



Request for Proposals: Development of the Southwest and Northwest Corners of the Intersection of I-435 and Route 45 in Parkville, Missouri

1. INTRODUCTION

The City of Parkville, Missouri (“City”) is a fourth-class city located in the southern portion of Platte County, Missouri along the Missouri River. The population of Parkville is 6,296 based on the 2015 census population estimate. Parkville is home to Park University, Parkville Commons, English Landing Park, the National Golf Club, Riss Lake, and the historic downtown Main Street area. The City of Parkville has 40 permanent employees supplemented by various contracted, seasonal, and intern employees. The City offers a full range of municipal services including street maintenance, public parks, sewer utility, community development, police, and municipal court. The 2016 City Budget and most recent audit are available online: <http://parkvillemo.gov/financialdocuments/>.

The RFP is being issued in cooperation with the Parkville Economic Development Council (PEDC) and Bank of Blue Valley (Overland Park, KS). PEDC is a not-for-profit 501(c)6 organization with a mission to help maintain and enhance the valued quality of life of Parkville by encouraging and coordinating responsible economic activity and community improvement. The Board of Directors is comprised of community investors representing business, utilities, higher education, and local government. Bank of Blue Valley has an ownership interest in portions of all of the tracts within the Project Area.

2. PROJECT OVERVIEW

The City is soliciting through this Request for Proposals (“RFP”) a qualified developer or development team (“Developer”) to design, construct, finance, own, and manage a development on an approximately 195 acres of property on four tracts owned by the City of Parkville, Grounded Properties, LLC, and Blue Valley Investment Corporation. Grounded Properties, LLC and Blue Valley Investment Corporation are affiliated with Bank of Blue Valley (“Bank”). All four tracts are considered the “Project Area.”

The City and Bank intend to convey the Project Area to a private partner to encourage development that will be an asset to the Interstate 435 and Route 45 corridor and the west side of Parkville by meeting the objectives outlined in the RFP. Interested parties, having the creative vision, demonstrated experience, and financial capability to plan, develop, and manage projects of the type and scope as described in this RFP are encouraged to reply. Developers may propose projects for all or a portion of the Project Area.

3. LOCAL AND REGIONAL MARKET CHARACTERISTICS

Parkville is located in the southern portion of Platte County, approximately 20 miles north of downtown Kansas City, Missouri. The Project Area is ideally located near the southeast intersection of two major arterial highways – Interstate 435 and Route 45, approximately 12 miles from downtown Parkville and 9 miles north of the Village West development in Kansas City, Kansas. Although the current population in Parkville is relatively small, the region is growing at a rate that meets or exceeds the national average. There are approximately 11.2 million residents within a four-hour drive of Parkville, which includes large metropolitan areas such as Omaha, Des Moines, Wichita, and St. Louis. In addition, Parkville is conveniently located within 13 miles of Kansas City International Airport.

Parkville is a growing suburban community that benefits from convenient access to Downtown Kansas City, Missouri; several employment centers; and a wide array of retail, dining, entertainment and cultural options. The median household income in Parkville is \$113,652 and is among the highest in the Kansas City Metropolitan Statistical Area (MSA). Over 96% of Parkville residents are high school graduates, and 61% of residents have a bachelor's degree or higher. The median housing value is \$335,500, and over 96% of residents are high school graduates or higher. In 2015, the Kansas City Business Journal listed Parkville as the 4th most affluent city in the Kansas City metropolitan area, based on a 12-part formula that analyzed per capita income, size/value of homes, and more. Many professional and personal service firms are located within the City due to close proximity to executive housing, convenient regional access via Interstates 29, 435 and 635, and the presence of Park University. From 2003 through 2007, taxable retail sales for the City of Parkville grew by nearly 80 percent, reaching \$90 million. Sales tax receipts to the City's General Fund grew by 19% from 2012 to 2015, and taxable retail sales are now approximately \$97 million per year.

4. PROJECT AREA BACKGROUND AND HISTORY

The Project Area was originally part of a broader development concept for approximately 340 acres encompassing three quadrants of the interchange at I-435 and Route 45 (See Attachment 1 – Brush Creek Drainage NID Map). In 2006, the City of Parkville responded to petitions and began the process to create two Neighborhood Improvement Districts (NIDs) in accordance with Sections 67.453 – 67.465 RSMo. The NIDs were undertaken for a public sewer and a road project. Due to a variety of factors, including the recent economic recession, private development has not occurred according to the original schedule and vision. The majority of properties are now owned or controlled by banks or the City. The City issued 20-year general obligation bonds for both NIDs in 2014 with the first debt payments due in 2015.

1. Limited General Obligation Bonds – Brush Creek Drainage Neighborhood Improvement District – Series 2014A - \$5,375,000. The Brush Creek Drainage NID extended sewer utilities to all three quadrants.
2. Limited General Obligation Bonds – Brink Meyer Road Neighborhood Improvement District – Series 2014B - \$3,675,000. The Brink Meyer Road NID financed the extension of Brink Myers Road and a related retaining wall to serve the southeast quadrant of the intersection.

The debt is backed by special assessments collected on properties within the NIDs. The NIDs include ten tracts of approximately 340 acres of mostly undeveloped land on three quadrants of the intersection of Interstate 435 and Highway 45. Three of the ten tracts are already developed. The Project Area is generally identified as Tracts 1, 3, 5 & 6 within the larger development area (see Attachments 2a – Map of Tracts 1 – 5; and 2b - Map of Tract 6). The Project Area is within the corporate city limits of Parkville and the Brush Creek Drainage NID. The Project Area is not within the Brink Meyer Road NID.

Due to delinquent assessments, in December 2015, the City filed a petition for judicial foreclosure against Grounded Properties, LLC (controlled by Bank of Blue Valley) for Tract 1 which comprises approximately 50 acres within the Project Area. The City subsequently took ownership of Tract 1 (excluding Lot 5 – depicted as Tract 1b in Attachment 1) through a negotiated deed-in-lieu settlement agreement. Bank of Blue Valley (through its affiliates) owns and is current on NID assessments for Tract 1b (1.71 acres), Tract 3 (1.80 acres), Tract 5 (3.48 acres), and Tract 6 (141.17 acres) within the Project Area. Tract 2 west of the Project Area is owned by SBA Towers III, LLC and is a telecommunications tower site. Tract 4, situated between Tracts 3 and 5, is owned by FAB Central States, LLC. It is developed as a light manufacturing site for Gladwin Machinery. The Project Area is subject to annual NID assessments of \$1,160.40 per acre through tax year 2033, as follows:

- Tract 1 (excluding Lot 5) - \$55,884.85 per year or \$1,117,698 total (for 20 years due to outstanding delinquencies)

- Tract 1b (Lot 5) - \$2,007.50 per year or \$36,134.86 (18 years remaining)
- Tract 3 – \$2,088.73 per year or \$37,597.14 total (18 years remaining)
- Tract 5 - \$4,038.20 per year or \$72,787.60 total (18 years remaining)
- Tract 6 - \$163,813.67 per year or \$2,948,646.03 (18 years remaining)

The City seeks a development partnership to offset its debt exposure through a combination of property sale proceeds and new economic activity. The City is realistic about the financial challenges posed to developers from the NID assessments; the Board of Aldermen is on record as supporting public incentives to spur development in this area (see Attachment 3 – Incentives Resolution).

The Parkville Master Plan projects office/business park future land use for the south portion of the Project Area, and a mixture of mixed use district, mixed use residential neighborhood, and moderate density residential mix for the north portion of the Project Area. Office/business park use is primarily intended for office, research, limited retail, and limited flex industrial uses spaced in an office park setting. This land use is intended to promote the economic viability of employment uses. Mixed use district use is primarily intended for a mixture of neighborhood and community-serving office and retail services, live/work, institutional, civic, and medium to higher density residential uses intermixed in a master planned development through compatible planning and building design. Mixed use residential neighborhood is primarily intended for a variety of moderate-density, residential land uses including small lot single-family, attached residential dwellings primarily consisting of two-unit houses, townhomes, multiplexes, and garden apartment/condo dwellings, and institutional and civic uses intermixed through a master planned neighborhood design. Moderate density residential mix use is primarily intended for single-family development, supported by a variety of other building types where appropriate. Small lot or cluster single-family development, and attached residential development primarily consisting of two-unit houses, townhomes, multiplexes, and garden apartment/condo dwellings may be intermixed to provide greater housing diversity and choice.

The south portion of the Project Area is currently zoned “B-P” Business Park District (see Attachment 4 – Zoning Map and Attachment 5 – Land Use Map). In general, the district provides for a mixture of office, research and development, warehousing, distribution, light industrial and limited retail and service uses in a planned business park setting. Retail sales and services are allowed provided they would support other businesses within the park. The north portion of the Project Area currently retains County zoning designations — County “R-7” Single-Family High Density District, County “RMD” Residential Multiple Dwelling District, County “RE” Rural Estates District, and County “CH” Highway Commercial District — since annexation into Parkville in the early 2000s, and has not since been rezoned into city districts. The City will entertain applications for rezoning the Project Area or sections of the Project Area to another district for other uses compatible with the Parkville Master Plan and the development objectives outlined herein. The city prides itself on having an efficient and responsive development application process; staff will make every reasonable effort to streamline application and plan reviews in order to accelerate the process.

Tracts 1 through 5 previously received preliminary plan and engineering approval for Vertical Ventures III. The concept was for a light industrial office park development subject to design standards, common utilities, shared stormwater improvements, open space, etc. Attachments 6 through 40 include supporting documents from the previously approved plans including the preliminary site plan, preliminary grading plan, preliminary road plan, utilities plans, and stormwater analysis for this portion of the Project Area. The development was to be managed by a business association that handled maintenance of shared improvements.

Tract 1 has a steep grade change on the south side of the property. The original development concept involved taking fill dirt from Tract 6 for grading and site work on Tract 1. The concept for Tract 6 was envisioned as having a mix of single and multi-family residential development, with high-density commercial retail development abutting I-435 and 45 Hwy. The City, Parkville EDC, and Bank have

fielded numerous inquiries about the Project Area within the past three years. There appears to be significant demand for light industrial pad sites (3 to 7 acres) with convenient interstate access and opportunities for screened outdoor storage. The Parkville EDC is prepared to assist with recruiting and negotiating letters of intent for tenants within a business park development.

The Project Area has convenient access to all major utilities:

- Sanitary Sewer – Platte County Regional Sewer District
- Water – Consolidated Public Water Supply District #1 of Platte County
- Electric – Kansas City Power & Light
- Gas – Empire Gas Company

For more information on the location of existing utility easements, lines and previously proposed extensions to provide service to the Project Area, see attachments.

The City makes no warranties as to the environmental conditions on the site.

5. DEVELOPMENT OBJECTIVES

A Developer's concept proposal for the site should demonstrate a vision that is consistent with, and complementary to the development objectives as described here.

- A. The City's primary objective is to promote development that ensures adequate revenues to support future debt payments for the Series 2014A and Series 2014B limited general obligation bonds. To that end, proposed projects should be compatible with and contribute to the economic vitality of western Parkville.
- B. The City's secondary objective is to promote development within the Project Area that is compatible with the community's vision and expectations. Projects should comply with the City's adopted Parkville Master Plan, including but not limited to the following guiding principles:
 - a. Incorporates **sustainable** practices that balance stewardship of human, financial, and environmental resources for present and future generations.
 - b. Preserve and enhance Parkville's small town **community character** through quality public spaces, building form, scale, placement, architectural design, and distinct features that reinforce the street as civic space.
 - c. Practices **environmental stewardship** by preserving open space, natural features, and stormwater management.
 - d. Maintains and preserves **civic and open spaces** to provide outdoor recreation, visual enjoyment, and to enhance public health and welfare. Integrate conversation areas, floodplains, green spaces, woodlands and parks as part of the built environment.
 - e. Promotes **integrated land use** through well-designed and interconnected uses; provides a range of quality housing choices.
 - f. Provide a balanced and interconnected **transportation** network that enhances connectivity, circulation and safety; incorporates transportation alternatives (bicycle, pedestrian); and minimizes any adverse traffic impact on the surrounding area.
- C. The Project Area is visible from I-435 and Route 45. The intersection is the primary "gateway" into Parkville from the west. Proposed projects should be sensitive to the visibility of the area and make a welcoming statement for Parkville or include appropriate screening as needed.

6. PROPOSAL AND EVALUATION CRITERIA

A. Instructions to Applicants:

1. The response to this RFP should be delivered as follows: Eight (8) hard copies plus one (1) electronic PDF file version (on a CD or flash drive) shall be submitted to the address below in a sealed package clearly marked to the attention of Lauren Palmer and must be received at the address below by 5:00 PM Central Time on September 16, 2016.

Lauren Palmer
City Administrator
City of Parkville
8880 Clark Ave.
Parkville, MO 64152

2. Any proposals received after the specified date and time will be rejected and returned unopened. Proposals may not be modified or withdrawn after the submittal deadline. However, a respondent may withdraw one's proposal from the selection process at any time prior to the submittal deadline. The City reserves the right to extend the time for submittals.
3. Additional promotional materials/brochures may be included in addition to the proposal but may not substitute for any of the content requirements of the proposal itself. This additional material need not be submitted in an electronic format.
4. The City reserves the right to waive any irregularities and/or reject any and all submittals. The City is under no obligation to award a contract to any Developer submitting a proposal.
5. The City shall not be responsible for any costs incurred in the preparation, submittal, and presentation of proposals.
6. All materials submitted shall become the property of the City and shall be subject to the laws and regulations relating to the disclosure of public information. If a Developer contends that any part of its proposal is proprietary or confidential and, therefore, is limited from disclosure under the Missouri Sunshine Law, the Developer must identify all information that is confidential or proprietary and provide justification for why such materials should not be disclosed by the City. The City reserves the right to determine whether or not material deemed proprietary or confidential by the Developer is, in fact, protected under the Missouri Sunshine Law. The City will comply with requests for confidentiality to the extent allowed by law, but no guarantee of privacy or confidentiality is offered or implied.
7. Questions regarding the RFP should be directed, via email, to Lauren Palmer – lpalmer@parkvillemo.gov. Communication (other than through the process described herein) with the City, Bank, PEDC, the selection committee, or the general public relative to this project prior to the announcement of a selection is strictly prohibited.

B. Proposal Requirements and Evaluation Criteria

Proposals will be evaluated on the following criteria: (1) Developer qualifications, experience, and creative vision; (2) quality of development plan and compatibility with development objectives; (3) Developer financial capabilities and the ability to successfully execute a project from concept to completion and ongoing operation. The following are the contents that all proposals must include for the city to evaluate adherence to the selection criteria. All the listed items should be addressed completely and should follow, as closely as possible, the order and format in which it is listed below. Note: The sequence of the listing is not intended to reflect relative weight of each category.

1. Transmittal Letter: The transmittal letter should not exceed two pages and should contain:
 - a. The name, title and contact information of the individual or individuals with authority to bind the Developer. This person should also sign the transmittal letter.
 - b. The address and legal form of the Developer.
 - c. A statement that if selected, the Developer will negotiate in good faith with the City.
 - d. The transmittal letter must also include a statement that the Developer is not in arrears in the payment of any obligation due and owing to the State of Missouri, the City of

Parkville, or Platte County, including tax payments and employee benefits, and that it shall not become so during the term of the agreement if selected.

- e. A statement that the Proposal is valid for a minimum of 120 days from the date of submission.
- f. Developers must include a statement that the Project will conform to all applicable federal, state and local laws and ordinances, and that the Developer accepts responsibility to ensure compliance with applicable federal, state, and local laws and regulations.

2. Statement of Qualifications:

The City seeks a Developer with solid experience and capability, proven through a record of delivering projects that reflect many, if not all of the development objectives outlined in the RFP. Developers should include in their submissions a summary that demonstrates the Developer understands the requirements of this RFP as well as a description of how the Developer proposes to integrate the physical, managerial and financial components required to ensure the success of its proposed development project.

3. Description of the Project Team

It is essential that the City fully understand the experience and capabilities of the Developer's Project Team. The Project Team is defined as the lead developer plus any other development partners and key team members such as architects, engineers, contractors, brokers, etc. who are critical for a complete and reliable response to this RFP (collectively, the "Project Team"). Provide complete information that explains the relationship among all team members and their respective roles and contributions. Provide a description of the Development Team organizational structure, identification of principals, and length of time in business. An organization chart would be an appropriate attachment. Proposal shall include a statement on the availability and commitment of the Developer and assigned professional who will undertake the project.

4. Qualifications and Experience

Provide a summary of the Project Team's experience with projects similar to the Project being proposed for this Site. Highlight projects where members of the Project Team have previously collaborated. Projects included for reference should be described only once, and the description should include: project size - by total land and building area; project scope; location; development value; project length from inception to completion; roles of Project Team member(s) during project execution, and client references, including authorization to contact those references provided. For each reference, indicate the contact person's role in the completed project and the time period of his or her involvement. In addition, photos, site plans, and renderings of these projects would be helpful. While completed projects are preferred, relevant "in process" projects which are in the construction phase or later, may be included.

Resumes of all key Project Team members to be involved in the Project are required and should include: relevant experience, details regarding the specific role proposed for the Project, education, and professional licensing.

5. Project Plan

Developers are to submit a conceptual description of the proposed project that includes the intended uses for the proposed development for the Project Area and size of the uses. It is very important that the Developer describes how this project will meet the development objectives outlined herein. The narrative must include information regarding an approach to predevelopment activities, phasing, construction, marketing, lease-up, and operations. A general estimated time line for project implementation is to be included. This description of the proposed project should include a conceptual site plan. The City anticipates negotiating a development agreement with

the preferred Developer that will require the Developer to submit additional materials and successfully complete the City's development application process.

6. Sale Price

Proposal will express intent to purchase and develop either Tract 1 (excluding Tract 1b - Lot 5), Tract 1b (Lot 5), Tract 3, Tract 5, or Tract 6, or some combination of the same. The Bank pre-approved the following sale prices:

- Tract 1b – \$75,000
- Tract 3 – \$150,000
- Tract 5 - \$250,000
- Tracts 1b, 3, and 5 combined - \$350,000
- Tract 6 – \$2,000,000

The Proposal must state the amount the Developer is willing to pay for Tract 1 (excluding Lot 5). Proposals that state intent to cohesively develop multiple tracts will be given highest priority in the selection process.

7. Incentives

Proposal will include a statement indicating whether the proposed development would be contingent upon any local or state government support or action other than review and approval of the development application (i.e. regulation changes, public infrastructure improvements, public funding-grants, loans, tax increment financing, special benefit/taxing districts, etc.).

If incentives are requested, the proposal must include a basic pro forma financial statement to outline the financial assumptions and projections of the development concept, including the funding gap to be bridged with public incentives.

8. Financial Capability

Developer must indicate that it has the financial capability for the proposed project to be developed. Proposals should describe the Developer's experience in obtaining private equity and debt for developments similar in scale to the project described in this RFP. Indicate the source(s) of both debt and equity financing for each referenced project the Developer listed to under Section 6.B.4. – Qualifications and Experience. Describe the Developer's commitment on a long-term basis and capability to provide capital for this Project.

Although not required in response to this RFP, any Developer selected for an interview should be prepared to provide supporting financial documentation. The Developer and/or any development partner having an equity stake of 20% or greater in the business entity to be formed for this Project, should be prepared to provide, upon request, current interim financial statements and audited annual financial statements for their respective firm's last three fiscal years. An appropriately authorized officer/managing member of each firm providing financial information should certify that their respective statements present an accurate representation of that firm's financial condition as of the date of the statements.

9. Disclosure

Proposal will disclose any professional or personal financial interest which could be a possible conflict of interest in contracting with the City. The Developer must describe the nature of any litigation, arbitrations, mediations, or controversy in which it is currently or recently involved.

7. PROPOSED PROCESS AND TIMELINE (subject to change)

- June 22, 2016 RFP issued and posted on the City of Parkville website.
- July 20, 2016 A non-mandatory pre-proposal conference will be held from 3:00 p.m. to 4:30 p.m. at City Hall (8880 Clark Ave.). Respondents are invited to ask questions of PEDC and City staff to learn more about Parkville and the Project Area.

- September 16, 2016 Receipt of proposals due by 5:00 PM Central Time.
- Sept. – Oct. 2016 A selection committee comprised of community officials will evaluate the proposals and select a short-listed group of finalists for interviews.

- October 2016 Short-listed Developers are interviewed (at City's option).
- October 2016 Preferred firm is notified of selection.
- November 2016 Board of Aldermen takes action on recommended Developer, development concept, and a non-binding letter of intent; authorizes staff to proceed with development agreement negotiations.

- Nov. – Dec. 2016 Development agreement negotiations.
- January 3, 2017 Recommendation to the Board of Aldermen on a final development agreement

8. CONCURRENT REQUESTS FOR PROPOSALS

The City concurrently released a separate Request for Proposals (RFP) for Tract 9 on the southeast corner of the intersection of I-435 and Route 45. Tract 9 was also part of the original development concept that included the Project Area, and it is now under ownership of the City of Parkville. The City views these as distinct and separate development opportunities but, due to proximity, each may have development implications for the other. Developers are encouraged to respond to both or either RFPs made available at <http://parkvillemo.gov/community/bids-proposals/>.

9. CONDITIONS AND LIMITATIONS

By submitting a Proposal in response to this RFP, the respondent expresses its intent to comply with the established timeline. In addition, the respondent accepts the evaluation process and methodology, as well as acknowledges and accepts that the determination of "the most qualified and capable" Developer will require subjective judgments. The City reserves the right to request clarification of information provided in Proposals as a response to this RFP without changing the terms of this RFP.

The City has the right, in its sole and absolute discretion, to reject any and all Proposals received in response to this RFP and to cancel this RFP at any time, for any or no reason, prior to entering into any binding agreements. Responses to this RFP vest no legal or binding rights in the Developers nor does it or is it intended to impose any legally binding obligations upon the City, officials or employees of the City unless and until final legal binding agreements are negotiated and executed. This RFP does not commit the City to pay for costs incurred in the negotiation or other work in preparation of, or related to, a final agreement between the selected Developer and the City.

Any commitment made by the City will be subject to the appropriation of funds by the Board of Aldermen to carry out any such commitments and the execution of a contract acceptable to the City. The City will not be responsible for any costs incurred by the Developers or Project Team member related to any response to this RFP and will not reimburse any costs to the Developer or Project Team member.

Thank you in advance for your interest in the City of Parkville.

ATTACHMENTS

1. [Brush Creek Drainage NID Map \(Project Area is generally depicted as Tracts 1, 3, 5 & 6\)](#)
2. a. [Map of Tracts 1-5 within Brush Creek Drainage NID](#)
b. [Map of Tract 6 within Brush Creek Drainage NID](#)
3. [Resolution No. 09-04-15 – A Resolution of Intent to Use Economic Development Incentives to Promote Appropriate Development in the Brush Creek Drainage and Brink Meyer Road Neighborhood Improvement Districts](#)
4. [Zoning Map](#)
5. [Land Use Map](#)

Tracts 1, 3, & 5

6. [Existing Conditions](#) (2006)
7. [Preliminary Grading Plan](#) (2005)
8. [Preliminary North-South Road Plan](#) (2005)
9. [Preliminary Plan](#) (2006)
10. [Preliminary Site Plan](#)
11. [Recorded Final Plat](#) (01-19-2010)
12. [Existing and Proposed Local Road Plans](#) (2009)
13. [Watershed Analysis of Original Ground](#) (2005)
14. [Watershed Analysis After Proposed Grading](#) (2005)
15. [Existing and Proposed Storm Sewer Plans](#) (2009)
16. – 19. [Existing and Proposed Sanitary Sewer Plans](#) (2009)
20. [Existing and Proposed Water Service](#) (2009)
21. [Existing and Proposed Electrical Service](#) (2009)
22. [Existing and Proposed Telephone and Data Services](#) (2009)
23. [Existing and Proposed Lot 2 Site Utility Plan](#) (2009)
24. Real Estate Appraisal for Project Area – June 24, 2011

Tract 6

25. [Northwest Corner Development Concept \(2007\)](#)

OTHER RESOURCES

(available online at <http://parkvillemo.gov/community/bids-proposals/>)

1. [Complete Parkville Master Plan](#)
2. [Parkville Municipal Code - Chapter 443 - "B-P" Business Park District Regulations](#)
3. [Subdivision Regulations](#)
4. [Market Feasibility & Economic Impact Analysis for a Sports Complex and/or Commercial Development](#)
5. [FAQs: Development at the Intersection of Interstate 435 and Missouri Route 45](#)
6. [Local Tax Rates](#)
7. [City of Parkville Total Debt and Debt Capacity](#)
8. [Bond Purchase Agreement -Series 2014A Limited General Obligation Bonds – Brush Creek Drainage Neighborhood Improvement Project](#) (full bond transcript available for review upon request by contacting the City Clerk's Office)

END OF REQUEST FOR PROPOSALS