City of Glenn Heights, TX

REQUEST FOR EXPRESSIONS OF INTEREST

Deadline: September 16, 2019

A. Overview

Through this Request for Expressions of Interest (Request), The City of Glenn Heights (City) is seeking engagement from real estate firms for development concepts at this strategic site. The parcel address is 2500 S Hampton Rd, Glenn Heights, TX. The combined 54-acre tract of land is owned by the City of Glenn Heights and located 2.5 miles west of I-35 and accessible via FM 664 (Ovilla Rd) and Hampton Road.

To advance the City's stated goals the City Manager is considering the following options for the future of this site:

A. **The sale or lease of land parcels for a defined private development;**
B. **City investment to improve community access and use of the vacant parcel;**
C. **Combination of options A & B**
D. **Continue to landbank the property for future use.**

The focus of this Request is related to option A – the identification of interest from experienced development teams to design and develop this strategic site. The ideal development will create a sense of place as a central mixed-use destination district for residents and visitors to our small city. Development concepts should enhance recent investments along this corridor including a new apartment complex, new single-family subdivisions, public elementary school and street improvements to Hampton Rd and FM 664. Development plans should also account for the proposed alignment of TXDOT Project Loop 9: www.keepitmovingdallas.com/sites/default/files/docs/2964-10-006%20White%20Paper%2004-01-17.pdf

The Glenn Heights City Council is the final authority on all land transactions and agreements.

The City expects that responses to this Request will:

- Include a development team or individual with a proven track record of delivering creative and distinctive developments and destination districts; and
- Outline a preliminary development scope, sources & uses budget and project timeline

Those interested in submitting a response to this Request should, at a minimum, address the general requirements outlined in Section D. Based on review of the responses, one or more respondent(s) may be selected to negotiate with the City, subject to City Council action.

B. Property Information

Ellis County Appraisal District

- **Parcel (188163)** is approximately 2,344,224 square feet.
  Approximately (16 acres) will be impacted by the proposed ROW dedication for the Loop 9 project.

- **Parcel (270409)** is a 34,281 square foot pad site fronting Hampton Road at the entrance to Palladium Glenn Heights Apartments

Property highlights include:

- Adjacent to newly constructed Palladium Glenn Heights Apartment community
- Scenic views and topographic land variations
- Proximity to Red Oak ISD Schools
- Convenient access to I-35E and FM 664 for retail goods and neighborhood services
- Site is serviced by DART Go-Link public transit service:
  https://www.dart.org/riding/GoLinkGlennHeights.asp

Zoning

- The base zoning for the large parcel (188163) is **(SF-2)**. However, the designated land use identified in Future Land Use Plan is a "Town Center district". Proposed development plans should include a PD as part of re-zoning application.
- The zoning for parcel (270409) is **Retail**.

Current Use

- Vacant land, evergreen trees, creek

Prior Use

- Vacant land

C. Project Goals

- **Inspire Investment**
  The City has a unique opportunity to steer the development effort at this strategic site. Recent investments include the widening of FM 664/Ovilla Rd to I-35E (currently under construction), resurfacing of Hampton Rd between FM 664 & Bear Creek completed in 2018, construction of Palladium GH apartment complex in 2018 and (3) active single-family subdivisions under construction in this corridor.

- **Creative Land Use & Design**
  Development concepts should maximize the central location of this site and the socio-economic profile of the trade area to create a central place of identity for this small community. The preferred project will:
  - Incorporate elements to create an inviting pedestrian environment including prominent entries facing Hampton Road, sidewalks, crossings, roundabouts and parking within the development interior.
  - Leverage the topographic character and natural drainage of the site to create a small public lake, canal or water amenity.

  - The process to update the City's Comprehensive Plan is under way. This mixed-use district was initially targeted as a town center anchored by municipal offices. The municipal offices will not be constructed on this site. However, as we begin the process to update our comprehensive plan, this site is still envisioned as a destination district. Land uses could include but not be limited to public greenspace and amenities, neighborhood retail, hotel or resort lodging facility, indoor/outdoor event space, medium density or multi-family housing. Design elements should enhance the existing architectural quality of surrounding developments while also providing pedestrian orientation to outdoor spaces for commerce and leisure.

- **Economically Feasible Project**
  - Development proposals should outline the land-use concepts and financial viability of the project by including market analysis, preliminary budget and proforma data with proposal submissions.
  - Projects demonstrating a capital financing gap should also outline proposed structure and nature of public participation.

- **Cost to Benefit**
  Proposals that include acquisition of city owned parcels should reflect the fair market value of the property. Land acquisition and incentives may be considered for projects with an identified financing gap. These proposals should demonstrate adherence to the stated goals and evaluation criteria outlined in this solicitation.

D. Submission Requirements

The City invites expressions of interest setting forth details regarding the use, offer to purchase or lease, and other items identified in this section. **The deadline for submitting proposals is 5:00 p.m. (CST) on September 16, 2019.**

Please submit expressions of interest to:

City of Glenn Heights
Attn: Marlon Goff – Economic Development
1938 S. Hampton Rd
Glenn Heights, TX 75154
marlon.goff@glennheightstx.gov
972-225-1690 ext. 455

Responses should include the information listed below (with explanations for any missing pieces of information) and be submitted in the correct format by the deadline. All responses submitted by Respondents shall become property of the City of Glenn Heights upon submission. All responses to this RFEI are public records and may be reviewed by any member of the public.

COMPANY INFORMATION

Please provide the following information in the order requested:

1. A summary letter that introduces your firm or development team, briefly states your interest in the development opportunity, summarizes the approach you would anticipate taking to develop the site including staffing, financing, design & construction partnerships.

2. Table of contents for the materials contained in your response

3. Description of company structure and key staff likely to be assigned to responsible roles in the project. The contact person for further communication regarding the project shall also be specifically identified, including name, phone, and e-mail.

4. Portfolio or summary of development projects of similar scope, size, character, and requirements that demonstrate the capacity and quality of performance of your firm or team.

The intent of this solicitation is to identify and select a master developer who will then work with the City to create and execute a detailed proposal for construction at this strategic site.

You may submit qualifications as an individual company or as a development team.

Individual respondents seeking participation with others should clearly indicate this interest. Respondents interested in providing Master Developer services should indicate this interest as well as any interest in identifying partners or sub-developers for specialty uses.

Respondents should submit a summary, outlining in as much detail as possible, which component or multiple components they have an interest in pursuing. Indicate any factors that might increase or decrease your interest in the opportunity. Please propose any applicable ideas.

Respondents are encouraged to discuss financing options that they can bring or would like the City to sponsor, obstacles they have encountered in the past, and creative financing strategies that may be available to and how to best manage the project to ensure success.

FINANCIAL INFORMATION

At a minimum, each Respondent must submit the following information electronically or memory stick, in Excel or pdf:

1. Statement of assumptions on which all calculations are based, including all assumptions typically provided in a pro forma for the proposed use.

2. General construction budget delineating hard and soft costs.

3. Sources and uses of funds for development, including details of equity, financing sources, and a break-out of all soft and hard costs.

4. If your development concept includes dedicated public green space, structures, equipment and infrastructure, a break-out of hard costs should also be included in this section.

SCHEDULE

The following tentative schedule outlines the process the City will follow in selecting a firm to advance the redevelopment of this site. The schedule is subject to change as circumstances dictate or as determined to be in the best interest of the City:

Published date:	**August 8, 2019**
Questions due:	**August 19, 2019**
Q&A posted:	**August 22, 2019**
Submission deadline 5:00PM CST:	**September 16, 2019**
Evaluation & company notifications deadline	**September 30, 2019**
Finalist interviews & presentation (If necessary)	**TBD**

E. Evaluation Criteria

The City reserves the right, at any time and in its sole discretion, to cancel this Request, to select one, some, or all of the responses, to reject all responses, and to release another Request in the future on the same, or different, terms from those contained herein.

Developer selection will be based on the following information ascertained from the submittal:

Weighting	Evaluation Factor
35%	**Project Vision and Development Approach** A compelling vision and capacity to initiate development in the targeted district that aligns with the following: **1.** The stated goals for this development site **2.** Provides complementary land uses to the surrounding corridor **3.** If residential land use is proposed, market rate or mixed income approach is preferred **4.** Quality design and building elements (pedestrian connections through and within the site; public plazas and open spaces; landscape elements; traffic flow and arrangement of parking)
25%	**Qualifications and Experience of Developer** The City of Glenn Heights is particularly interested in development firms who can demonstrate experience, qualifications and partnerships necessary to deliver development services for a project of this scale.
25%	**Financial Feasibility and Development Team Capacity** The City of Glenn Heights is interested in those developer teams who best demonstrate their financial capacity to deliver a project of this scope. Responses should identify estimated timeframes for design, zoning, permitting and construction. Responses that demonstrate a commitment to deliver first phase projects in a timely manner while responding to will be favored.
15%	**Community Benefit and Engagement** To help ensure community support for the project, developer teams should outline a plan for engaging community stakeholders and residents as part of the pre-development process.
100%	**Total**

F. Selection Process

SELECTION PROCESS

Upon receiving responses to this RFEI, the City of Glenn Heights may, in its sole discretion, elect to proceed in any of the following or possibly other directions:

- City Manager may appoint a Developer Selection Committee comprised of City staff and Chamber of Commerce board members to evaluate and rank the responses and make recommendations to the City Council for its consideration and action.
- The Committee may select a "short list" of teams for a second-round process. This second round might entail interviews, a formal Request for Proposals (RFP) process, or some other means of selection.
- The Committee may opt to select a single team, without going to a second-round process, and negotiate the terms of a transaction and development agreement with that team.
- The Committee may opt to reject any or all proposals.

POST SELECTION PROCESS

Upon selection of a developer or team, the City intends to enter into an Exclusive Negotiating Agreement with the selected developer or team, providing for a defined period during which the parties will attempt to negotiate terms for the agreement. During this period, City staff will work with the selected developer to refine its approach. It is anticipated that during this period the program, deal structure, financing, composition of the team or other components may be modified as a more solid proposal is developed.

During this pre-development phase, the City intends to negotiate with the selected developer or team a Memorandum of Understanding (MOU) or other agreement as appropriate, setting forth in non-binding terms the financial, programmatic, and other general aspects of the project. This MOU will also serve as the basis for the negotiation and execution of subsequent binding agreements (which may take any of several forms, to be determined as a result of the negotiations). The final, binding document(s) will govern the final disposition of the property, setting forth the terms of the transactions.

Any such MOU will include provisions reserving the right to terminate negotiations with the selected developer or team, if in its sole discretion determines that negotiations during the pre-development phase are not progressing in a satisfactorily or timely manner. Should this occur, City staff might then work with another developer or team or might decide to not pursue the project further.

G. Reservation of Rights

The City reserves the right to:

- Cancel or withdraw the RFEI prior to or after the submission deadline
- Modify or issue clarifications to the RFEI prior to the submission deadline
- Reject any submission it deems incomplete or unresponsive to the requirements
- Consider a submission that is in non-compliance with the submission requirements
- Reject all submissions that are submitted under the RFEI
- Modify the deadline for submissions or other actions
- Reissue the RFEI, a modified RFEI, or a new RFEI, RFQ or RFP whether any submissions have been received in response to the initial RFEI issuance.

Notice of Modification

The City may post on its official website http://glennheightstx.gov/Bids.aspx notices or information regarding cancellations, withdrawals, modifications to deadlines, and other modifications to this RFEI. Developers shall have the obligation to check the website for any such notices and information, and the City shall have no duty or obligation to provide direct notices to developers.

Ownership and Use of Submissions

All submissions shall be the property of the City whom may use all ideas in any submission, whether the submission is selected or rejected.

Further Efforts

The City may request that developers clarify their submissions and/or submit additional information pertaining to their submissions. The City may request best and final submissions from any developer and/or request an oral presentation from any developer.

Non-Binding

The selection by the City of a developer indicates intent by the organization to continue with the selection process and or negotiate. However, the selection does not constitute a commitment by the City to execute a final agreement or contract with the developer.

Non –Liability

By participating in the RFEI process, the developer agrees to hold the City and its officers, employees, agents, representatives, and consultants harmless from all claims, liabilities, and costs related to all aspects of this solicitation

H. Table of Appendices

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Parcel Reports
YouTube link: Property flyover video

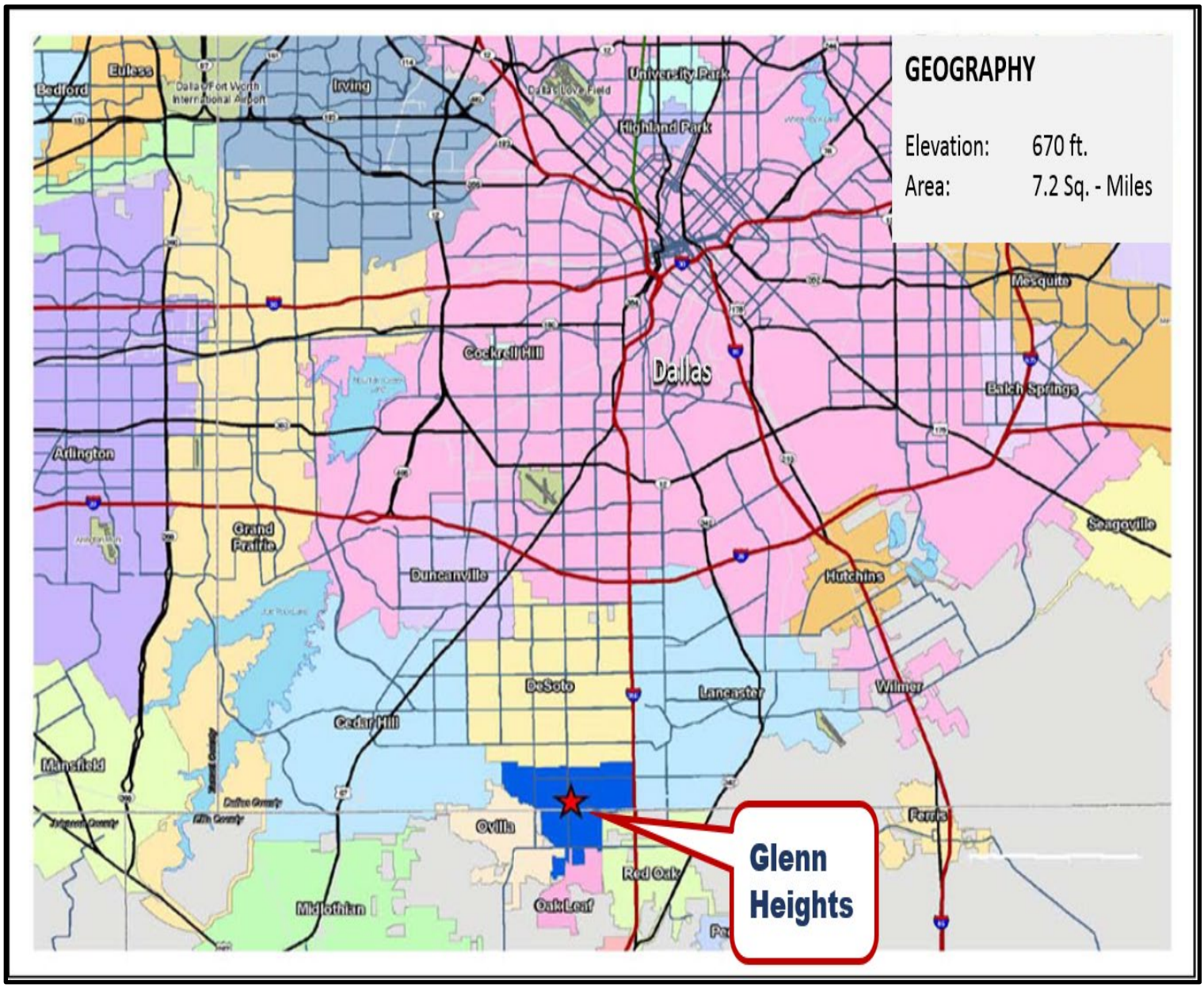
Appendix D..... Site Photos

Appendix E..... Commercial Trade Area Report

Appendix F.....Comprehensive Plan (2011)

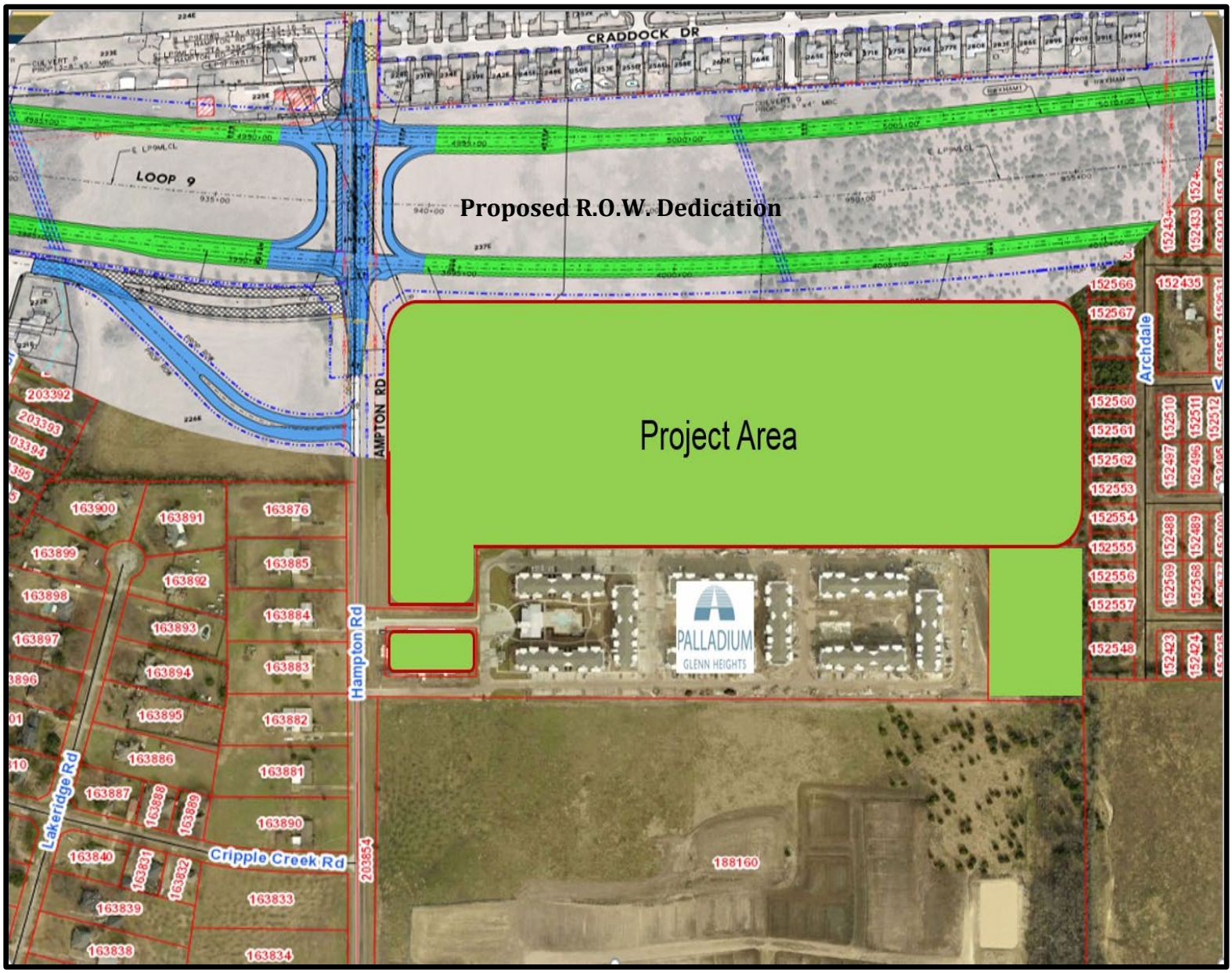
Appendix A

Vicinity Map



Appendix B

Project Area Map



Appendix C

Ellis County Appraisal District – Parcel Report Links

City of Glenn Heights:
esearch.elliscad.com/Property/View/188163
esearch.elliscad.com/Property/View/270409

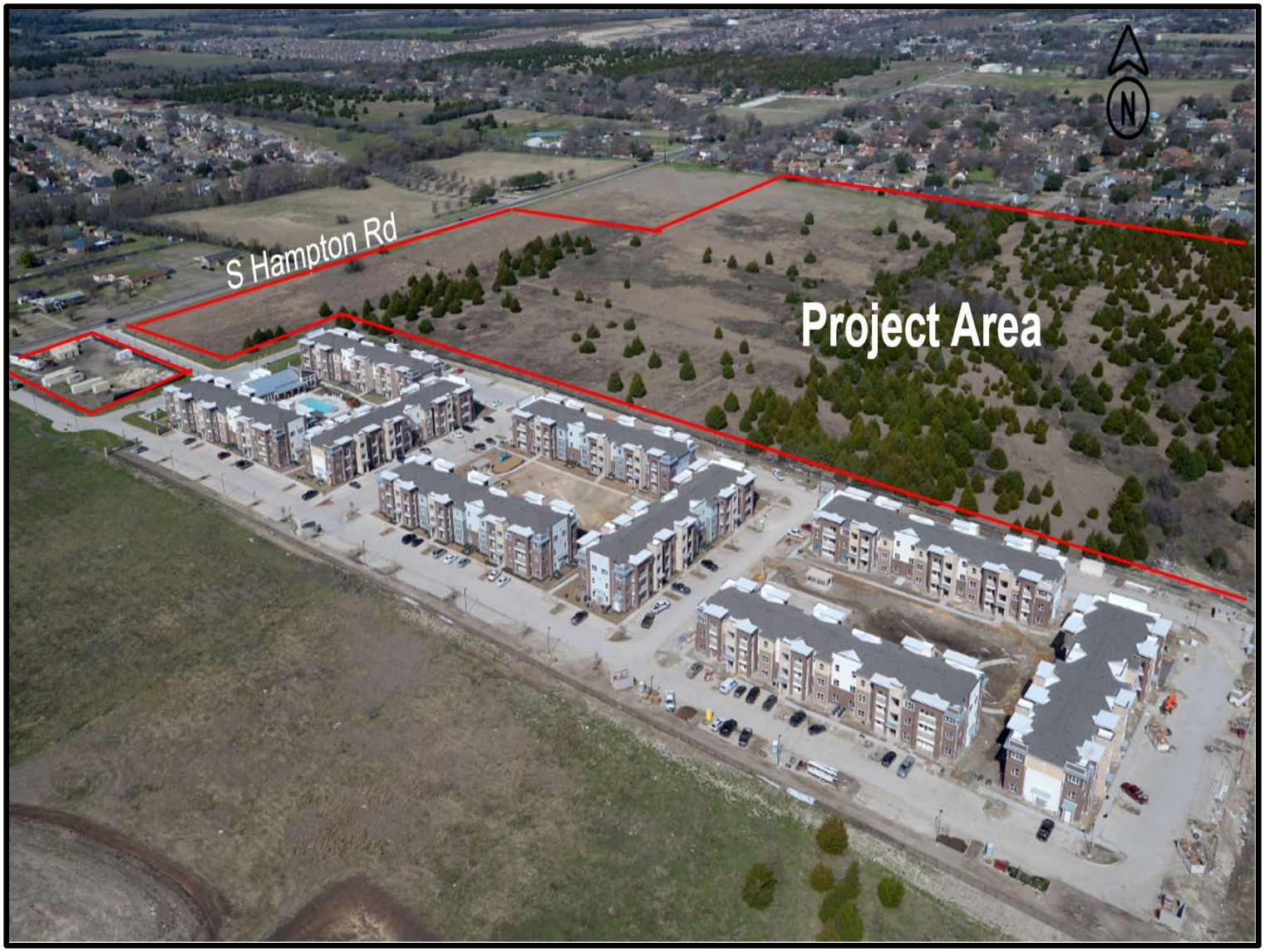
Private Land Owner:
esearch.elliscad.com/Property/View/188164

YouTube - Aerial Coverage Video:

https://www.youtube.com/watch?v=Xk6LY6bT7SM&t=110s

Appendix D

Site Photos



Appendix D (cont.)

Site Photos

Appendix E

Commercial Trade Area Report

https://www.glennheightstx.gov/188/Economic-Development located under the related documents section.

Appendix F

Comprehensive Plan 2011

glennheightstx.gov/DocumentCenter/View/197/Comprehensive-Plan-PDF