CITY OF CRESTWOOD, MISSOURI

REQUEST FOR PROPOSALS

CRESTWOOD PLAZA REDEVELOPMENT AREA

PROPOSALS DUE:

AUGUST 18, 2020 by 4:00 PM

Crestwood Government Center
1 Detjen Drive
Crestwood, Missouri 63126
ATTN: Kris Simpson, City Administrator
PART ONE – BACKGROUND INFORMATION

INTRODUCTION

The City of Crestwood, Missouri (the “City”) is pleased to present the opportunity to qualified developers to acquire and redevelop an area (the “Redevelopment Area”) of approximately 48 acres which is the former site of the Crestwood Plaza mall. The City hopes to achieve several objectives by redeveloping the proposed Redevelopment Area: (1) provide new and viable commercial, retail, entertainment, office, residential, and/or service activities for the City’s residents; (2) ensure that the Redevelopment Area is developed within a reasonable time by one or more developers with sufficient experience and expertise; and (3) reinvigorate a vital commercial corridor for the Crestwood community.

Figure 1. Map of Redevelopment Area.

The Redevelopment Area is centrally located within the City, and is generally bounded by Watson Road on the south, Sappington Road on the west, the property lines of existing residential and commercial properties to the north, and the western property lines of existing
properties fronting the west right-of-way of Watson Industrial Park Drive on the east. Figure 1, above, shows the Redevelopment Area in its entirety. The Redevelopment Area is inclusive of three properties, including two properties that front to Watson Road which represent outparcels to the former mall property. The inclusion of these parcels in any redevelopment proposal is at the option of each prospective developer (the “Proposer”).

Located in South St. Louis County, the Redevelopment Area represents a significant opportunity and offers access to a work-ready supply of well-educated labor. There are approximately 127,555 people living within a 10-minute drivetime of the Redevelopment Area. The South County area surrounding the property is home to more than 5,600 local businesses employing more than 85,200 individuals. Other key demographic information is shown in Figure 2, below. The City and the areas surrounding it offer a diverse array of housing and educational options.

**Figure 2. Demographic Study of Redevelopment Area.**

The Redevelopment Area is easily accessible from more than 55,000 local housing units, with a median home value of $255,176. Several institutions of higher education are located a short drive from the Redevelopment Area, including the Webster University, Washington University, St. Louis University, and the St. Louis Community College - Meramec campus. The world-renowned Grant’s Farm, which attracts over 500,000 visitors annually, is also located approximately 1 mile from the Redevelopment Area.
Only 1.3 miles from Interstate 44, the Redevelopment Area is easily accessible by automobile. The Redevelopment Area is adjacent to Watson Road (Route 366) which has an average daily traffic count of approximately 25,000 vehicles. The Redevelopment Area is less than 20 minutes from St. Louis Lambert International Airport, less than 20 minutes from downtown Clayton, and 25 minutes from downtown St. Louis. The public bus system, MetroBus, provides public transportation for the Redevelopment Area, including multiple bus stops along the Redevelopment Area’s boundaries. MetroBus serves the public transportation needs of greater St. Louis area and includes service to the metro-east (Illinois). The Redevelopment Area also enjoys close access to Grant’s Trail, a 12.14 paved greenway that runs through several municipalities in St. Louis County, providing pedestrian and bicycle access to the Redevelopment Area.

PART TWO – DEVELOPMENT PLAN

The City of Crestwood has a vision for the Redevelopment Area that is supported by various planning documents. It is highly recommended that prospective developers review these documents prior to formulating their proposal.

- The City of Crestwood Comprehensive Plan (2017)
- The City of Crestwood Zoning and Subdivision Regulations
- The Watson Road Commercial District Plan (2015)

The City has a vision for the Redevelopment Area that is generally contained in the text and graphics of the Comprehensive Plan and the Comprehensive Plan supplements referenced above and proposers are encouraged to review these documents. A prior Conceptual Development Plan for the Redevelopment Area is provided on the following page, shown as Figure 3. Prospective developers should recognize that this plan was a “concept” intended to provide suggested land uses, layout, and the density the City desires to see in the Redevelopment Area. It is recognized that prospective developers may have other design and layout suggestions, or different uses entirely.

This concept plan promotes density and mixed-use development with an emphasis on quality buildings and amenities. In addition, proposers are encouraged to read the Zoning and Subdivision Code, referenced above.

There are some specific development requirements that are contained within the zoning regulations that any development proposal will be required to comply with. However, some flexibility is permitted with a planned project that is site specific. Proposals will be judged against how well they comply with other provisions of this zoning where design guidelines are suggested, but not specifically required.
PART THREE – PROPOSAL CONTENT

The Proposer may submit a proposal wherein it would act as a “master developer” and carry out all redevelopment activities on its behalf subject to an agreement approved by the City of Crestwood. Alternatively, the proposer may submit a proposal that is applicable to only a portion of the Redevelopment Area.

At a minimum, redevelopment proposals should include the following:

1. Project Overview

   A. A development plan drawing depicting the proposed development of the Area (or sub-area if the proposal is for a portion of the Redevelopment Area). This drawing should be at a sufficient level of detail not less than as depicted on the overall conceptual development plan shown above in Figure 3, which is provided as an example. Either on the development plan drawing or in
accompanying text or some combination thereof, the following information should be provided:

a. The land use(s) proposed.

b. General characteristics of the plan such as:
   1) The approximate square footage by general use type.
   2) An approximate number of parking spaces provided.
   3) The proposed number of stories for buildings and parking structure levels (if applicable).

c. Design
   Although building elevation designs are not required, the proposer should provide examples of the types of building design that are being proposed using photo or drawing examples from other projects it has undertaken or that have been developed by others. In addition, the following should be noted:
   1) Unique features of the plan, buildings, or other design elements that are being proposed.
   2) Materials that are proposed for building construction.

B. A generalized estimate of the total proposed project cost.

C. A list of sources and uses of funds to be used to construct the proposed development and evidence to support financing capability and the capacity to complete the proposed project as part of any agreement, including any financial commitment letters from lenders, equity partners, or contributors and/or other sources of financing.

D. If the proposer is submitting a proposal to act as “master developer” for the entire Redevelopment Area, then any components of the proposed development for which the proposer intends to secure sub-developers to execute must be divulged.

E. Incentives or other financial contribution being sought from the City, St. Louis County, the State of Missouri, or any other entity including, but not limited to tax increment financing, real property tax abatement, or special taxing districts proposed to be created.

F. Economic benefits to the City, St. Louis County, and the applicable taxing districts, such as types and general amounts of revenues generated annually, number of jobs created, services provided, etc. If incentives are requested as noted in 1.E above, this information must include a generalized cost-benefit or other revenue analysis that demonstrates what revenues are being requested, the amounts, and the length of time these revenues are proposed to be dedicated to the proposed development.

G. A project schedule; and
H. Any other information which would provide a full and complete description of the proposed project or use of property within the Redevelopment Area.

2. Qualifications

A. Developer Information
   a. Full legal name, address, phone number, and email address for developer contact

B. Developer’s Background
   a. Identification and full description of specific project experience that is related to and that would uniquely qualify the firm to undertake development in the Redevelopment Area, including:
      1) The uses (office, retail, parking, etc.) associated with prior developments;
      2) Prior project costs, sizes, methods, amounts and sources of financing;
      3) Experience addressing public infrastructure improvements needed for the project;
      4) Photographs or other graphic presentations of the prior developments; and
   b. Experience working with public-private partnerships, including appropriate financial structures.

C. Developer’s Financial Background

Developer shall provide evidence of its financial capacity to complete the proposed development and the methods and sources of funds available to the developer to finance the project.

3. Other Notations

A. Any proposer may acquire additional properties outside and adjacent to the boundary as a part of their proposed development either as demonstrated in the response to this RFP or at some later date.

B. Proposers should note that the City of Crestwood does not own land in the Redevelopment Area. Proposers should contact Matt Bukhshtaber with CBRE for purchase inquiries. His contact information is 314-655-6060 and matt.bukhshtaber@cbre.com. Attached is the sales brochure for main portion of the Redevelopment Area.

PART FOUR – SELECTION CRITERIA

Proposals submitted will be reviewed by the City staff, planning and landscape design consultants, special counsel, and the Crestwood Board of Aldermen for completeness, development plan details, and other material terms. Selection of a developer or developers will
be made based on such factors as the Board of Aldermen determines in its sole discretion, which may include (but need not be limited to) the following:

1. The degree to which the proposed development meets the City’s planning and zoning goals and requirements for the Redevelopment Area;
2. Experience and history of the developer in performing similar redevelopment projects;
3. Stability and credibility of financing/capital stack;
4. Viability of the proposed project;
5. Projected tax revenues to the City upon project completion;
6. Types of proposed land use;
7. The type and level of any public financing sources that are requested including the overall size and nature of any economic incentive package required (particularly as compared to the anticipated project cost), the likelihood of receiving those incentives, and the level and term of economic impact that may be incurred by the City or other taxing entities that may be involved;
8. Jobs created (i.e. direct construction and permanent full-time equivalent employment);
9. Credibility of any contingencies;
10. Quality of public amenities associated with the project, if applicable;
11. Responsiveness of the redeveloper to the terms of this RFP; and
12. Timeline of redevelopment completion.

PART FIVE – TERMS AND CONDITIONS

The following terms and conditions apply to all proposals:

1. The City reserves the right to reject any and all proposals submitted; to negotiate with one or more responding parties; to select one or more responding parties; to void this RFP and the review process and/or terminate negotiations at any time without prior notice; to select separate responding parties for various parts of the Redevelopment Area and this RFP; and to select a final party/parties from among the proposals received in response to this RFP. Additionally, any and all RFP project elements, requirements and schedules are subject to change and modification. The City also reserves the unqualified right to modify, suspend, or terminate at its sole discretion any and all aspects of this RFP process, to obtain further information from any and all responding parties, and to waive any defects as to form or content of the RFP or any responses by any party, all without prior notice.

2. The City encourages proposers to review the planning and zoning documents as referenced in this RFP. For proposals contingent on rezoning and financing, the City may, in its sole and absolute discretion, determine which proposals are credible and may disregard those it deems not credible. In making its credibility determination, the City may consider such factors as the City deems relevant, including, but not limited to, any likely opposition to, or support for, the requested development, and input from St. Louis County and Area taxing districts regarding any subsidies requested by the potential developer.

3. The City reserves the right to select a non-contingent proposal over one that is contingent.
4. The City also reserves the right to interview proposing entities in one or more rounds.

5. This RFP does not commit the City to extend development rights, defray any costs incurred in the preparation of a response to this request, or procure or contract for services. All submitted responses to this RFP become the property of the City as public records. All proposals may be subject to public review, on request, unless and to the extent exempted in accordance with applicable provisions of Chapter 610 RSMo, Missouri’s open records law.

6. The proposer is responsible for all costs in assessing, inspecting, surveying, and evaluating the Redevelopment Area and will be expected to fund the costs associated with any public incentives, including tax abatement or special taxing districts proposed.

7. By accepting this RFP and/or submitting a proposal in response thereto, each responding party agrees for itself, its successors and assigns, to hold the City, and all of their various agents, commissioners, directors, consultants, attorneys, officers and employees harmless from and against any and all claims and demands of whatever nature or type, which any such responding company, its representatives, agents, contractors, successors or assigns may have against any of them as a result of issuing this RFP, revising this RFP, conducting the selection process and subsequent negotiations, making a final recommendation, selecting a responding party/parties or negotiating or executing an agreement incorporating the commitments of the selected responding party.

8. By submitting responses, each responding party acknowledges having read this RFP in its entirety and agrees to all terms and conditions set out in this RFP.

SUBMISSION OF PROPOSALS
To be considered, proposals must be received no later than 4:00 PM CST on August 18, 2020. A non-refundable fee of $3,500 in the form of a check made payable to the City of Crestwood must accompany any proposal. This fee will defray the City’s costs associated with review of proposals. Upon selection of a developer or developers for further consideration, the City will notify the successful developer or developers of their selection for further consideration; at that time, the City reserves the right to request that the successful developer or developers enter into a preliminary funding agreement with the City in order to reimburse the City for costs incurred in further evaluating the successful proposals, including changes to the same, and costs incurred with negotiating a development agreement with the successful developer or developers.

Firms should submit three hard copies of their proposal, a digital copy on a USB/Flash drive, and pay their review fee no later than 4:00 p.m., August 18, 2020 to:
Crestwood Government Center
1 Detjen Drive
Crestwood, Missouri 63126
ATTN: Kris Simpson, City Administrator

Please direct inquiries or questions related to this RFP to Kris Simpson at 314-729-4700 or ksimpson@cityofcrestwood.org.