

The City of Ballwin (the “City”) is soliciting Development Proposals from qualified real estate development organizations for an area identified as the Old Government Center Redevelopment Area (the “Project Area”). Located along the north side of north side of Manchester Road; west of Seven Trails Drive at 14811 Manchester Road and 14819 Manchester Rd.

The City will consider redevelopment proposals from qualified developers interested in accomplishing the redevelopment pursuant to the objectives and strategy outlined in this RFP.

Three (3) sealed hard copies and one electronic copy (on CD or flash drive) of each proposal must be submitted no later than 2:00 PM on Friday, October, 25 2019, to the office of the City Administrator at:

ATTN: Government Center RFP
Ballwin Government Center
1 Government Center
Ballwin MO 63011

The issuance of this RFP has been authorized by the Board of Aldermen. Any agreements with successful proponents will be subject to consideration by the City Staff and approval by the Ballwin Board of Aldermen.

Interested parties may contact Bob Kuntz, or Andy Hixson for further information regarding this RFP. All inquiries should be sent via e-mail to bkuntz@ballwin.mo.us or ahixson@ballwin.mo.us and received no later than 2:00PM on Friday, October 25, 2019.

DESCRIPTION OF PROJECT AREA

The Project Area contains approximately 4.5 acres of land over two parcels, as well as a right-in, right our access to Manchester Road and access to lighted intersection to Manchester Rd. A primary goal of redevelopment for the Project Area is to initiate development of a “town center with community amenities and mixed use developments.” Development at the Project Area should be at a density that would take advantage of the Project Area’s central location within Ballwin and along Manchester Rd. to catalyze additional development along the corridor. This is intended to occur with streetscape enhancements in the public right of way as combined efforts to achieve the broader vision for the city center.

A map of the Project Area is included in Appendix A. The current site of Ballwin City Hall, is zoned as Public Activity, while the other parcel is zoned as Commercial/Office/Retail. Development (C-1).

Appendix A of the Ballwin Municipal Code details the zoning requirements for the Project Area. Ownership and Existing Infrastructure Property 14811 Manchester Rd is the current site of Ballwin’s old Government Center and is owned by the City of Ballwin. The property located at 14819 Manchester Rd is currently under private ownership.

GUIDELINES FOR REDEVELOPMENT AREA

The Manchester corridor, and the Site specifically, have been well-studied over the past few years. Planning efforts such as the City's Comprehensive Plan, Parks Master Plan, Urban Land Institute Study and Great Street Mater Plan identified several preferred uses for the area. Respondents should demonstrate an ability to meet the preferred uses and development objectives

The following guidelines are intended to illustrate the type and character of new development that aligns with the redevelopment vision for the Manchester Corridor, articulates the concept of dynamic sense of place, and is appropriate for the Project Area:

Preferred uses:

- Multi-family housing, including senior housing
- Community retail.
- Restaurants, bakeries, delis, or wine bars.

All with sensitivity to Vlasik Park.

Development Objectives Identified for the Area Include:

- A transformative mixed-use development that serves as an anchor and example of the development quality the City illustrates.
- Addresses housing needs, and includes growth opportunities for other areas along the corridor.
- Creative architecture that will appropriately represent the City.
- Position the development to respond to shifting market conditions; ensure its sustainability
- Sensitivity to the surrounding residential land uses; directly or indirectly stabilize and revitalize adjacent neighborhoods.
- Attract businesses that deliver tangible returns on public investments, including sales tax generation, job creation and property values. Multi-modal transportation connections and amenities for bicyclists, pedestrians, and buses.

Land Use and Development Concept

A fundamental goal for the City is that the Project Area serve as a center of activity. As such, development at the Project Area should:

- Promote building design that is human-scaled and addresses the street.
- Incorporate attractive landscaping and streetscape elements.
- Improve connectivity and access along Manchester Rd. and surrounding properties including pedestrian and bicycle movement.

Public Space

In order to truly be a town center, a public plaza of adequate size should be deemed a cornerstone to this development and a pivotal element of the City's overall strategic plan. The public space is intended to work synergistically with residential and retail, serving as a non-traditional anchor, with a possible outdoor dining component.

Design Elements

Building(s)

The building should be of high quality, both in terms of design and materiality, to convey a sense of permanence. It is intended to set a new precedent for development in the central part of the City's Manchester Corridor. It should have thoughtful massing and building articulation and quality materials, including a mix of brick, face stone, glass, fiber cement siding and/or other permanent materials. If the project is primarily residential, some portion of the project shall have retail. The city encourages multi-story developments to accommodate higher densities, as stated in the Comprehensive Plan.

Public Space

Public space shall feature quality materials, such as pavers, and provide appealing landscaping and plantings. Space programming may include areas for outdoor dining and relate to the retail space, as well as other space that is flexible in order to serve different events and programming.

Parking

The majority of necessary parking should be accommodated in a garage structure, preferably one located towards the back of the site and off of the Manchester Rd frontage all contained onsite.

Traffic Softening/Buffering

It is anticipated that the Manchester Rd. corridor will continue to be served by five traffic lanes; in this case, traffic softening measures are encouraged to facilitate comfort and ease of use of the public space. Such measures could include hardscape elements, planters, and bollards.

Neighborhood Impact Mitigation

While the City desires to set a new standard and precedent for building design and orientation along the Manchester Rd. Corridor, proposed developments should respect the transition—through landscaping, building orientation, etc.—to residential development to the north and west.

APPLICATION REQUIREMENTS

Each development proposal shall contain the following information:

- A proposed site plan indicating the size and location of all buildings, the location of parking areas and site circulation, the location of all points of ingress and egress, and the location and character offsite landscaping, buffering, lighting, signage, and any special design elements in the Project Area.
- A narrative project report briefly explaining the character of the development.
- Requested public fiscal incentives, if any.
- Proposed phasing, timing, estimated date of completion, lease-up, etc.

Additionally, developers are requested to complete and include with their proposal the attached Input Form (Appendix B), which will provide the following information:

- Estimated development costs by category, including:
 - Site Control: Property acquisition and relocation
 - Site Preparation: Grading, utilities/infrastructure installation, and demolition

- Site Work: Landscaping and stormwater detention
- Construction: New buildings, facilities, and parking areas/structures
- Professional Services: Architecture, engineering, planning, legal, accounting, marketing, title, appraisal, etc.
- Projected financing sources.
- Estimated tenant/user square footage by user category.
- Estimated rents or prices/unit square footage for residential component (as applicable).
- Estimated rents/square footage for office component (as applicable).
- Estimated taxable sales volume (in \$) by tenant for retail component (as applicable).

Height and setback requirements will be favorably considered on a variance basis.

Completion of this form is mandatory.

PROPOSAL REVIEW PROCESS AND SELECTION CRITERIA

Proposals will be reviewed by the City Administrator, Director of Development, Planning and Zoning, the City Attorney, the members of the Board of Aldermen, and other designated staff and professional advisors. During the period of review, the City may request such supplemental information as the City deems necessary and may, but need not, initiate contacts with any or all of the responding redevelopers.

MISCELLANEOUS

The City of Ballwin reserves the right to reject any and all proposals, to waive informalities, and to select the proposal(s) or portions thereof and the redeveloper(s) that, in the City's sole discretion, are determined to be in the best interests of the City.

No environmental assurance can or will be offered regarding the adjacent parcel. The negotiations with the adjacent property owner are at the sole responsibility of the successful bidder. A separate proposal for the City owned property will be considered and evaluated on its merits; but a combined property proposal would be preferred.

The City further reserves the right, without limitation, to:

- Amend, modify, or withdraw this Request for Proposal.
- Require supplemental information from any responding redeveloper.
- Allow any responding redeveloper to correct or amend insufficient responses.
- Cancel, in whole or in part, this Request for Proposal and negotiate with one or more redevelopers if the City, in its sole discretion, deems it in the City's best interests to do so.

The City may exercise any of the foregoing at any time without notice to any party and without liability to any responding redeveloper or to any other party for its costs or expenses incurred in connection with this Request for Proposal or otherwise. Submittals and responses to this Request for Proposal will be prepared at the sole cost and expense of the responding developer.

This Request for Proposal does not commit the City to select a redeveloper or a redevelopment project; to pay any cost incurred by any party in the preparation of a response to this Request for

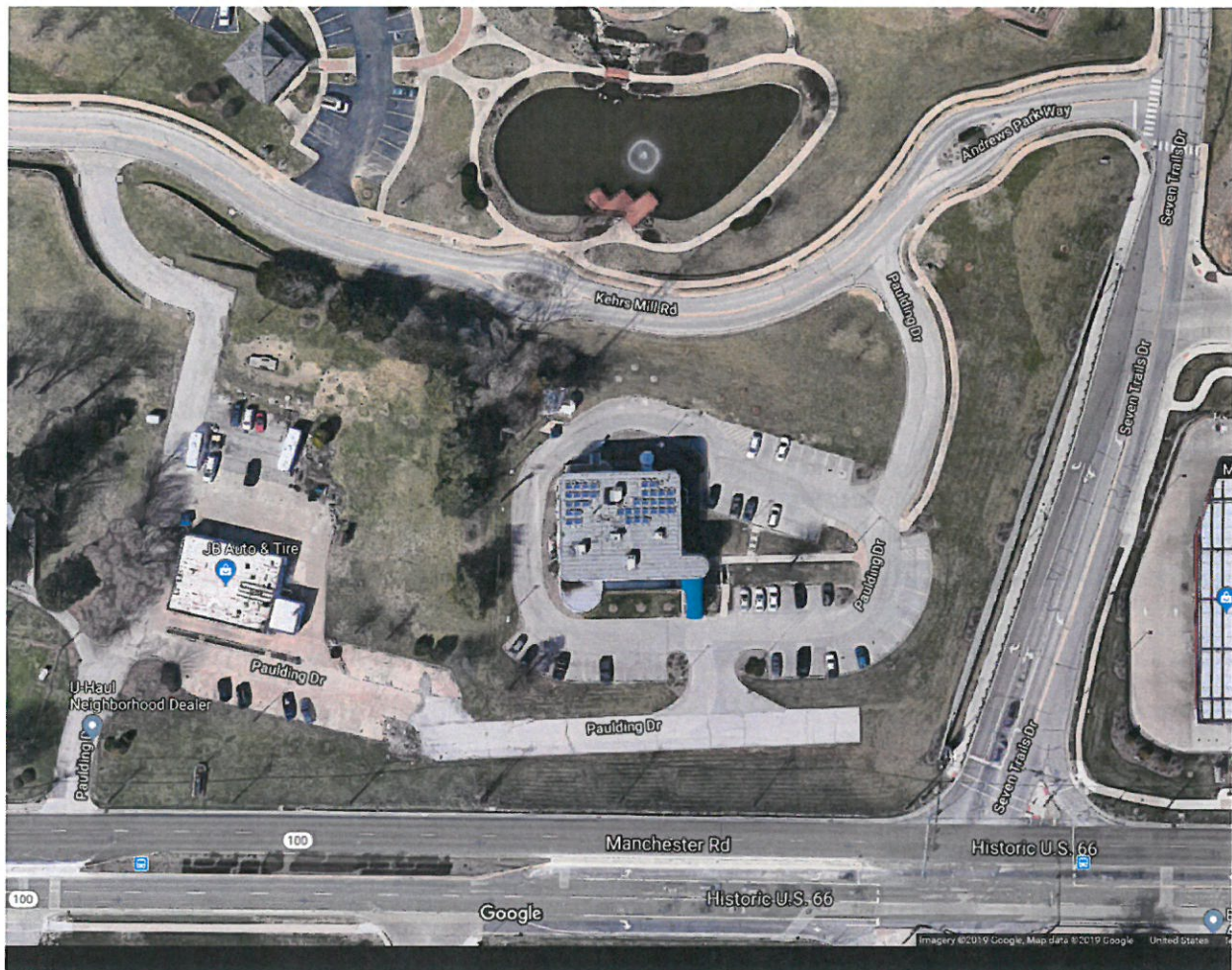
Proposal; to procure, contract for, or obtain any service described in this Request for Proposal; or to enter into a redevelopment agreement with any selected developer. Developer responses to this RFP shall be kept confidential pursuant to Section 610.021(12) RSMo. Until such time as the Ballwin Board of Aldermen determines that information may be released to the public, which may not take place until such time as the City reaches a negotiated agreement with a successful developer. By submitting a response, the developer agrees to keep its response and all related information confidential until so released by the council.

Any changes, modifications, or amendments to this Request for Proposal shall be effective only upon issuance of written notice by the City and nothing stated by any elected or appointed representative shall effect a change unless in compliance with this paragraph.

APPENDICES

- Map of Project Area and Parcel Ownership
- Input form
- Appraisal of the Old Government Center upon request

Appendix A: Map



Appendix B: Input Form
BALLWIN MUNICIPAL SITE PROPOSAL
DEVELOPMENT PROGRAM – INPUTS

Retail Square Footage: _____

Residential Square Footage: _____

Number of Residential Units: _____

Average Square Footage Per Unit: _____

Projected Breakdown of Units by Size Number Avg. Sq. Ft.	Number	Ave Sq. Ft
Studio:	=====	=====

One-Bedroom: _____

Two-Bedroom: _____

Three-Bedroom: _____

Four-Bedroom: _____

Office Square Footage _____

Other Use Square Footage (please specify :) _____

Total Number of Parking Spaces _____

Number of Parking Spaces by User Category _____

Residential _____

Commercial _____

Other _____

Number of Parking Spaces by Structure Type _____

Garage _____

Surface _____

Public Space Acreage _____

REVENUES

Projected Retail Sales	_____
Estimated Residential Rent/Sale Price per Square Foot	_____
Estimated Retail Rent Per Square Foot	_____
Estimated Office Rent Per Square Foot	_____
Estimated Sales Taxes Estimated	_____
Commercial RE Taxes Estimated	_____
Residential RE Taxes	_____

COST ESTIMATE

Site Control (Acquisition and relocation)	_____
Site Preparation (incl. grading, utilities, infrastructure, and demolition)	_____
Site Work (including landscaping and stormwater detention)	_____
Financing	_____
Contingency	_____
Building/Facilities Construction By Category	
Residential	_____
Commercial	_____
Structured Parking	_____
Other (please specify: _)	_____
Professional Services (Architecture, engineering, planning, legal, accounting, marketing, title, appraisal, etc.)	_____
Total	=====

FUNDING

Private Equity	_____
Bank Loan	_____
Public Assistance	_____
Other (Please Specify:)	_____
Total	=====