



**City of Woodson Terrace, Missouri
Request for Redevelopment Proposals
For Woodson Terrace Redevelopment Area**

In its continuing efforts in economic development, the City of Woodson Terrace (the "City") is soliciting proposals from private developers interested in participating with the City in accomplishing the redevelopment of approximately 150 acres surrounding the intersection of Woodson Road and Natural Bridge Road. The proposed redevelopment area is immediately south of Lambert International Airport.

The City will consider proposals for both partial and complete redevelopment of the targeted area. All proposals must further the City's objectives of reducing or eliminating blighting conditions within the redevelopment area, maintaining and enhancing the City's tax revenue base, adding quality residential and commercial development and improving the quality of life within the community.

The City will also consider providing a variety of financial incentives as part of the redevelopment program for this area, including, but not limited to, assistance with land assembly, site preparation, public infrastructure improvements, and other development-related costs.

A complete version of the RFP can be viewed on the City's website under the Economic Development link. We invite all interested parties to review the Comprehensive Plan for guidance.

Date of Issuance: April 12, 2013

Proposal Submission Deadline: May 27, 2013

To: Scott Schaefer
Director of Economic Development
City of Woodson Terrace
4323 Woodson Road
Woodson Terrace, MO 63134

GUIDELINES FOR SUBMITTAL

Introduction

The City of Woodson Terrace, Missouri (the “City”) is an established community in St. Louis County comprised of a mix of residential, commercial and industrial activity. The City offers easy access to St. Louis – Lambert International Airport, and is served by major regional transportation arterials. The City is located at the intersection of Woodson Rd. and Natural Bridge Rd. (SR 115), and is immediately south of the St. Louis – Lambert International Airport.

The City seeks either a single redevelopment project, under the ownership of one entity, for the entire area, or smaller redevelopment projects which include only portions of this area (and may be developed under multiple ownerships).

Proposed Projects

Any project, or projects, proposed must demonstrably advance the City’s Comprehensive Plan, and any of the community’s Redevelopment Objectives. These Objectives include:

- Reducing blight and conditions precedent to blight;
- Improving the quality of life in the City for citizens and visitors;
- Enhancing the City’s economic base (which for Woodson Terrace includes both residential and commercial development);
- Improving the City’s image through high quality design, including facade, landscaping, and signage elements.

Any project, or projects, proposed must also:

- Be proposed by developers with verifiable experience in the successful development of the type of project(s) which developer has proposed;
- Be proposed by developers with demonstrated access to the financial resources necessary to undertake, and complete, the proposed project(s);
- Provide verifiable commitments from the commercial end-users and/or residential developers that will be located in the project.
- Demonstrate the financial viability of the project(s) proposed;

The City will consider the use of tax increment financing, and similar financing assistance, for projects which meet these Redevelopment Objectives.

Information Requested

For any project proposed, the City requests that the developer provide:

1. Concept site plan indicating proposed project name, developer's name and address, date, scale, and north arrow, and depicting:
 - a) Development boundary, adjacent streets, and properties to be included in the proposed redevelopment;
 - b) Uses of land and buildings and/or types of development;
 - c) Location, size, and height of new building construction and identification of existing structures to remain (if any);
 - d) Approximate location of all drives, curb cuts, sidewalks, new traffic lanes, service/delivery access, and refuse collection facilities;
 - e) Approximate location and number of parking spaces, islands, and curbs and landscaped areas; and,
 - f) Conceptual plans for drainage and storm water improvements, and proposed grading.
2. Typical examples of building elevations and exterior building material types. (This may be provided in the form of sketches, renderings, or photographs of similar types of buildings and uses that are proposed).
3. Project data in tabular form as follows:
 - a) Development area in square feet and acres; and,
 - b) Required parking space and loading area calculations.
4. Narrative explaining the character of the development and containing the following information:
 - a) Generalized project cost estimates including land acquisition, demolition, site work, building construction, design, financing, and administration;
 - b) Proposed development schedule, including a description of development

phasing if the project is to be phased;

- c) Estimated on-site employment generation of full-time and part-time employees;
 - d) Estimated tax revenue generation resulting from sales taxes, real property taxes, utility and other taxes, and licenses and fees;
 - e) Project pro forma financial statements or other data demonstrating the financial feasibility of the project, including a market-based financial analysis and justification for the amount and duration of financial support or other incentives the developer proposes to be provided by the City. This information should also demonstrate that the revenues generated by the project would support the retirement of any TIF notes or other, similar, obligations if such are requested to be issued by the City.
 - f) Data demonstrating the developer's financial and administrative capacity to undertake the project, experience with similar development and written evidence of the ability to bring users to the project;
 - g) A description of the nature and general quality of the tenants and/or residential development that will occupy the project; and
 - h) A description of site circulation and access, including projected traffic volumes and flow.
5. Proposals shall also include adequate assurances that the project will be constructed, opened, and operated. Proposals must also include a release, discharge, indemnity and hold harmless protecting the City against any claim asserted by the developer or any third party in connection with the Request for Proposals ("RFP") process or the implementation of any project arising therefrom.

Review of Proposals

Each response to this RFP will be reviewed by the City staff, and the City's legal and planning consultants. Collectively, they will make a recommendation to the City Council as to which of the responses, if any, should be considered for evaluation and implementation. The City Council may choose to implement one or more of the projects proposed in the responses to this RFP. By submitting proposals in response to this RFP, parties responding to this RFP acknowledge and agree that the City has the sole and absolute discretion to select any proposal or no proposal at all, to negotiate with any respondent or none at all, and to grant or withhold TIF or other economic development assistance in the City's sole and absolute discretion, and by submission of a response or proposal, the respondent waives, for itself, its affiliates, agents and assignees, any claims against the City, its employees, officers or agents, resulting from this RFP or any such selection, negotiation, or financing, or lack thereof.

Preliminary Funding Agreement

Any developer submitting a proposal to the City with whom the City desires to negotiate a redevelopment agreement shall be required to enter into a preliminary funding agreement and to pay a preliminary funding fee, and by submitting a proposal in response to this RFP, each person shall agree to do so. This fee will be an amount equal to the City's projected administrative, legal, and planning costs for reviewing, negotiating, and implementing the redevelopment project, and may be subject to being increased during these processes.

Redevelopment Agreement

Negotiations with respect to a mutually satisfactory form of redevelopment agreement are to be concluded before the City will undertake to convene the formal approval process required under any redevelopment program. The developer shall give to the City contractually binding assurances that an agreement, in form and substance satisfactory to City staff, has been executed by developer and shall be performed by and be binding upon the developer pending approval and execution of same by the City, following the completion of all required approval processes.

Miscellaneous

The City reserves the right to reject any and all proposals, to waive informalities, and to select the proposal and developer that, in the City's sole and absolute discretion, are in the best interest of the City.

The City reserves the unconditional right to:

- amend, modify or withdraw this RFP;
- revise any requirements under this RFP;
- require supplemental statements of information from any respondent;
- extend the deadline for submission of responses to this RFP;
- negotiate or hold discussions with any respondent to correct insufficient responses that do not completely conform to the instructions contained herein;
- waive any nonconformity with this RFP; and
- cancel, in whole or in part, this RFP, if the City deems it is in its best interest to do so.

The City may exercise the foregoing rights at any time without notice and without liability to any respondent or any other party for its expenses incurred in the preparation of responses

hereto or otherwise. Responses hereto will be prepared at the sole cost and expense of the respondent.

The RFP does not commit the City to select a developer, to pay the cost incurred in preparation of any response hereto, or to procure or contract for the services described herein.

Nothing stated at any time by any representative of the City will effect a change in or constitute an addition to this RFP unless confirmed in writing by the City.

Developers responding hereto agree to keep confidential their responses and any information received from the City.

Notwithstanding any provision of this RFP to the contrary, the City will consider all alternative bids and proposals for the area described in this RFP.

For questions related to the Woodson Terrace Redevelopment Proposal, please contact:

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