one of the busiest intersections (Main Street and Butler Road) within Greenville County
- Locate new businesses and residents that want to benefit from the major development activities in the surrounding areas
- Set an urban vision and architectural standard for the future development of Mauldin

The City of Mauldin has been diligently working towards this redevelopment effort for a number of years with the vision of establishing an urban, walkable center at the heart of its community. Past accomplishments include the acquisition of 6.5± acres along Jenkins Street, the acquisition of 0.6± acres along Main Street, the acquisition of 0.6± acres at the intersection of Main Street and Butler Road, the preparation of an East Butler Road Corridor Study, the adoption of a cultural center master plan, the creation of a 2012 downtown conceptual design plan and the recent establishment of a Multi-County Industrial Park (MCIP) that covers the entire 24.5± acre site. The City is in the final stages of rezoning the project area to a Central Redevelopment District which promotes pedestrian-oriented design. City plans and corresponding documents support an urban mixed-use center in this area of the City.

#### **Development Objectives**

**Contemporary Planning** – The City understands that retail market conditions are evolving since the City's earlier city center planning efforts. The City still desires a sustainable mixed-use project, with walkability and connectivity to the adjacent Mauldin Cultural Center. The successful development team will deliver a project mix that serves the commercial, office, hospitality, cultural and residential needs of a growing community.

**Development Entity** – The City is looking for a qualified developer or development team to undertake the planning, acquisition, permitting, and redevelopment of this project area.

**Timing** – The City desires that the project area be developed as soon as possible, consistent with: (1) existing plans and concepts, (2) market realities, (3) requirements for entitlements, (4) the work necessary to create a satisfactory market setting, (5) the conveyance schedule, and (6) current community goals.

**Financial/Other Objectives** – The City is seeking a mixed-use development that will be consistent with its City mission of economic revitalization and job creation. In addition, the City has certain financial objectives with respect to minimum investment levels and the acquisition of City-owned land.



## **Developer/Development Team Submittal Requirements**

The City welcomes a creative response to the RFQ/RFP in a format the developer believes best expresses the qualifications of the development team. It is required, however, that the submittal package clearly include the elements described in this section. The teams' responses should be developed to clearly communicate the respondent's approach for developing the Mauldin City Center Project.

#### **RFQ/RFP** Submittal Requirements

All submittals shall include the content/elements listed below and shall be submitted in the following form:

- Six (6) printed, bound copies,
- One (1) unbound original with original signatures, and
- One (1) electronic copy on a USB flash drive

#### **RFQ/RFP** Submittal Content

- A. **Executive Summary** An Executive Summary should identify the team members, highlight the team experience in projects of this size and type and outline the Development Team's objectives and approach to the development of this site. The summary should identify the person who will serve as the principal point of contact with the City and will be authorized to make representations on behalf of the entity. The summary should also include some statement or letter attesting to the response's accuracy.
- B. Objectives/Approach/Concept Plan This section should outline the Development Team's approach to property acquisition (highlighting properties targeted for acquisition) and redevelopment of the City Center Project while meeting the objectives of the project as defined above. The approach should include a preliminary schedule for entitlements, land acquisition and construction for the finished project.

An illustrative concept plan (or multiple concept plans, if desired) is required to allow the City to determine (i) whether the respondent generally understands the development considerations outlined herein, (ii) whether the development can meet the City's objectives, and (iii) whether the development is consistent with the City's desires for redevelopment of the City Center area.

- C. Development Entity Development Teams will provide the roles and responsibilities of each proposed team member. The primary team member information should include the company name; legal status; company or corporation number; company address including zip code; full names of company officers and their addresses, including zip code. Development Teams will also provide names and addresses of all categories of consultants to be included, such as architects, engineers, land use planners, contractors, real estate brokers, property managers, financial consultants, and financial institutions.
- D. Previous Development Experience Development Teams responding to this solicitation must demonstrate significant participation and success in developments, construction, and marketing projects of this type, inclusive of successful developments in downtown/urban locations. Experience working with a public entity is desirable and should be featured as part of any response to this solicitation. Submittal information on previous projects should include project



description, project references, a statement regarding the duration of the Development Team's involvement and identification of principal team members and roles. References for previous projects should include the principal investors/city representatives, roles and contact information including phone number.

- E. Marketing Experience and Marketing Approach to this Project Development Teams submitting under this solicitation must demonstrate significant experience in the marketing of a regional retail site. Descriptions of other similar projects successfully completed shall also be included. References must be provided and will be contacted. Additionally, the rationale behind the mix of commercial/retail/office/residential uses and marketing base should be provided. The City desires to understand the underlying marketing approach and vision that the Developer/Development Team sees for this site.
- F. **Financial Capability to Implement Project** Development Teams must submit credible current information regarding their financial capability to successfully pursue and complete the project on a timely basis. All such information will be handled with strict confidentiality and will only be used by members of the selection panel in the determination process. In addition to the references cited above, development teams must provide a listing of at least two banking references. References should include contact persons' phone numbers.
- G. Public/Private Partnership Proposals should detail the level of development intensity (density, square footage, project costs, etc.) and anticipated public investment requisite for the project. <u>Depending on the level of intensity of the development and investment within the community, the City may utilize tax incentives to participate with some of the necessary public infrastructure improvements.</u>

The City does not expect the submission and presentation of elaborate and detailed site planning and architectural renderings at this stage of the selection process. Simple concept plans or "bubble" plans are acceptable. While it is recognized that the development concept will evolve, the submittal could also include depictions or style boards of similar projects that convey the vision and key identity of the proposed project. The conceptual development program should be accompanied by photos or renderings of similar projects developed by members of the respondent's development team and/or development prototypes (including photos and summary data) developed by other entities, that the respondent envisions would be suitable to develop at the site.

Include a narrative that responds to the City primary objectives, including identification of those that are achievable and those that are problematic, and reasons why. The response should address any specific concerns relative to City's objectives and, whenever possible, include examples of how these concerns may be resolved.

The conceptual plan should address how the basic tenets of urban design can be met in your plan and how they may have been met in previous projects. The plan should also address your approach to provide various site specific uses to help create a sense of place and vibrancy to make the City Center Project a destination for City and regional residents and visitors. Describe how these types of uses have been incorporated and/or financed in other projects undertaken by your team.



# **Developer/Development Selection Criteria and Procedure**

#### Selection Process

The City recognizes the time and expense that typically goes into preparing responses to public agency RFQs and RFPs. Therefore, the City has designed a selection process to focus on the factors that the City will use to assess potential master developers and to manage the process so that the proposals are evaluated promptly. The selection process will include this initial RFQ/RFP submittal followed by presentations from a short list of selected developers. The purpose of the initial RFQ/RFP phase will be to identify a short list of developers who have the qualifications, experience, resources, and the necessary vision to develop the City Center Project for the City. After the short list stage, additional information will be requested of developers more specifically related to financial data as well as other information considered to be necessary by the City to make a qualified selection. After review of this data, the Selection Panel will interview qualified candidates and make a selection. The specific components of the selection process are further discussed below.

- A. In the first stage of the process, interested Development Teams will submit documentation in response to this RFQ/RFP. Written submittals delivered by the deadline will be reviewed and evaluated based on the Evaluation Criteria for Qualifications included herein.
- B. During the second stage, members of the City's selection panel will evaluate the submittals. At their discretion, they may contact references and industry sources, investigate previous projects and current commitments, interview some or all of the references, visit some or all of the developments cited in the submittals, and take any other information into account in their evaluation of the responses. The City also reserves the right to request clarification or additional information from respondents. Based on their evaluations, a list of the best-qualified Development Teams ("short list") will be selected by a City Selection Panel.
- C. In the final stage, the City will submit a request for additional information to those selected for the "short list" of Development Teams. The purpose of this phase is to provide more specific information regarding their approach, plan and financing for the proposed development of the City Center Project. This stage is intended to give the developer an opportunity to provide a realistic framework for its approach to the redevelopment of the City Center Project as well as an opportunity for the short-list developers to provide a proposed financial structure for redevelopment of the site. These responses will address the development objectives for the City Center Project, City business objectives, the developer's financial and management commitment, and site specific and community development issues. After review of the additional RFQ/RFP materials by the City Selection Panel, those best-qualified Development Teams will be invited to an interview.

After the interviews, one Development Team may be awarded the right to enter into an Exclusive Negotiation Rights Agreement with the City. The selected Development Team and the City will develop a Memorandum of Understanding outlining the business terms proposed and will negotiate a Disposition and Development Agreement.

Criteria for selecting the successful Development Team is set forth in the next section.



#### Schedule for Developer Selection

The following is a schedule for the selection process:

RELEASE OF RFQ/RFP	September 27, 2017
PRE-SUBMITTAL MEETING	October 11, 2017

Interested Development Teams will have the opportunity to attend a pre-submittal meeting on October 11, 2017 at 2:00 PM. The meeting will be held at the Mauldin City Hall, 5 East Butler Road, Mauldin, South Carolina. All interested Development Teams are strongly encouraged to register for and attend the pre-submittal meeting. Teams may register with David Dyrhaug at DDyrhaug@MauldinCitySC.com.

November 29, 2017, 2:00 P.M.

Submit to:	City of Mauldin Attn: David Dyrhaug, BID ENCLOSED 5 East Butler Road • P.O. Box 249 Mauldin, SC 29662	
SELECTION PANEL REVI	EW OF SUBMITTALS/SHORT LISTING	December 7, 2017
REQUEST FOR ADDITIO	NAL MATERIALS TO SHORT LIST	December 8, 2017
RESPONSE TO ADDITIO	NAL MATERIAL REQUEST	January 5, 2018
INTERVIEWS WITH CITY	SELECTION PANEL	January 2018

# **Development Team Selection Criteria**

Responses will be evaluated based on the development teams' vision for the Mauldin City Center and their ability to meet the performance requirements of this proposal. Responses will be assessed to determine the most comprehensive, competitive and best value solution for the City based on the criteria below.

- A. Demonstrated experience of the Development Team and its members in the successful redevelopment, operation and economic performance of mixed-use developments of comparable size, scale and complexity.
- B. Demonstrated ability of the Development Team to implement projects of comparable size and scope in a timely manner. Ability to move quickly through the process to building and leasing.
- C. Proposed conceptual vision for the site and demonstration in the conceptual planning of understanding to meet the City's planning objectives for the City Center Project.
- D. The Development Team's proven financial capability to develop and complete projects of a comparable size.
- E. Ability to attract a mix of national, regional and local tenants. Demonstrated understanding of the market through the identification of tenant mix and market knowledge presented in the response.
- F. The quality of the urban design aspects of the previous projects by the Development Team.



- G. Experience in working with the public sector in public/private real estate development projects. Experience working with a public or quasi-public entity is also desirable and should be featured as part of any response to this solicitation.
- H. Establishment of clear lines of responsibility within the Development Team on which the City can rely during project negotiations and implementation.
- I. Understanding of the regulatory approval process, as reflected in the experience of the development team and its advisors and consultants, and the team's expectations of project schedule.
- J. Other factors as appropriate.



## **Terms and Conditions**

#### Development Proposal Opening and Award

Development proposals shall be publicly opened and only the names of the responders disclosed at the proposal opening. No decision will be made until the City has had ample time to review each proposal. However, award will be made at the earliest possible date. The City reserves the right to award in whole or in part, by item, group of items, geographic area or by section where such action serves the City's best interest. Development proposals, whether mailed or hand delivered, must be received and time/date stamped by the closing time and date indicated on the Request for Qualifications/Request for Proposals. Proposals received after the closing time/date will not be accepted. By submission of a proposal, you are guaranteeing that all goods and services meet the requirements of the solicitation during the contract period.

#### Rights Reserved by the City of Mauldin

- A. This RFQ/RFP is not a contract or a commitment of any kind by the City of Mauldin. The City of Mauldin reserves the right to select a limited number of proposals for interviews or to select without conducting interviews. The City reserves the right to disqualify any submission which does not completely comply with the submission requirements. The City reserves the right to reject any and all proposals, any portion thereof, and waive any technicalities. Accordingly, the right is reserved to make awards in the best interest of the City. Integrity, reputation, experience and past performance will be heavily weighed in proposal evaluation. This solicitation does not commit the City of Mauldin to award a contract, to pay any costs incurred in the preparation of the proposal, or to procure or contract for goods or services listed herein.
- B. The City reserves the right to waive any instructions to Responders, General or Specific Terms and Conditions, specifications, or technicalities when it is deemed to be in the best interest of the City to do so. The City of Mauldin shall not be responsible for any verbal information given by any employees of the City in regard to this proposal.

#### **Responders Responsibilities**

- A. Each responder shall be fully acquainted with the conditions relating to the scope and restrictions attending the execution of the work under the conditions of this proposal. It is expected that this will sometimes require on-site observation. The failure or omission of a bidder to be acquainted with existing conditions shall in no way relieve the bidder of any obligations with respect to this proposal or to any contract as a result of this proposal.
- B. The responder shall sign his proposal correctly or the proposal may be rejected. Errors should be crossed out, corrections entered and initialed by the person signing the proposal. No proposal shall be altered or amended after the specified time for opening. If the proposal shows any omissions, alteration of form, unauthorized additions, a conditional proposal or any irregularities of any kind, the proposal may be rejected. Proposals will be accepted on 8½" x 11" paper. Proposals, amendments thereto or withdrawal requests received after the advertised time for proposal opening, shall be void regardless of when they were mailed.
- C. Responders must, upon request of the City, furnish satisfactory evidence of their ability to furnish products or services in accordance with the terms and conditions of these specifications.



The City reserves the right to make the final determination as to the responder's ability to provide the products or services requested herein.

- D. In the interest of a fair, equitable selection process, Developers/Development Teams shall not have or obtain any prohibited conflicts of interest. City reserves the right to require the Developer to provide information regarding such conflicts should it appear to City that such conflict may exist.
- E. The qualifications of the Developer and each member of the Development Team are important criteria in the selection process. After selection, the Developer/Development Team will not be allowed to substitute any members of the Developer/Development Team without prior approval by the City. The City, at its sole discretion, reserves the right to accept or reject proposed changes to the development team.
- F. All facts and opinions stated within this RFQ/RFP and in all supporting documents and data, including, but not limited to, statistical and economic data and projections, and anticipated dates of conveyance, are based on the best available information from a variety of sources at this time. No representation or warranty is made with respect thereto. The selected Developer/Development Team will be responsible for accepting or verifying the accuracy for all information presented herein and conducting all feasibility analyses required to undertaking the development.
- G. All information submitted by the respondents in regards to this RFQ/RFP will become the property of the City and will become public documents. Respondents can request that information they believe to be proprietary in nature remain confidential; however, the City has sole discretion over this matter. All materials deemed confidential or proprietary by the respondents can be marked "confidential." Given the uncertainty of Public Record Law, the City, its consultants, attorneys, etc. will be held harmless in case of disclosure, required, accidental, or otherwise.
- H. All submitted materials in response to the RFQ/RFP shall remain valid for a period of six months from the date of submission.

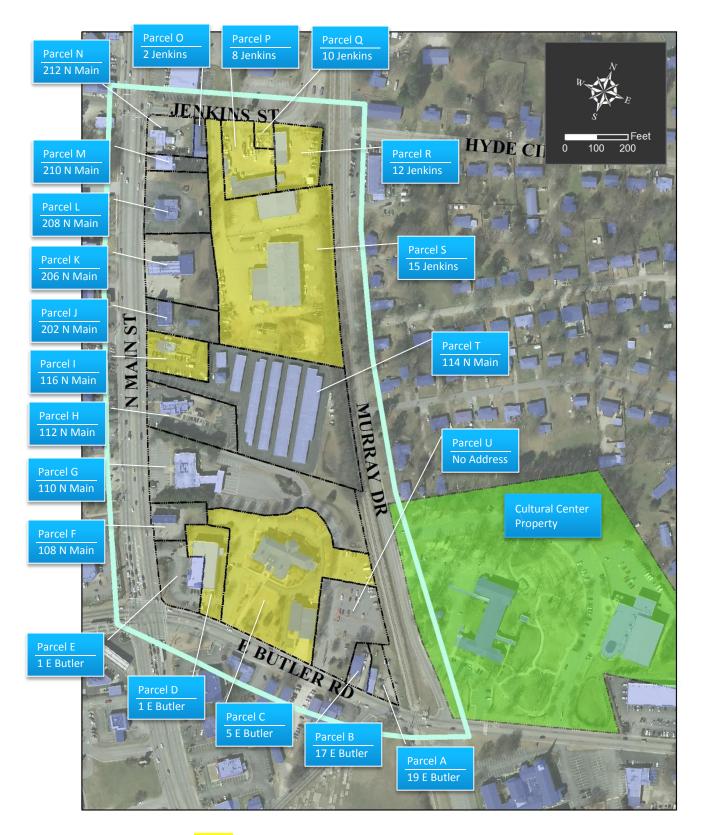
#### Waiver

By submitting a response to the RFQ/RFP, each respondent expressly waives any and all rights that it may have to object to, protest or judicially challenge the following:

- A. The site inspection;
- B. The solicitation, including, but not limited to the Conditions of the Request and Selection Procedure selections of the RFQ/RFP; and
- C. The RFQ/RFP evaluation and award process, including but not limited to the qualifications of the Developers/Development Teams, evaluation of initial proposals, selection of finalists, evaluation of responses to the RFQ/RFP, or other aspects of the Developer/Development Team selection and award.

## EXHIBIT A – PROPERTY DESCRIPTIONS





Properties shaded in yellow represent properties owned by the City of Mauldin. The property shaded in green is also owned by the City of Mauldin and represents the City's Cultural Center.



**Parcel A & B** – These two properties are privately owned by TJA LLC (registered agent Annie Kellett). Parcel A is approximately 0.26 acres and is occupied by Exclusive Auto Care. Parcel B is approximately 0.20 acres and is occupied by Garland's Flowers.

**Parcel C** – This property is owned by the City of Mauldin and is presently occupied by Mauldin City Hall and the Headquarters Station for the Mauldin Fire Department. The City would prefer for these facilities to remain in place but is open to the redesign and redevelopment of its open space, parking, and driveways.

**Parcel D** – This property is owned by the City of Mauldin. This property is approximately 0.62 acres. The property is presently leased by Eckerd's and sublet to Family Dollar who occupy the property. This lease will expire in May 2019.

**Parcel E** – This property is owned by the Cathy Cannon Revocable Trust and is in the care of Alex Kiriakides. This property is approximately 0.63 acres. Eckerd's presently has a ground lease on this property which runs with their lease of Parcel D.

**Parcel F** – This property is owned by 108 Main Street Partners LLC (registered agent J. Terry Laws). This property is approximately 0.41 acres. The property is presently being redeveloped for a Tropical Grill restaurant expected to open soon. The redevelopment project features a restored brick building built up against the right-of-way line for N. Main Street.

**Parcel G** – This property is owned by First Federal Savings and Loan Association (BB&T). This property is approximately 2.78 acres. BB&T officials have expressed an interest in participating in the redevelopment of the Mauldin City Center project. However, BB&T would like to maintain a branch at this facility whether that means preserving their existing facility or leasing back space in a new or redeveloped building site.

**Parcel H** – This property is owned by USRP Funding 2001-A Limited Partnership and is in the care of Dairy Queen. The property is approximately 0.97 acres and is occupied by a DQ Grill & Chill restaurant.

**Parcel I** – This property is owned by the City of Mauldin and is presently occupied by a Chicora Alley restaurant. This property is approximately 0.58 acres. This property is available for redevelopment provided there is an opportunity for Chicora Alley to lease space in the redevelopment project.

**Parcel J** – This property is owned by Doriane Perkins and is presently occupied by Déjà vu Consignment. This property is approximately 0.55 acres.

**Parcel K** – This property is owned by Shree Yogi, Inc. (registered agent Jigar Patel). This property is approximately 1.16 acres and is occupied by Yogi Food Store.

**Parcel L** – This property is owned by Central Realty Holdings LLC (registered agent Rece Morgan). This property is approximately 0.93 acres and is occupied by a Four Seasons restaurant.

**Parcel M** – This property is owned by Thumbs Up Laundry Inc. (registered agent Naren Hegneshwar). This property is approximately 0.23 acres is occupied by a laundromat facility.

**Parcel N** – This property is owned by Thunder Holdings LLC (registered agent Randy Coleman). This property is approximately 0.43 acres and is occupied by Distinctive Auto Detail.

**Parcel O** – This property is owned by Walter A. McPhail Jr. and is occupied by McPhail Animal Hospital. This property is approximately 0.11 acres.



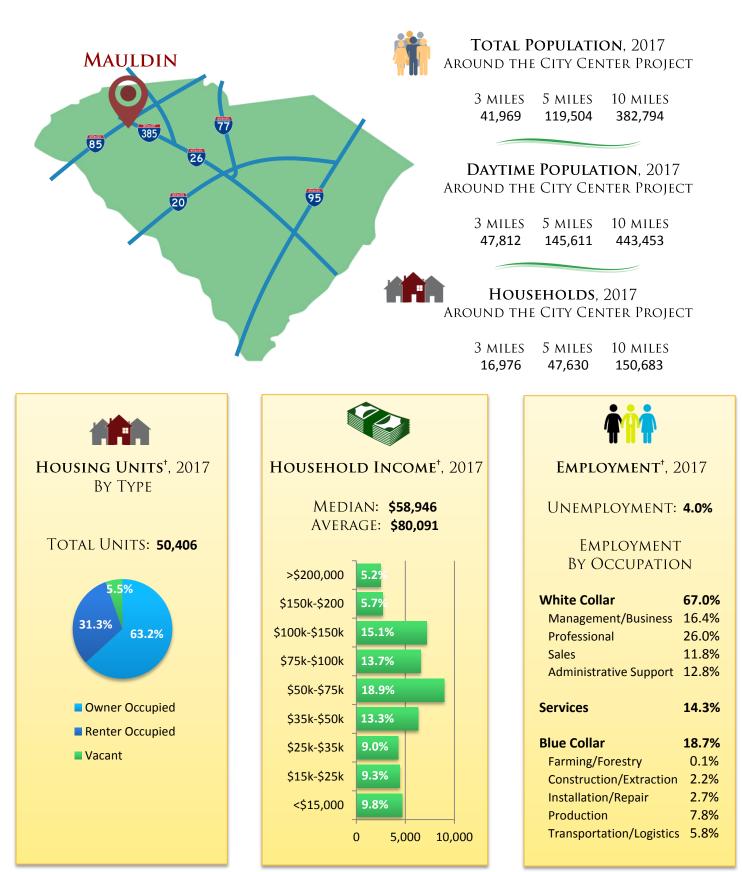
**Parcel P, Q, R & S** – These properties are all owned by the City of Mauldin. A portion of these properties is utilized by the Mauldin Public Works Department and a separate portion of these properties is leased to the Heely-Brown Company who provide roofing materials. The City of Mauldin expects to relocate its Public Works operations—all of these properties are available for redevelopment.

**Parcel T** – This property is owned by A. Stockade Storage Mauldin Inc. The property is approximate 3.60 acres and is occupied by Public Storage.

**Parcel U** – This property is owned by First Federal Savings and Loan Association (BB&T). This approximately 1.20 acres and is entirely developed as a surface parking lot. BB&T officials have expressed an interest in participating in the redevelopment of the Mauldin City Center project.

**Cultural Center Property** – The Mauldin Cultural Center hosts a wide range of arts education classes, live concerts, theatrical performances, comedy acts, art exhibits, and other community events both inside and outside. The property features a 20,000-square foot indoor cultural facility as well as an outdoor amphitheater that seats about 2,000 people and a public art trail. The Mauldin Sports Center is also located on the grounds of the Mauldin Cultural Center. The Mauldin Sports Center represents a 27,000-square foot fitness center and gymnasium.

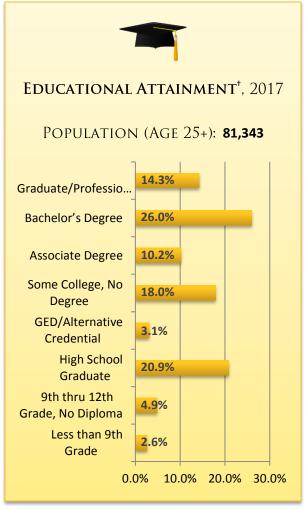
## EXHIBIT B – QUICK FACTS ABOUT MAULDIN CITY CENTER



+ Figures represent a 5-mile radius surrounding the City Center project

Mauldin

Mauldin SOUTH CAROLINA



+ Figures represent a 5-mile radius around City Center

MAULDIN IS ...

MAULDIN HIGH SCHOOL

"Top Ten Best High School in SC" – U.S. News

Average SAT Score: **1479** Average ACT Composite Score: **22.6** 

94.7% GRADUATION RATE



Area Middle Schools

Dr. Phinnize J. Fisher Middle School

MAULDIN MIDDLE SCHOOL



Area Elementary Schools

BETHEL ELEMENTARY SCHOOL Greenbrier Elementary School Mauldin Elementary School

**"One of the Best Places to Live in the U.S." –** MONEY MAGAZINE, 2017

**#1 Healthiest Housing Market in SC** – SMART ASSET, 2017

#2 Enterprise-Friendly City in SC – PALMETTO PROMISE, 2017

"A Top Place for Pizza Lovers" - LEND EDU, 2017

#2 Safest City in South Carolina – HOMESNACKS.NET, 2017

**"One of the Top 5 Most Successful Cities in SC" –** ZIPPIA, 2016