



## **REQUEST FOR PROPOSALS**

Sale and Development of City Owned Property  
Location: 3715 Dayton Boulevard, Red Bank, TN  
Tax Map and Parcel Number: 109P D 001

**RFP Issuance Date: September 1<sup>ST</sup> 2020**

**Final Day to submit questions: December 11<sup>TH</sup> 2020**

**RFP Due: January 5<sup>TH</sup> 2021**

Issued by:  
City of Red Bank

## **I. Introduction**

The purpose of this RFP is to identify a developer with the interest, resources, and experience to purchase and develop the property located at 3715 Dayton Boulevard, Red Bank, Tennessee 37415, into a desirable addition to the City of Red Bank. The preferred developer would be expected to enter into a development agreement and sign a purchase agreement/contract with the City of Red Bank, consistent with the parameters and goals for development described within this RFP that would lead to a mutually agreeable development plan. The development plan would include details such as a proposed site plan, types of uses, drawings/renderings of the proposed development and a development schedule. If the City and the preferred developer are unable to reach a mutual agreement, the City may select another qualified developer for the RFP respondents.

The City is not seeking to have any form of partnership role in the development of the site. The City seeks to sell the real estate, specifying certain conditions upon the sale and binding restrictions with respect to the use of the property. The City will, however, have certain expectations including and in addition to the sales price that the selected developer will have to execute and agree to. In addition, the selected developer will be subject to all applicable rules, regulations, and procedures attendant to the development of this property.

The City is not interested in engaging a broker, agent or consultant who proposes to work on a fee basis to market the property or act as a real estate advisor to the City.

## **II. Site Information**

The subject property is located at 3715 Dayton Boulevard in the main business district of the City and consists of 11.12 total acres/more or less. The property has 650 feet +/- of frontage along Dayton Boulevard and 730 feet +/- along West Leawood Avenue and the subject properties backs up to Oakland Terrace.

The property is currently zoned C-2 Commercial. Depending upon particulars of an approved development plan, zoning amendments may be available.

## **III. Evaluation and Selection**

The City of Red Bank will evaluate proposals and select the proposal that it judges to be in the best interest of the City. The City shall be the sole judge of its own best interest in relation to the proposals, and any resulting development agreement and/or sales contract. The City reserves the right to negotiate and/or to reject all Proposals. The decisions of the City shall be final.

The City's evaluation criteria may include, but not be limited to the following:

Overall responsiveness to the RFP.

Qualifications and experience of the respondent.

Quality of the development proposals, including:

- a. Proposed use(s) of the property, with preferences being given to residential / Commercial mixed use plans.
- b. Design and compatibility of the intended use of the development with its surrounding location
- c. Ability of the property to generate property and sales tax
- d. Anticipated timeframe for purchase and development of the property
- e. Proposed purchase price
- f. Financial capability of the proposed developer to complete the project
- g. Unique strengths and/or capabilities of the development team

- h. Such other factors the City may require and deem relevant

The proposal evaluation will follow the general timeline below. The City reserves the right to change this schedule, with or without notice to respondents, to meet the needs of City Staff and the City Commission.

- Issue RFP: **September 1<sup>ST</sup> 2020**
- Final day to submit questions: **December 11<sup>TH</sup> 2020**
- RFP-Due: **January 5<sup>th</sup> 2021**

City Staff and the City Commission will review proposals and may schedule meetings with RFP respondents. The City may also request additional information from respondents at any time. The City reserves the right to select one (1) or none of the respondents. The City will review what, in its best judgement, it determines will be in the best interest of the City.

All Submittals shall become the property of the City and, after selection process, will become Public Record.

#### **IV. RESPONSE INSTRUCTIONS**

##### **A. Cover Letter**

On firm letterhead, please identify the principal contact, providing name, title, street address, email address, and telephone number, as well as people authorized to make representation for the respondent. The letter must briefly summarize the respondents proposal and be signed by an authorized agent of the respondent.

##### **B. Qualifications and Experience**

Summarize the respondents development experience, including:

- 1) Examples of similar projects undertaken by the developer
- 2) Administrative capacity to undertake the project
- 3) Expertise in developing high-quality projects of similar scope and scale
- 4) Proposed development team members and qualifications

##### **C. Legal Disclosure**

Respondents shall disclose any judgements, bankruptcies, legal proceedings, or conflicts of interest in regard to projects the respondent, and individual owners of any respondent, has developed, owned, or has a substantial ownership interest in.

##### **D. Development Proposal**

This section of the proposal should explain the respondent's plan for development of the property, including:

1) Uses and Zoning. Indicate the proposed uses for development of the property, including the amount of public parking that will be included. While specifically identifying tenants/users is not required, responses that are able to identify specific users may have an advantage over unknown users.

2) Design: The design and character of the development should be consistent with the overall character of the area and following the Design Review Standards made available on the City's website, [www.redbanktn.gov](http://www.redbanktn.gov), under "Quick Links". The developer shall provide proposed building elevations,

indicating proposed materials, and a schematic site plan, with drawings/renderings, including access to and from the property and any coordination with adjacent land uses, as appropriate. Architectural renderings, if available, and photos of prior/existing, similar developments are encouraged.

3) Plan Consistency: Describe how the proposed Plan Development is consistent with the vision and goals of the 2035 Master Plan.

4) Tax Generation: Provide estimated property and sales taxes projected to be generated by the development.

5) Total Anticipated Investment: Provide an estimate of the total investment to be made in the development of the property.

6) Development Schedule: Provide an anticipated development schedule from the time the respondent owns the property to the completion of occupancy.

7) Ownership by Purchaser: The successful respondent, if chosen by the City, must obtain/maintain ownership of the property through the completion of the development of the property, and therefore, must indicate in the response to this RFP, an affirmative statement to that effect.

**(E) Financial Capabilities:**

While respondents are not required to supply specific information regarding their financial capabilities at this time, respondents must include in their response an affirmative statement indicating their willingness and ability to supply such information if selected as the developer. Such information will remain confidential.

**(F) Purchase Price:**

Provide a statement of the proposed purchase price associated with the respondent's proposal.

**(G) References:**

Submit three (3) references for similar projects. Please include name, title, telephone number and email address for the person to be contacted.

All respondents shall submit (7) seven printed copies of their proposal and one (1) one electronic copy in PDF format in a sealed package or envelop marked:

Red Bank Development Proposal  
Map Tax and Parcel Number: 109P D 001  
3715 Dayton Blvd.  
Red Bank, Tennessee

Responses must be delivered to:

City Manager Tim Thornbury  
3105 Dayton Blvd  
Red Bank, TN 37415

Proposals must be received no later than **January 4<sup>TH</sup> 2021** to be considered.

Questions about the RFP may be directed to Tim Thornbury, City Manager at (423) 877-1103 or [tthornbury@redbanktn.gov](mailto:tthornbury@redbanktn.gov).

## **V Terms and Conditions**

- A. The City of Red Bank retains the right to use any or all ideas presented in any proposal period. Selection or rejection of the proposal does not affect this right.
- B. Supplemental materials will not be accepted after proposals have been opened, unless requested by the City of Red Bank.
- C. The City of Red Bank reserves the right to amend, modify, or withdraw this RFP for any reason, or no reason whatsoever, and at the City of Red Bank's sole and absolute discretion.
- D. This RFP does not commit the City of Red Bank to select any buyer or developer of the subject property or enter into an agreement with any buyer or developer.
- E. The City of Red Bank reserves the right to negotiate with any respondent.
- F. The City of Red Bank reserves the right to reject any proposal, or all proposals, if deemed to be in the best interest of the City. The City of Red Bank reserves the right to waive informalities in the RFP.
- G. The selection of a buyer and/or developer is subject to the approval of the City of Red Bank by its City Council, at its sole discretion.
- H. The City of Red Bank will not be liable for any expenses incurred by a respondent in replying to this RFP or for any expense incurred by the successful respondent during the negotiation of a development agreement between the respondent and the City of Red Bank.
- I. The respondent will need to be available for meetings to be held by the City Council at time(s) and dates set by the Council to discuss their RFP.