



CITY OF ALEXANDRIA, LOUISIANA
MAYOR JACQUES M. ROY

FOR IMMEDIATE STAFF USE AND PUBLIC DISTRIBUTION

January 20, 2017
Office of the Alexandria Mayor
Alexandria, Louisiana

ACTION ITEMS APPROVED—RFP ISSUED

City Authorizes Competitive Process Relative to the R.I.V.E.R. Act (Weiss and Goldring Building)

Alexandria, Louisiana—The City of Alexandria issues this request for proposals (“RFP”) regarding the R.I.V.E.R. Act for the following RFQ/RFI. The following link is the original RFQ/RFI, and it is recommended that respondents are thoroughly familiar with the material since it governs the process subject to the determinations, terms, conditions, and timelines stated herein.

https://www.cityofalexandria.com/sites/default/files/rfi_and_feasibility_r.i.v.e.r._act_downtown_alex_now_2015_2.pdf.

Explanations of that body of information are available on the City of Alexandria’s website under the Transparency Tab. These items include:

- 1) R.I.V.E.R. Act FAQ
- 2) R.I.V.E.R. Act Non-Technical Narrative
- 3) R.I.V.E.R. Act Timeline
- 4) R.I.V.E.R. Act Guiding Principles
- 5) R.I.V.E.R. Act Guiding Principles #2 (12/31/15)
- 6) R.I.V.E.R. Act Guiding Principles #3 (6/29/16)
- 7) R.I.V.E.R. Act Discussion Points (6/29/16)
- 8) R.I.V.E.R. Act Request for Bargaining #2 (6/29/16)

PLEASE NOTE SIGNIFICANT PRE-APPROVED BUDGETING IS IN PLACE FOR PRE-DESIGN AND PLANNING OF THE R.I.V.E.R. ACT, IN ADDITION TO THE NEGOTIATED PROFESSIONAL SERVICES THAT MAY BE AVAILABLE FOR QUALIFIED SUBJECT MATTER EXPERTS AND DESIGN PROFESSIONALS WHO ARE AWARDED SPECIFIC PROJECTS. (SEE “R.I.V.E.R. ACT REQUEST FOR BARGAINING#2 - 6/29/16.”)

Note the following *initial* pre-approved budget applies to the projects listed in the R.I.V.E.R. Act Guiding Principles documents, but may not apply to *this* RFP regarding the Weiss and Goldring Building insofar as its terms are contained in the following sections as provided by this RFP. Subject to this caveat, qualified soft assistance may include use of the following materials and resources:

- Architectural and Engineering Assistance -- \$40,000
- DBE/Community Outreach Assistance -- \$25,000
- Market Study Updates -- \$20,000
- Other Expert Assistance (e.g., appraisals, Main Street activity) -- \$15,000



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TOTAL **\$100,000.00**

Please note the following *additional* budgeted funds apply *only* to R.I.V.E.R. Act projects that deal with or directly affect the Community College Initiative:

TOTAL **\$140,175.51**

Letters of Intent/Feasibility Responses:

The City asks that firms, individuals, and any other stakeholders (“respondents” or “proposers”) indicate their willingness to partner and submit their questions relative to the *six (6) feasibility questions* in *Section 1.2* of the original February 27, 2015 RFI/RFQ; and note *Section 6.0 Communications, applies, except 6.3, as modified herein, and Section 7.9 Disclosures, applies. The appropriate forms are attached.*

Narrative Responses:

In addition to the feasibility questions, the narrative response shall accept the terms of the following required elements, or offer alternatives acceptable to the City. The respondent will be encouraged to include as much material as is necessary; quality content is more important than form, and direct address of the six (6) questions and following elements is required.

Subject to Legal/Ordinance

The following is not an offer and an invitation until authorized by ordinance.

Terms for this Request for Proposals:

The City asks that respondents indicate their willingness to partner and submit any questions, on or before **February 3, 2017**, at or before **4:30 p.m. C.S.T.** Thereafter, a respondent shall respond, on or before **February 13, 2017**, at or before **4:30 p.m. C.S.T.**, with their narrative response. Please submit your letter of intent and narrative response to:

Cynthia Jardon

Office of the Mayor

915 Third Street Alexandria, Louisiana 71301

cynthia.jardon@cityofalex.com

Required Elements for this Request for Proposals:

I. Acceptance of Donation Is Prerequisite (COA)

- Receive appraisal = [x]
- Agreed upon security and “black box” price¹ = [y]
- COA exposure for security and box is \$150,000-\$250,000 = [y]
 - Must be determined between the parties to create safe harbor of activity for developer without great variance in amount to avoid missed development opportunities or creating sunk costs

¹ Security and black box status of Weiss Building means the fire marshal and structural engineering teams have determined to their satisfaction that the building is safe to await development and, with regard to future development, smart black boxing allows maximum development avenues.

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- Some variance is allowed and a materiality or percentage and method for determining it shall be in CEDA
 - Must weigh with reasonable due diligence before CEDA execution
 - Must require an RFP and deposit of \$150,000 to compete for project

II. Price and Deliverables (COA + Developer)

- [x] + [y] achieves and covers Article VII analysis = **Price**
- Developer pays [y] *at closing or as determined by COA*
- x = appraisal value; x may be subordinated at zero risk under Article VII because City is receiving the building for free and receiving cash for City investment into the building, which is [y], at closing, and there is a deposit on hand for most of [y] plus obligation of [x]
- Developer shall spend in demonstrable improvements, as its deliverables, to COA and ultimately to benefit the structure, an amount equal to **(3)([x])**
 - [x] is released as mortgage if improvements completed to Terms

III. Terms

- Timeline for Milestones, Deposit, Proof of Funds or LOC for development
- Parking agreement/lease
- Utility incentives per Ordinance

IV. Lease-Up of Property (Required Development Plan)

- Real Estate Team, if needed
- Tenancy structure has to be coextensive with value of COA deliverables and safe harbor for developer; operated as meeting “urban development goals” for time certain – probably ten (10) years
- Governmental/Long-Term “dependable anchors”

“Urban development goals” shall be a defined term and shall refer to those matters discussed in Section 1.2 of the original RFI/RFQ. Please request a conference with the City prior to submitting Letters of Intent to ensure no additional information is released regarding urban development goals. At minimum, the defined term shall mean: (i) mixed use is preferable over single use; (ii) within mixed use, housing mixes will be more scrutinized than various retail and business office mixes; and (iii) within otherwise desirable mixed use, uses consistent with R.I.V.E.R. Act goals are favored, except as provided for housing (which shall be carefully scrutinized to avoid interference with other market and housing opportunities in an effort to avoid altering market, competitive, and retail forces already at work). Educational partnering may substitute for job creation, if such partnering furthers R.I.V.E.R. Act interests in readying our workforce or in creating a destination site, such as museum partnering previously outlined.



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**NOTICE OF INTENT TO RESPOND
CITY OF ALEXANDRIA, LOUISIANA
JANUARY 2017 REQUESTS FOR COOPERATIVE DEVELOPMENT
R.I.V.E.R. ACT
ATTACHMENT LETTER OF INTENT (LOI)**

_____ (Individual/Stakeholder/proposer) received the Alexandria
Request for Proposal for the "**Weiss and Goldring Building.**"

"The R.I.V.E.R. Act proposer intends to respond to the narrative request with Alexandria." (You may attach an additional single-page letter regarding your intent.)

We anticipate submitting a proposal that will include:

- Providing for the required ratio of private financial support toward the Project;
- Providing a refundable deposit in the amount of \$150,000 as required for the Project; and
- Other (please specify) _____

You should indicate whether you will provide:

- ☐ A financial plan detailing the assumptions used in the recommended development.
- ☐ The assumptions used for operating projections.
- ☐ Market research and your related ability to meet the urban development goals.
- ☐ The bank to which you will submit information to be reviewed in confidence.
- ☐ Detailed financial statements of individual or business financial statements indicating wherewithal to develop and provide any required private contribution or capitalization of a business plan.

Other Proposed Points of Agreement, Issues and Questions to Be Answered by City:

Respondent's Representative:

Name: _____

Position: _____

Business Mailing Address: _____

Telephone: _____

Facsimile: _____

E-mail: _____

Please send completed form to cynthia.jardon@cityofalex.com