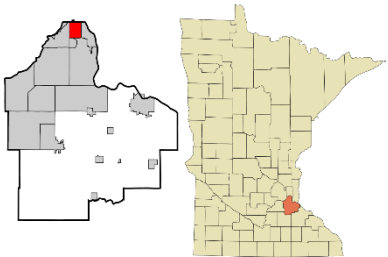




Robert Street Gateway, West St. Paul, Minnesota

A Premier Development Opportunity at the Gateway to West St. Paul and Dakota County



Robert Street Gateway, West St. Paul, Minnesota

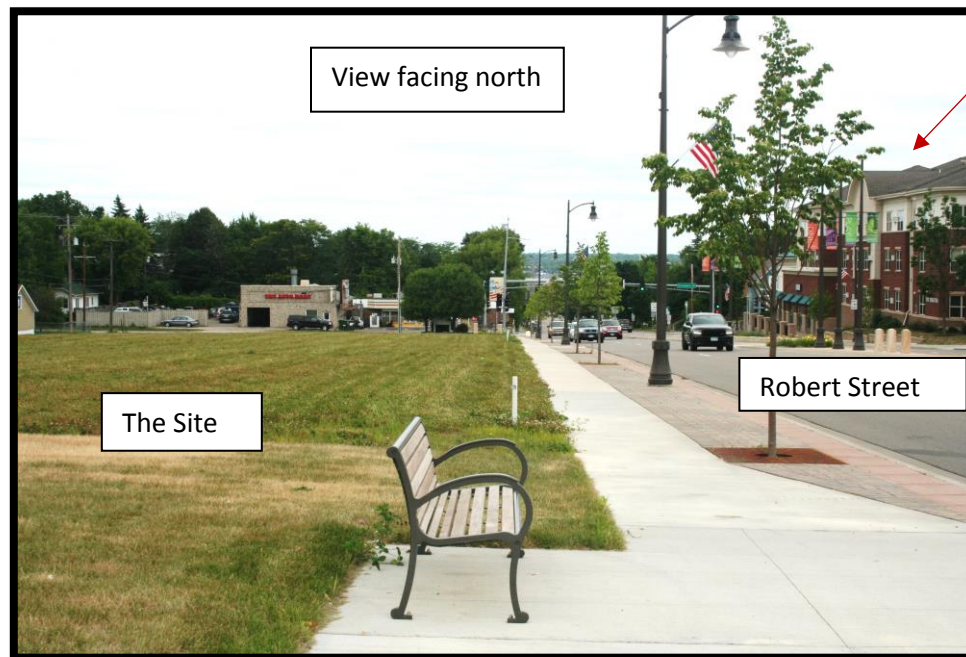
A Premier Development Opportunity at the Gateway to West St. Paul and Dakota County

REQUEST FOR PROPOSALS

The Dakota County Community Development Agency (the “CDA”) is pleased to announce that it is offering one area located on the north-end of Robert Street South in West St. Paul for redevelopment. Phase II of the Robert Street Gateway redevelopment project (“Site”) is a prominent 1.74 acre parcel located on the west side of Robert Street South between Annapolis Street East and Haskell Street East.

The Site is located at the entrance to West St. Paul, the Robert Street South commercial corridor, and to Dakota County. The Site is centrally located within the metropolitan region, has convenient access to high-frequency transit and the regional highway network, and is within two miles of downtown St. Paul with its concentration of over 40,000 jobs. It is also near the major shopping district further south along Robert Street.

Multi-housing and mixed-use proposals will be considered for the Site.



The Dakotah, 59-unit senior housing development, with commercial on first level.

REQUESTS FOR PROPOSALS DUE: 4/11/2018

The CDA seeks to enter into negotiations for development rights with the developer that best meets the needs and interests of the CDA and the City of West St. Paul. Proposals should include information on development team members, conceptual land use for the Site accompanied by a site plan and design concept plans, and other information as requested by the CDA. The objective is for interested developers to submit sufficient material for the CDA to make an informed selection of a development. The CDA will then work exclusively with the selected team to refine the proposal and move toward a formal development agreement with the CDA.

RFP Process Timeline

2/28/2018	RFP Issue Date
3/16/2018	Submission of written questions DUE from Proposers
3/26/2018	Responses provided on submitted questions
4/11/2018	Proposals Due no later than 4:30pm
4/16-5/07/2018	Review and evaluation of proposals (estimated timeframe)
5/14-5/18/2018	Interviews, if necessary (estimated timeframe)

No later than July 17, 2018 – Recommendation to CDA Board for tentative developer status

RFP Contact:

Lisa Alfson
651-675-4467

lalfson@dakotacda.state.mn.us

VISION

These vacant parcels are the gateway to West St. Paul and Dakota County. The Site has been acquired and cleared, and will be available for development of new buildings that will create a welcoming statement as one enters the City and County.

In 2004, Phase I of the Robert Street Gateway redevelopment project was completed with creation of the CDA-owned and operated 59-unit senior housing development, located at the corner of Annapolis Street East and Robert Street South. The development also has 4,698 square feet of finished commercial space currently occupied by two tenants (CLUES, a nonprofit founded by Latinos for Latinos, and Thomas Service Company, appliance service company).

This RFP seeks development proposals for Phase II of the Robert Street Gateway redevelopment project. The Site is located on the west side of Robert Street South between Annapolis Street East and Haskell Street East. Proposals can include mixed use (commercial or other active, flexible uses space on first floor with housing above) or multi-family housing. The preferred multi-family housing is a market rate development, and we are open to rental and/or homeownership developments. Building(s) may be up to four stories.

Proposals for the Site **must** include gateway signage on the northeast corner (Annapolis Street East and Robert Street South) showcasing the City and County border. The signage may be incorporated into the building or as a standalone sign. The selected developer must work with the City of West St Paul on placement and approval of the gateway signage as part of the City approval process.

In addition, the proposals must include adequate on-site parking either as underground parking or attached parking, whatever is conducive to the proposed type or style of multi-housing.

Future Development. Phase III of the Robert Street Gateway redevelopment project includes development of the vacant parcels to the east of Robert Street South, between Hurley Street East and Haskell Street East. This property is also owned by the CDA. Development of Phase III will occur after the development of Phase II.

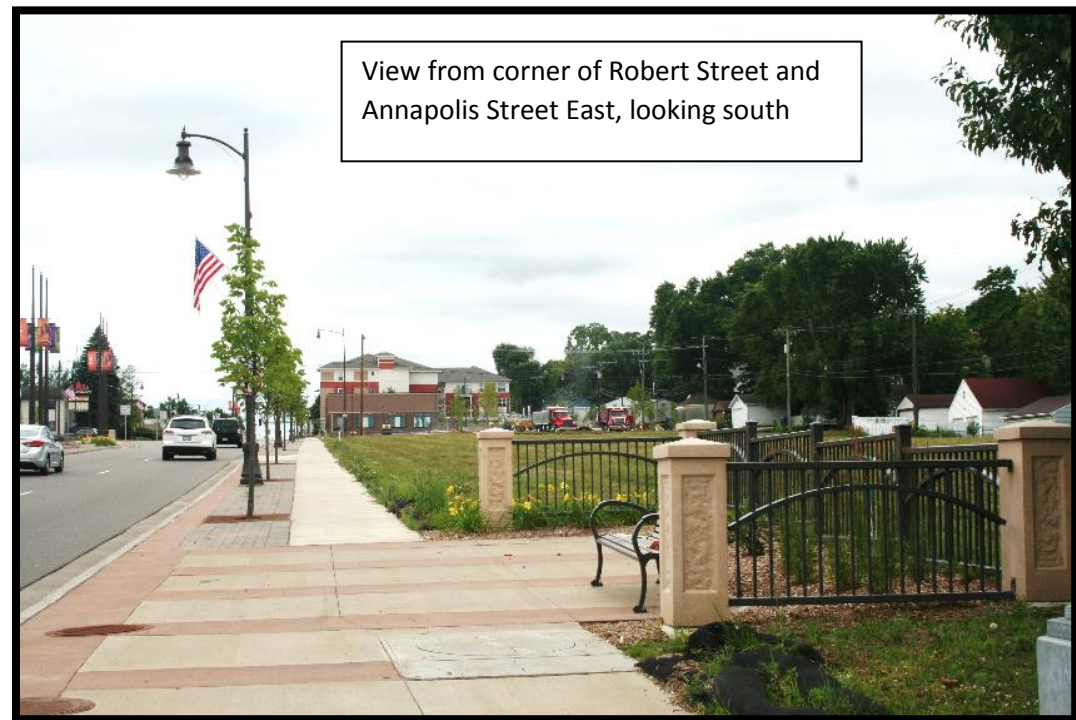
PROPERTY DESCRIPTION

The Site is 1.74 acres and is currently vacant, comprised of 11 separate parcels with a downward slope from Haskell Street East to Annapolis Street East. The Site will need to be replatted by the selected developer. The Site has a depth of approximately 140 feet by approximately 560 feet in length. There is an alley dividing the western edge of the property from the residential properties; that alley will remain in place. The Site is zoned B-5 – Gateway North Mixed-Use District (Density Code A-High Density), which allows a wide variety of uses. Flexible zoning is a possibility. For guidance on City of West St Paul zoning ordinances, contact Ben Boike at: 651-552-4134 or bboike@wspmnmn.gov.

The appraised value of the Site is \$1,040,000, based on the appraisal completed by BRKW Real Estate Valuation Services on July 19, 2017. Appraisal available upon request.

The Site has many advantages, including proximity to high frequency bus transit, major roads, and downtown St. Paul make this an attractive area for new development.

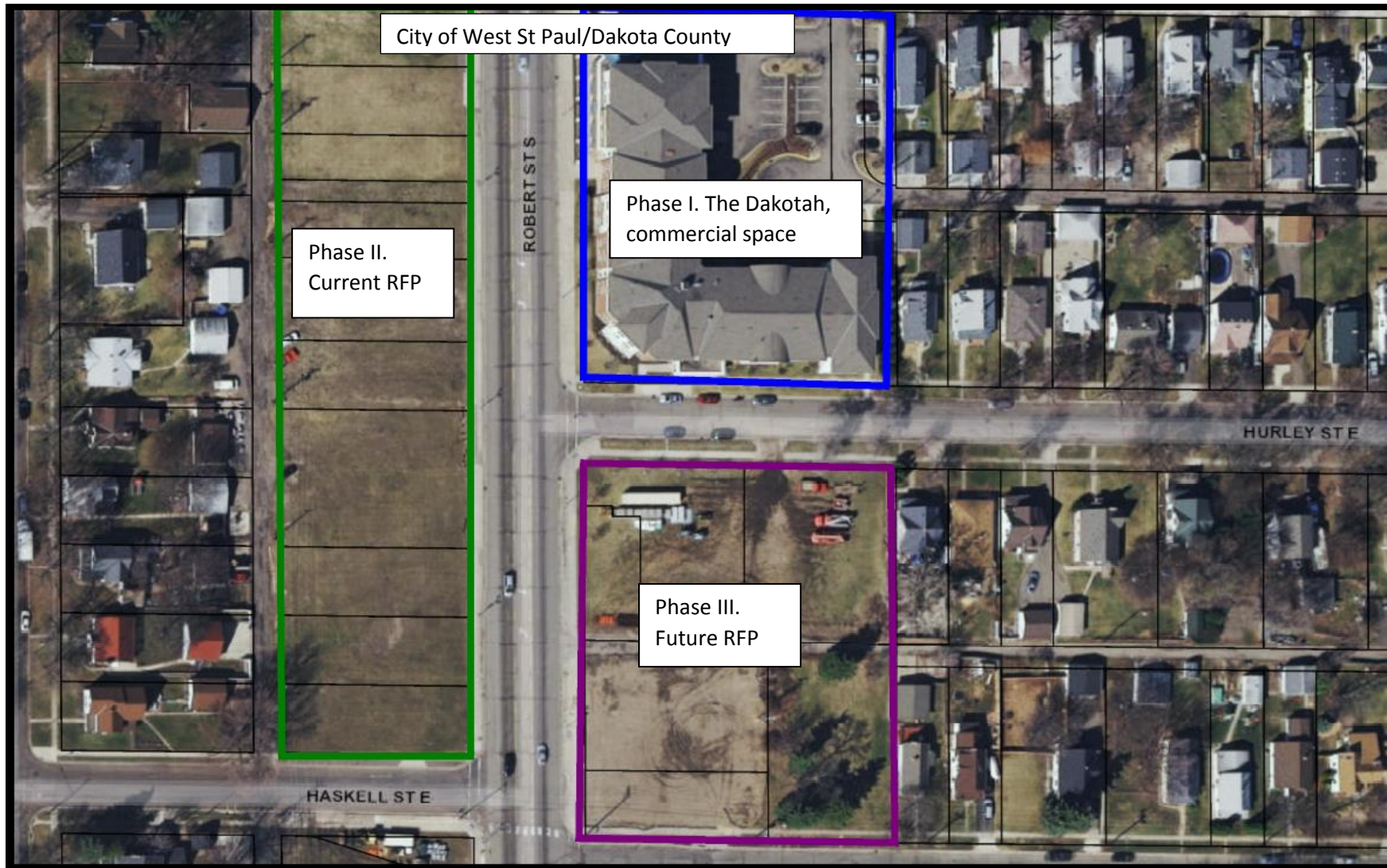
The City of West St Paul and State of Minnesota have made a significant investment in improvements to Robert Street, which is the main retail corridor in the community and the eastern border of the Site. Robert Street improvements were mainly completed in 2015 and 2016, with final touches completed throughout 2017. Improvements include roadway widening, raised center medians, mill and overlay, curb and gutter replacement, storm sewer modifications, updated/re-painted traffic signals, installation of decorative lighting, and pedestrian/landscaping improvements.



ROBERT STREET GATEWAY REDEVELOPMENT PROJECT (All Phases)



City of St. Paul/Ramsey County



DEVELOPMENT CONSIDERATIONS & SELECTION PROCESS

Land Sale

The CDA's policy is to sell property at its appraised fair-market value. Any write-down on this value will be considered a public subsidy. CDA will convey the property by Limited Warranty Deed.

Environmental

The site will be sold "as-is" without any representations or warranties. It will be the developer's responsibility to conduct any additional environmental investigation or remediation.

Environmental investigations and remediation that have been conducted on the Site include:

- Phase I Environmental Site Assessment, dated November 19, 2013
Note. Completed for both Phase II and Phase III Sites
- Phase II Environmental Site Assessment, dated June 24, 2014
- MPCA Petroleum Tank Release Site File Closure letter, dated August 29, 2014

Copies are available of the environmental assessment documents, upon request.

Please contact Lisa Alfson for copies (651-675-4467 or lalfson@dakotacda.state.mn.us)

Selection Process

CDA staff will review the proposals and will seek input from the City of West St. Paul. The CDA will select and designate a tentative developer of the Property for a specified period of time. During the tentative developer period, the developer will have the exclusive opportunity to refine the proposal and move toward a formal development agreement with the CDA.

The selected developer may also be required to provide an "Expense Deposit" that would be used as a deposit to pay the cost of outside financial, appraisal and legal advisors that might be employed by the CDA. Amount of deposit will be determined at a later date.

The CDA has the exclusive power to make a final determination regarding the purchase and redevelopment of the Site, and is under no obligation to proceed with designation of a selected developer for the Site. The CDA is not legally or morally obligated to accept any submitted proposal, to sell any portion of the Site, or to be held liable for any costs incurred in replying to this announcement and request for proposals.

RFP SUBMITTAL REQUIREMENTS

Responses must contain the following information at a minimum, presented and TABBED in the order shown.

Section 1: Letter of Intent

Letter of intent, signed by an officer or owner of the applicant developer, stating your commitment, should you be awarded tentative developer status, to proceed with good-faith negotiations with the CDA toward a development agreement regarding the acquisition and disposition of the Property as described in your proposal.

Section 2: Description of Development Program

- A) Gateway Into City – The CDA and the City desire a gateway monument into the city and county. Describe how this would be incorporated into the site plan.
- B) Program Elements – Describe general program elements of your proposed development. Include specific proposed uses to the extent they are known.
- C) Market Viability – Generally describe the market viability of your proposed uses. What information was used to assess market viability?
- D) Parking Requirements – What are the estimated parking requirements related to your proposed uses? What is your plan for meeting your parking needs?
- E) Offer for the land
- F) Preliminary Financing Plan

Section 3: Description of Project Design

The following concept illustrations are required. They should be provided in 11 x 17 paper images and PDF electronic format/cd. Any other materials are optional.

Site Plan – Rooftop plan showing placement of proposed structures and any gateway features.

Massing Study – Depict the general character and mass of your concept. This may be presented from multiple viewpoints.

Section 4: Financial Information

Provide information that demonstrates your financial capacity to undertake your proposed project. Information must include:

References – At least two references from financial institutions. Please provide contact names and phone numbers.

Financial Statements – Prime developer's most recent financial statement, and summary financial statements from last two years, showing revenues, expenses, and balance sheets.

RFP SUBMITTAL REQUIREMENTS

Section 5: Description of Development Team

Identification of Team Members – Identify all proposed team members and their roles. Because of the Site’s extremely high visibility, the City is particularly interested in a project with high design value and would like to know what architect(s) will be part of the development team.

Individual Team Members’ Relevant Experience – Identify specific relevant experience of individual team members. Provide at least two references for each key individual team member related to this relevant experience.

Primary Developer’s Relevant Project References – Provide references (i.e. project identification, contact person, telephone number) for at least three projects, similar in scope and type to the project you are proposing for the Robert Street Gateway site, for which the primary developer was responsible.

Claim Status – Provide information on the nature, magnitude, and current status of any claims or suits against any team members – individuals or firms – within the last three years in any matter related to professional activities. Have any team members been on any public entity adverse lending or debarment list during the past ten years?

SELECTION CRITERIA

Proposals will be evaluated by, at a minimum, the following criteria: 1) the qualifications and characteristics of the development team; 2) the proposed conceptual design and use of the Property; and 3) the public benefits of the project.

- 1) Qualifications and characteristics of the development team:**
 - Experience in successfully developing prominent sites within an urban core.
 - Demonstrated financial capacity to undertake proposed development, including existing relationships with major lenders and past experience with financing similar developments.
- 2) Proposed conceptual design and use of the Property:**
 - Range of uses and their “fit” with the Site and urban context.
 - Demonstration of understanding and commitment to the CDA’s and the City’s vision for the Site.
 - Degree of sustainable building and landscaping techniques.
- 3) Public benefits of the project:**
 - Projected increase in tax base.
 - Job creation.
 - Increased vitality to the area.
 - Minimal public subsidy (if any).
 - Serving an unmet need in the community.

SUBMITTAL INSTRUCTIONS

A. Questions

Respondents are asked to submit questions related to the RFP in writing, via email, on or before **4:30 p.m. on Friday, March 16, 2018** to: lalfson@dakotacda.state.mn.us

Questions and written responses will be posted at www.dakotacda.org on or before **Monday, March 26, 2018**. No oral questions on content will be accepted. Questions on submission only may be phoned to Lisa Alfson at 651-675-4467.

B. Submission

Respondents should submit two unbound copies of their Proposal by **4:30 on April 11, 2018** to:

Dakota County CDA
Attn: Lisa Alfson
1228 Town Centre Drive
Eagan MN 55123

C. Public Information

All submissions will become the property of the CDA and will not be returned. All information submitted to the CDA will be considered public information in accordance with Minnesota statutes governing data practices (13.59 & 13.591). If a developer feels that any information required is proprietary in nature, a request must be made in writing to Lisa Alfson at the address listed above, or via email by **4:30 p.m. on April 11, 2018, along with the RFP response**, to retain the confidentiality of specific information. This request must include the specific type of information and the reason(s) for requesting confidentiality. Written responses regarding the CDA's ability to maintain confidentiality in accordance with Minnesota statutes governing data practices will be furnished around **May 11, 2018 (estimated timeframe due to availability of attorney's to review request)**.

D. Conflict of Interest / Non-Collusion / Compliance

Except as permitted by law, no CDA official or employee shall be a party to or have a direct financial interest in any sale, lease, or contract with the CDA. Should any such conflict or potential conflict become known to the Proposer, it must immediately notify the CDA of the conflict or potential conflict, specifying the part of this RFP giving rise to it, and advise the CDA whether the Proposer will or will not resign from other engagement or representation. Violation of this provision may result in rejection of an otherwise complete proposal.

Proposers are not to collude with other proposers and competitors, or take any other action that will restrict competition.

SUBMITTAL INSTRUCTIONS

E. Disclaimer

It is hereby understood that submission of an application to purchase and redevelop the Site imposes no legal or moral obligations on the CDA to proceed with the designation of tentative developer designation and/or the sale of the Site.

It is the obligation of the CDA staff only to make recommendations to the CDA Board of Commissioners as to the designation of tentative developer and/or sale of the Site. The CDA Board of Commissioners has the exclusive power, in its sole discretion, to make final determination regarding the designation of tentative developer and/or sale of the Site.

The information contained herein is not intended to be a complete description of the Site or of the regulatory, environmental or other conditions that may affect the feasibility of a proposal. Information that is relevant to planning a proposed project may not be included in this offering package. The CDA is making available to proposer's certain reports and information provided by consultants retained by the CDA.

The CDA does not represent or warrant the accuracy or completeness of the information contained in such reports, and disclaims all responsibility for the reports.

Applicants are encouraged to conduct their own due-diligence investigations of conditions that may affect the Site and their plans, and not to rely solely on information contained in this package.

The CDA reserves the right to amend or terminate this RFP package and RFP process and to cancel negotiations involving this RFP at any time. Neither the CDA, nor the City of West St. Paul, nor their representatives are liable for any costs incurred in replying to this RFP.

APPENDICES

A. Survey of Site (two documents)

B. West St Paul Robert Street Gateway Market Study