City of Riverside, Missouri

Request for Proposals for Land Development

GUIDELINES AND REQUIREMENTS FOR SUBMITTAL OF PROPOSALS

Submittal Deadline: February 10, 2016, 5:00 p.m. CDT

City of Riverside, Missouri
2950 NW Vivion Road
Riverside, MO 64150

http://www.riversidemo.com

(816) 741-3993
INTRODUCTION

The City of Riverside is soliciting proposals from qualified developers for the development of some or all of a multi-parcel area located at the I-635/Horizons Parkway/Argosy Casino Parkway interchange. Through this Request for Proposals (RFP), the City seeks to select a qualified developer(s) with a viable development concept and the capacity to implement a well-designed development integrating a vibrant, coordinated, sustainable mix of uses.

THE COMMUNITY

What makes a community good to know? It goes beyond the bricks and mortar, businesses, infrastructure and services. Riverside’s community is about people, and it is the efforts our community puts forth to serve those people that truly define us. Riverside is the sum of its parts, including initiatives and programs to literally transform its citizens’ health, charitable efforts to keep people warm and safe, and festivals that help its citizens and businesses celebrate who they are. These are the things that bind the City together to create a Riverside that is truly “Upstream from Ordinary.”

Riverside’s small town feel, proximity to the core of Kansas City, strong financial position, and scenic natural areas create a mix of characteristics and amenities that are unique to the metropolitan area. There is significant potential for further improvements that will greatly enhance the appearance, reputation, and efficiency of the City.

Riverside is the ideal “sprawltternative,” a semi-rural oasis surrounded by crowded cities, industrial districts and look-alike suburbs of Greater Kansas City. Few places in the metro area boast such a strong community spirit. It comes from a proud history, where residents’ roots run deep and neighborhoods are still important. With approximately 3,000 residents, Riverside offers the feel of a small town, but one poised for smart, sustainable growth. A healthy mix of new and existing housing developments lies within one of Missouri’s highest rated school districts. Neighborhoods are connected by an extensive trail system, and residents enjoy quick access to big-city amenities thanks to Riverside’s central location and many thoroughfares.

It all adds up to a city where residents and elected officials are eager to support strategic, sustainable and exciting new development. Development of the west side of Riverside Horizons will have a significant impact on the City’s future.
TESTIMONIALS

“The turnaround I’ve seen in the last 10 years is really incredible. The drastic improvements to the infrastructure and aesthetics of the City, the commitment to making it a good place for business to reside; it’s very impressive. You hear the phrase “Live your brand” a lot these days, the City of Riverside truly does it.”

Phil Jones
President, Industrial Spring Corporation

“The beautiful thing about living and working in Riverside is proximity. I come home for lunch because I work just 1.5 miles away. My wife homeschools our son, and is a big user of the Riverside library, and loves that the resources she needs are right here. My son is a competitive swimmer and likes having a pool close by. As new residents, we continue to discover and appreciate all this community has to offer.”

Nick Cline,
Riverside Resident,
General Manager, Martinrea
RIVERSIDE HORIZON BUSINESS PARK

The L-385 levee system offers a 500 year flood-protected area certified by the Corps of Engineers for more than 1,500 acres within the City of Riverside. Primary access is provided by a full diamond interchange at I-635 and Horizons Parkway on the south side of the site. Secondary access is provided by a signalized intersection located on the north side of the Business Park at Missouri Route 9 and Horizons Parkway. Each day, 52,667 vehicles travel through Riverside on I-635, 14,025 vehicles pass through on Mo Hwy 9.

Riverside Horizons Business Park is one of the metro’s premier business parks and is home to companies like Johnson Controls Inc., Premium Waters, Gallagher and Velociti. Since 2011, nearly 2 million square feet of Class A industrial and office space has been constructed and interest in the park continues to be robust. In 2014 the park welcomed automotive supplier Martinrea, which is constructing a 274,000 square feet facility set to employ almost 300 people.

This year, new companies opened their doors and many expanded facilities, creating new jobs and opportunities. Growth continued at a robust pace. Ynfeng and Premium Waters facilities expanded with nearly 200,000 sq. ft. of additional space. U.S. Farathane completed a 220,000 sq. ft. build out in Horizons Spec IV, which started operation this fall. Martinrea continued to ramp up work at the plant and hire new employees. And Seattle Fish built a new 30,000 sq. ft. distribution facility.

Demand for space in Horizons is so great that two speculative buildings are under construction on both sides of Horizon Parkway: the 245,000 sq. ft. Riverside Logistics Centre to the west and Horizons Spec V, a 491,000 sq. ft. facility to the east.

Horizon’s Business Park Information:
Attached as Exhibit A, and incorporated herein, is a depiction of Horizons Business Park and the Horizons West Property that is the subject of this RFP.

- Horizon’s Business Park is comprised of approximately 700 acres of land.
- The City of Riverside controls approximately 340 acres
  - Boundaries:
    - North: BNSF Railroad
    - West: Missouri River
    - South: Interstate 635
    - East: Interstate 635
- Utilities:
  - Electric: Three phase electric is located throughout the site and extends south along Horizons Parkway to 39th St (Taylor Memorial Boulevard). Three phase also extends to the south terminus of Mattox Road.
- **Water:** A 16” water main extends south along Horizons Parkway to 39th St (Taylor Memorial Boulevard). From this line, 12” mains extend along 41st St east and west of Horizons Parkway. The 16” main is fed by a 24” line that runs adjacent to the BNSF tracks east of Horizons Parkway.

- **Gas:** An 8” high pressure main extends through the site on the west side of Horizons Parkway. This line is also extended through the park along 41st St. MGE (Laclede Gas) extends the service as development occurs; and

- **Sanitary:** A sanitary pump station is located in the northeast corner of the Site Sewer. This facility is designed to serve the entire site. Gravity lines run along the east side of Horizons Parkway to the southern edge of the site and include crossings under Horizons Parkway at 39th St (Taylor Memorial Boulevard).

- **Boundaries:** Horizon’s West
  - North Generally along the north line of Section 7, T50N, R33W
  - West Missouri River
  - South Interstate 635
  - East Horizons Parkway

- **Zoning:** City owned parcels are currently zoned PD Planned Development. This designation allows for a wide range of uses including retail, mixed use, office and industrial.

- **Wetlands:** The City has received a permit to mitigate all wetlands offsite from the U.S. Army Corps of Engineers. Construction of the offsite wetland mitigation will be the responsibility of the City of Riverside.
THE VISION

Riverside conducted an extensive community-wide Master Planning process that included the Horizons Area. This planning process was a combination of economic analysis, land use, infrastructure planning and financing, design principles and guidelines, and community input. When analyzing the economic impacts of this project, it is obvious this project impacts not only Riverside, but also a much larger surrounding area. Given its location, the Riverside Horizons project is a workforce hub in the metro area, and has had great success in attracting new jobs to the State of Missouri.

While past planning efforts and development proposals have focused on the Horizons Business Park as an industrial/distribution site, the community has created a different vision for the Horizons West Property. With 230 acres of ground, the Horizons West Property is large enough to support a wide range of uses blended to create a more vibrant and dynamic project. The Master Plan update identifies several development opportunities within the overall project site including:

- Office, with a focus on corporate headquarters;
- Retail;
- Innovation and Industry;
- Mixed Use; and/or
- Recreation.

It is the City’s intent to promote a development pattern that mixes all of these uses in a manner similar to and consistent with the recommended land use plan identified in the Master Plan Update. The City will evaluate development concepts against several principles that were identified in the Master Plan Update including but not limited to:

- Strengthening of the future tax base;
- Creating new jobs in Riverside;
- Its positive impact on the image of the City;
- Targeting innovative companies or emerging technologies;
- Leveraging City investments to provide amenities for residents; and
- Improving the sustainability of the City or region.

The City’s overriding principal objective is the development of the Horizons Business Park that serves as an entryway into Platte County and is strategically located adjacent to the intersection of I-635 and Missouri Highway 9, within a key Kansas City region commercial and institutional corridor. This segment of the I-635 corridor is intended to be the focal point for high value, high density retail, office and residential development in Southern Platte County. To accomplish this, the City of Riverside is seeking an experienced, well-capitalized developer to develop the Horizons West Property.
THE REQUEST

The City of Riverside, Missouri (“City” or “Riverside”) invites developers/contractors to submit a written proposal (“Proposal”) to develop all or a portion of a 230 acre parcel of property (the “Horizons West Property” or “Property”) owned by the City located within the City within the south and west side of the area known as “Riverside Horizons Business Park”. The City’s Mayor and Board of Aldermen desire to obtain Proposals from interested respondents that will include how the proposed development (a) provides needed services to the community, (b) increases the City’s tax base, (c) furthers the objectives of the TIF Plan, (d) increases the industrial and economic development of the City by protecting the health, safety, and welfare of the businesses and citizens of the City, and (e) provides employment opportunities for area residents.

Responses to the RFP should include a development team with the experience, expertise, vision and financial capability to successfully complete the development project on time and on budget, based on:

- Experience with successful developments in urban areas;
- Track record of superior architectural and urban design;
- Access to financial resources needed to accomplish the project; and
- Experience with public/private development.

The Horizons West Property development plans submitted by developers/contractors should be designed to enhance and reinforce the Mayor and the Board of Aldermen’s overall vision for the City and for Riverside Horizons Business Park and to:

- Serve as catalyst project, assisting in attracting additional quality developments to the City of Riverside;
- Create a gateway to the City, which celebrates the unique assets of the City; and
- Incorporate high quality, unique urban design.
REQUIRED PROPOSAL ELEMENTS
The proposal must at a minimum address the following items:

1. Proposed developer name, address, contact information and key personnel in the proposed project.
   a. Management - A list of the persons proposed to be active in or associated with the management of the development project during a period of at least two (2) years following completion of construction; and
   b. A list of the officers, directors and principal stockholders of the company and its parent company, if applicable.

2. Previous experience and qualifications.

3. Summary overview of the proposal, the outcomes, and the short term and long term benefits to the community, including the projected revenue enhancements to the City.

4. Proposed purchase price, including terms and conditions for all or portion of the property of interest.

5. Intended Uses
   a. A description of the nature and general quality of the tenants that can be anticipated in the development.

6. Project and Financial References of at least three of the projects identified above.

7. Detailed Action Plan
   a. Construction Cost Estimate
   b. Time Line
      i. Proposed development schedule, including start and completion dates.
      ii. A description of development phasing, if the project is to be phased, including designations of the real property included in each phase, and start and completion dates for each phase, and the basis or time line for implementing subsequent phases.
   c. Site preparation and Utility Development
   d. Site Plan, including access to and through the site and subdivision requirements.
      i. Development boundary, adjacent streets, and properties to be included in the proposed development plan;
      ii. Proposed uses of land and buildings and/or types of development; location, size, and height of new building construction;
      iii. Conceptual circulation plan;
      iv. Description and location of proposed parking areas; and
v. Conceptual landscaping and screening plan.

e. Building Elevations - Typical examples of building elevations (this may be provided in the form of sketches, renderings or photographs of similar types of buildings and uses which are proposed). The exterior building material types proposed should be noted.

f. Parking plan

g. Benefit/impact to Community, including revenue from future taxes, estimate of total new jobs created, long term and short term

8. Project Data - Project data in tabular form as follows for the total project and each sub-parcel or use:
   a. Development area in square feet and acres;

   b. Site usage for building coverage, parking areas and landscaped areas in square feet and by percentage of development area.

9. Financing _A detailed statement of the proposed method of financing the development project which shall set forth:
   a. the estimated development costs of the project and the proposed sources of funds (both public and private sources), debt and equity, to meet such estimated costs;

   b. a preliminary letter of commitment from the financing entity, or other evidence satisfactory to the City, evidencing that construction financing may be approved for the development project (this letter may be conditioned upon and subject to completion of final plans and specifications, final approval by the City of the development project, negotiation of the development contract and such other standard conditions as are found in preliminary financing commitment letters);

   c. a detailed statement of the projected revenues and development costs during the first five (5) years in which the project is in operation; and the assurances, including performance bonds, if any, to be given to the City;

   d. Information and data demonstrating the developer’s financial, administrative, marketing, and management capacity, including sources of equity and loan funds to undertake the project;

   e. Project cost estimates including land acquisition, demolition, site and utility work, building design and construction, financing, and administration; and

   f. Experience with similar development projects.
10. Any proposed incentives or assistance that the developer would be seeking from the City as part of the development. Please specify type, duration, and yearly amount of incentive or assistance proposed as part of the development.

11. A draft of a development agreement between the City and the developer.

ADDITIONAL INFORMATION AVAILABLE FROM CITY

The following additional information will be made available upon request to all prospective developers.

1. Property
   a. Aerial photo/site plan
   b. Site plan provided on disc in CAD format

2. Infrastructure
   a. Utilities
   b. Storm water management

3. Environmental and geotechnical information
   a. Soils reports
   b. Environmental assessments
   c. Wetlands
   d. FEMA certification

4. Tax structure/levy assessment
   a. Summary spreadsheet
   b. Tax records

5. City of Riverside Master Plan Update – Riverside Horizons

6. Zoning
   a. Development flow chart
   b. Unified Development Ordinance
   c. Applications
   d. Hearing dates


8. Riverside Economic Development Policy

9. SIOR Development Study

10. Enhancements
    a. Industrial Development Authority (IDA)
RESERVATION OF RIGHTS

The development objectives listed in the RFP will be used for evaluation of the qualifications of the team, demonstrations of past performance, and the quality of the proposed concept. All or part of the objectives may or may not be implemented in the final agreement with the chosen developer(s). The City of Riverside reserves the unconditional right to:

1. Reject any and all proposal(s);
2. Waive informalities;
3. Select the proposal(s) and developer(s), which the Board of Aldermen, at its sole discretion, deems to be in the best interest of the City of Riverside;
4. Amend, modify or withdraw this RFP without cause;
5. Revise any requirements under this RFP;
6. Require supplemental information from any responding party;
7. Negotiate or hold discussions with any developer(s) to supplement insufficient information which does not completely conform to the instructions contained herein;
8. Negotiate details within the objectives after acceptance of the proposal and prior to the final agreement;
9. Extend the deadline for submission of responses hereto or modify other aspects of this development offering, at its sole discretion;
10. Waive any nonconformity with this RFP including accepting responses to the RFP, even if the respondent has not submitted all information referenced in the RFP; and
11. Exercise the foregoing rights at any time without notice and without liability to any developer, or any other party for its expenses incurred in the preparation of a proposal.

THIS RFP DOES NOT COMMIT THE CITY OF RIVERSIDE TO SELECT ANY DEVELOPER OR TO ENTER INTO AN AGREEMENT WITH ANY DEVELOPER.

NOTHING STATED AT ANY TIME BY ANY REPRESENTATIVE OF THE CITY OF RIVERSIDE WILL AFFECT A CHANGE IN, OR CONSTITUTE AN ADDITION TO, THIS RFP UNLESS CONFIRMED IN WRITING BY THE OFFICE OF THE CITY ADMINISTRATOR.

Notwithstanding any provision hereof, all alternative or partial proposals will be considered by the City of Riverside.

Open Records - The City will comply with Chapter 610 RSMo in regard to maintaining confidentiality of all proposals until the contract is finally awarded or all proposals are rejected.
EVALUATION OF RESPONSES

The City will review each of the development proposals received for completeness and adherence to the RFP. Proposals will be screened and the top candidates will be selected by the Board of Aldermen. Following the initial review, some or all of the respondents may be interviewed or contacted to provide clarification or amplification of the material submitted. The Board of Aldermen may interview any or all of the candidates. The selection will be based on a combination of the criteria included in the Required Proposal Elements section of this proposal. Top candidates may be requested to make a public presentation to the community.

The City places a high value on the following factors, in no particular order of importance.

- A track record of completing sustainable, dynamic development projects on time and on budget;
- Superior architectural and urban design skills;
- Incorporation of elements that contribute to an inviting pedestrian environment. These include but are not limited to characteristics such as prominent entries facing public streets, covered walkways, street crossings, and public art;
- Efficient use of the development area, green building features such as Leadership in Energy and Environmental Design (LEED) standards;
- Projection of a reasonable time line for development;
- Understanding of market potential for the proposed concept; and
- Efficient use of public resources.

The City will conduct a fair and impartial process for the selection of a developer(s) based upon satisfaction of the development objectives in this RFP.

OTHER INFORMATION

The City retains the sole responsibility to determine the timing, arrangement, and method of proposal presentations throughout the selection process. Respondents are cautioned not to undertake any activities or actions to promote or advertise their proposal except in the course of authorized presentations. All facts and opinions stated in the RFP and all supporting documents and data are based upon information available from a variety of sources. No representation or warranty is made with respect thereto.

TENTATIVE SELECTION SCHEDULE

- ✓ Request for proposals distributed January 10, 2016 through 5:00 p.m. January 22, 2016;
- ✓ Proposals due by 5:00 p.m. February 10, 2016;
- ✓ Proposals reviewed through February 2016;
- ✓ Interviews, if conducted, during February 2016;
- ✓ (Timeline is subject to change depending on responses.)
SUBMITTAL REQUIREMENTS

Developers/contractors interested in submitting a proposal to acquire and develop this site shall submit a response to the proposal by 5:00 p.m. CDT, on Wednesday, February 10, 2016. The proposals may be delivered electronically to the City Clerk (contact information listed below) with “City of Riverside Missouri Land Development Proposal, Submittal Deadline: 5:00 p.m. CDT, on Wednesday, February 10, 2016” listed in the subject line. It would still be helpful to submit at least one hard copy along with the electronic copy for proper formatting and print effects. If the electronic version is in by the deadline date, the hard copy can arrive within a week of the closure. If the document is exceedingly large, please contact the Clerk to establish an alternative means to submit the document (via dropbox or other similar system). Proposals may also be delivered by mail to the address below. If mailed, please mail one hard copy and a one digital version, in a sealed envelope bearing the caption on the envelope, “City of Riverside Missouri Land Development Proposal, Submittal Deadline: no later than 5:00 p.m., Wednesday, February 10, 2016.

The envelope should be delivered to:
   Robin Kincaid, City Clerk
   Riverside City Hall
   2950 NW Vivion Road
   Riverside, MO 64150
   (816) 741-3993
   RKINCAID@riversidemo.com

ADDITIONAL SUBMITTAL INFORMATION

The City will not reimburse for any expenses incurred in preparing and submitting a proposal, or for attendance at any interviews or meetings. If you should have questions regarding the land and request, they must be put in writing by January 22, 2016 and emailed to Gregory Mills, GMILLS@cityofriversidemo.com. Staff may respond to them only if they are in writing.

The City reserves the right to reject all proposals, to request additional information concerning a proposal for purposes of clarification, to accept or negotiate any modification to any proposal following the deadline for receipt of all proposals, and to waive any irregularities if such would serve the best interests of the City as determined by the Board of Aldermen.

CONTACT INFORMATION

   Greg Mills
   City Administrator
   Riverside City Hall
   2950 NW Vivion Road
   Riverside, MO 64150
   (816) 741-3993
   Gmills@cityofriversidemo.com