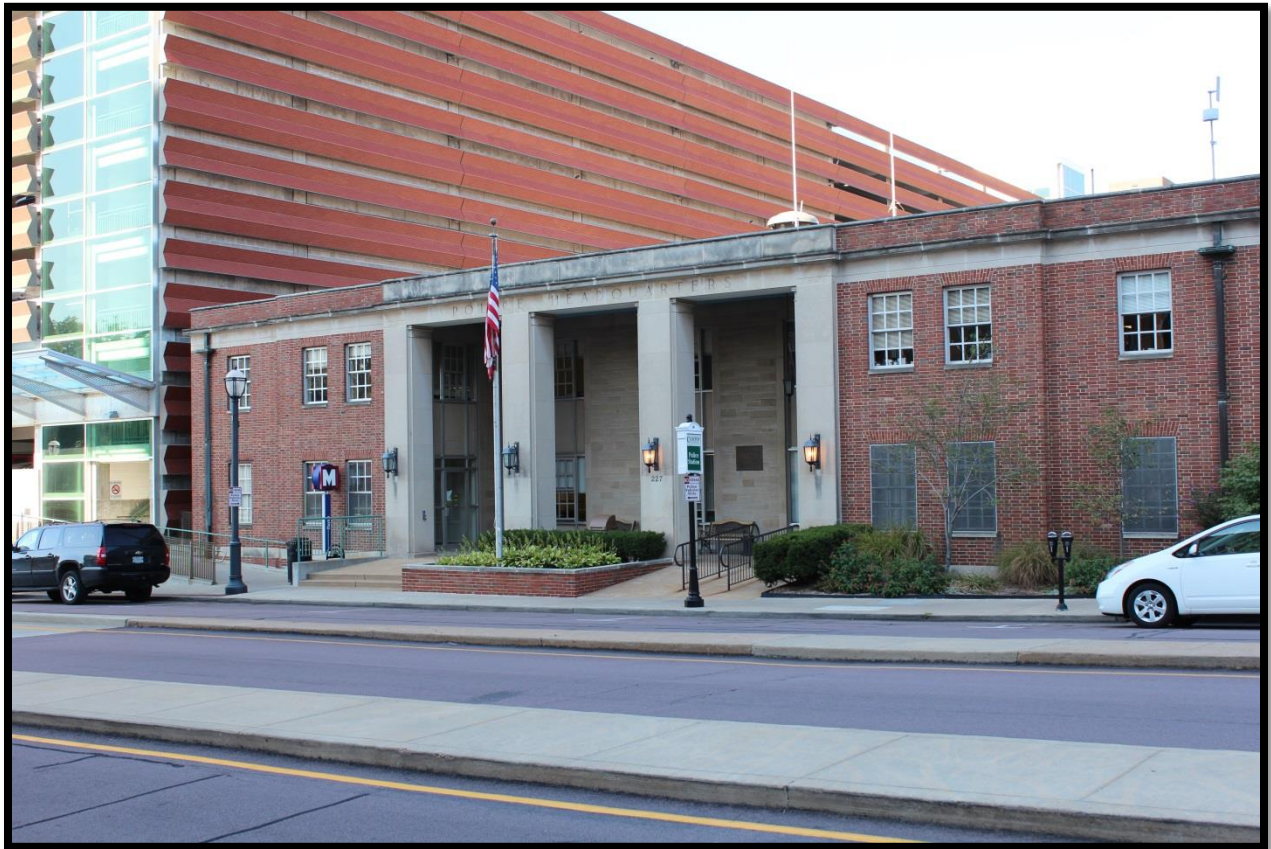


**CITY OF CLAYTON, MISSOURI
REQUEST FOR PROPOSALS (RFP)
DEVELOPMENT OF CITY-OWNED PROPERTY
227 SOUTH CENTRAL AVENUE
CLAYTON, MISSOURI 63105**



City of Clayton
10 South Bemiston Avenue
Clayton, Missouri 63105
February 15, 2017

EXECUTIVE SUMMARY

The City of Clayton is requesting the submittal of proposals (RFP) from the real estate community to redevelop a city-owned property, approximately 0.35 acres in area, located near Forest Park Parkway, and adjacent to the Metro light-rail stop and St. Louis County Garage (1,284 spaces). Developers with proven experience in commercial, residential or mixed-use development are invited to submit sufficient information regarding a proposed development, including concept, financing and experience with similarly-scaled projects.

Responses to this RFP are due on April 3, 2017 at 3 p.m. Central Standard Time to the following address:

Gary Carter
Director of Economic Development
City of Clayton, Missouri
10 S. Bemiston Avenue
Clayton, Missouri 63105
gcarter@claytonmo.gov
(314) 290-8467

Late and incomplete responses will not be considered. Five hard copies and one electronic copy (PDF) are required.

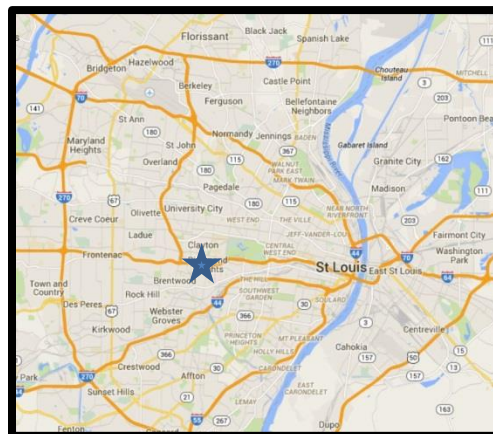
Following a review by City staff, developers may be invited to discuss their proposal in person.

DEVELOPMENT POTENTIAL

The City of Clayton, a suburban community with urban characteristics, has the second largest concentration of office workers in the metropolitan St. Louis area. Currently, there is approximately seven million square feet of office space in downtown Clayton. Restaurants, specialty boutiques and hotels are also prevalent. Clayton's central location and convenient access to several interstates, major transportation arteries and light rail, place it within minutes of almost anywhere in the region. As a result, downtown Clayton has exhibited significant commercial and residential development in recent years, making available land for development unique.

- The Project Area is well positioned in location to support various uses.
- The Project Area is one parcel consisting of 15,246 square feet (0.35 acres).
- The Project Area is the former home of the Clayton Police Department.
- The Project Area is adjacent to a Metro light-rail stop and 1,284 space St. Louis County garage. The City has rights to up to 100 spaces.
- Current zoning is High Density Commercial (HDC), which permits a variety of uses. It is also within the Central Station Transportation Oriented Development Overlay.
- The Project Area is within the Central Station District of the Downtown Master Plan. The Central Station District, in the area of the Project Area, calls for transit oriented development, residential and mixed uses.
- The Project Area is generally bound by Bonhomme Avenue on the south, Meramec Avenue on the west, Central Avenue on the east, and Shaw Park Drive on the north.
- St. Louis County Parcel ID Number: 19K632511

Region



Site



Master Plan Vision



- EXISTING BUILDINGS
- PROPOSED DEVELOPMENT PROJECTS
- POTENTIAL DEVELOPMENT PROJECTS

CLAYTON MARKET



The Project Area is in the Clayton submarket, a thriving metropolitan area in the heart of the St. Louis region and home to several *Forbes* and *Fortune 500* headquarters, offices and branches, significant privately held businesses, and the administrative and judicial functions of St. Louis County. Clayton offers outstanding accommodations and is only 15 minutes from St. Louis International Airport and just 12 minutes from downtown St. Louis. Clayton has over 80 restaurants and five hotels, including the area's only Ritz-Carlton. The region's light rail system has two stops in Clayton.

Clayton residential areas include some of the finest homes in the St. Louis area as well as new condominium developments and apartments. Many of the residential areas are within walking distance to downtown Clayton. Within Clayton, the median household income in 2015 was \$95,750 and the median home value was \$642,855.



The School District of Clayton is ranked as the fourth best school district in the nation by Niche K-12. Clayton is home to several private educational institutions including Washington University in St. Louis. Washington University is one of the country's premier research universities and is currently ranked 19th in the nation by *U.S. News and World Report*. As a result, Clayton businesses benefit from a well-educated workforce.



Clayton is considered the most desirable office location in the entire St. Louis metropolitan area. The Clayton office market has shown continual positive absorption. The overall Class A vacancy rate is 6.7 percent with an average asking rate of \$26.50 per square foot.

The strength of the Clayton office market is further demonstrated by the recently announced Centene world headquarters expansion. This \$755 million expansion will represent over 1.5 million more square feet of Class A office space. The development will also include a 1,000 seat civic auditorium, retail, a hotel, and a residential component.

Demand for space in Clayton remains strong and has garnered the attention of national developers. Clayton currently has three active downtown construction projects representing over 600 apartment units and 30,000 square feet of retail. Another 250 apartments and 10,000 square feet of retail in a 24-story tower was just recently announced. All pending



development applications are available for review on the City's website, www.claytonmo.gov/government/planning-development/pending-applications.

PROJECT OBJECTIVES

The project is expected to enhance and reinforce the overall vision of downtown Clayton. The project should catalyze increased development, add value and compliment the surrounding area. It should produce a long-lasting development that projects a positive community image and enlarges opportunities for pursuing an urban lifestyle. Sustainable design elements are highly encouraged. It should also provide quality redevelopment that is consistent with the Downtown Master Plan of 2010.

The Downtown Master Plan is available online through the City's website, www.claytonmo.gov/businesses/economic-development/downtown-master-plan.

SUBMITTAL REQUIREMENTS

Five (5) hard copies and one (1) electronic copy (PDF) of the response must be submitted. Responses must include the following information:

A. Team Qualifications

1. Provide the name, address, telephone numbers, and email addresses of the development team. Identify the principal individual(s) within the development team authorized to serve as the spokesperson for the team.
2. Identify and describe any relationship the development team may have with subsidiaries, joint venture partners, or others who are significant to the project.
3. Provide documentation demonstrating that the development team is qualified to undertake the proposed project, including:
 - i. Resumes of key development team members, including architectural team members;
 - ii. Experience completing projects similar to the development concept; and
 - iii. Experience with public/private development
4. Provide examples of prior projects completed by members of the development team that demonstrate high-quality architectural and urban design relevant to the project site. Include as much of the following information as possible, but not limited to: site plans, images of completed projects, total development costs, total building area by use, role in project, financing structure and development partners.

B. Financial Information

1. Describe the financial magnitude of your current and previous projects and their capital sources. Describe current and former relations with lending institutions or other funding sources, and other information documenting the financial strength and financial qualifications of your firm, which would contribute to the feasibility of the project completion.
2. Proposed City compensation Project Area.

C. Vision Statement

Describe your vision for the project site. Be specific in describing the overall project, types and mix of uses, quality of design and financing. Explain your concept of the partnership with the City of Clayton that would be forged to achieve the vision.

EVALUATION OF RESPONSES

The City of Clayton will consider each proposal to evaluate benefits of the development value, creation of community and economic benefit, and the team's overall ability to accomplish the Downtown Master Plan's goals. Following the initial review, a short-list of candidates may be generated for on-site interviews. The City may ask potential candidates to demonstrate a financial commitment to the project.

Developers who submit proposed development plans must adhere to the goals and objectives of the Downtown Master Plan of 2010. The City places a high value on the following factors, in no particular order of importance:

- Financial impact to City.
- A vision that spurs development of surrounding properties.
- A track record of completing sustainable, dynamic development projects.
- Superior architectural and urban design skills.
- A vision that incorporates elements of an inviting pedestrian environment. These include but are not limited to characteristics such as prominent entries facing public streets, covered walkways, and public art.
- A vision that makes efficient use of the development area and green building features.
- Understanding of market potential for the vision.

This RFP does not commit the City to award a contract, to defray any costs incurred in the preparation of a response to this request, or to procure or contract for services. All

submittals in response to this RFP become the property of the City. All responses may be subject to public review.

The City reserves the right to reject any or all proposals: to select one or more respondents; to void this RFP and the review process and/or terminate negotiations at any time; to revise any conditions and stipulations contained herein, as convenient or necessary; to negotiate fees, rates and financial arrangements, etc. at the appropriate time; to establish further criteria for selection; to ask proponents to submit additional information or evidence to their qualifications and experience; waive informalities in the submittals; and to negotiate with proponents. Selection is dependent upon the negotiation of mutually acceptable contract(s) with the successful respondents.