

342 Eastern Blvd., 420 Eastern Blvd., and 441 Auburn Ave.



# REQUEST FOR PROPOSALS: EASTERN BLVD. GATEWAY PROPERTY

For the lease and development of Clarksville Redevelopment Commission owned properties. The subject properties are located along the Eastern Blvd. Corridor at Exit 2 of Indiana's Interstate 65 (I-65). Proposals are due by 2pm EST on May 20, 2020.

## INTRODUCTION

Clarksville’s Eastern Blvd. Corridor has experienced significant redevelopment and transformation over the past decade. The mixed-use corridor boasts retail and service oriented businesses as well as residential, recreational, and educational uses. As one of Clarksville’s oldest commercial corridors, the neighborhood commercial and predominantly locally-owned businesses character is one of its greatest definitions. Beginning in 2018, the Clarksville Redevelopment Commission (“Commission”) assisted in a series of property acquisitions to encourage additional redevelopment and economic growth along the corridor. The three properties identified in this Request for Proposal were acquired during those recent efforts. The Commission is hereby accepting Proposals from qualified real estate developers (“Developers”) to lease and develop the three subject properties described below and depicted on page 2. Alta surveys for the subject properties can be found in Appendix A. The subject properties sum approximately four (4) acres. The following figures are the independent land areas of each property:

**342 Eastern Blvd:**

Parcel #: 10-14-00-800-046.000-012

Area: 1.8 +/- Acres

**420 Eastern Blvd:**

Parcel #:10-14-00-800-045.000-012

Area: 1 +/- Acres

**441 Auburn Ave:**

Parcel #: 10-14-00-800-038.000-012

Area: 1.3 +/- Acres

The lease site is located at Exit 2 of I-65 (Eastern Blvd). The site and surrounding properties serve as a gateway and focal point for residents and visitors entering Clarksville. As previously mentioned, the site is located along Clarksville’s Eastern Blvd. Corridor. The corridor contains numerous public facilities like Gateway Park and the Clarksville Little League Complex, Renaissance Academy, the Clarksville Public Library, the future location for the Clarksville Farmers Market/ Public Plaza at Gateway Crossing, and a future trailhead for Clarksville’s Discovery Trail System. The recently announced Gateway Crossing mixed-use project will bring new residents and businesses to the corridor in 2020.

The Commission has several goals for development of this site. The accepted Proposal and ensuing development will utilize strong site planning and architectural design, incorporate aesthetically pleasing materials and sound building practices, and reinforce the site’s prominence as a gateway and focal point for the community. The development’s proposed land use(s) should enhance the corridor’s mixed-use neighborhood character and site’s regional Interstate access by incorporating users and/or management programming with neighborhood services and regional attractants. The development will be an asset to the Town of Clarksville in terms of providing long-term financial and community benefits by promoting quality job additions. This development should be an engaging, people-scaled, and a friendly place where Clarksville residents and visitors are attracted. The Commission is seeking the best use and development to potentially include a combination commercial, retail, medical, and/or hospitality. The development should have an arts/ cultural component.

342 Eastern Blvd., 420 Eastern Blvd., and 441 Auburn Ave.



## SCOPE OF OPPORTUNITY

This Request for Proposals is an invitation for qualified Developers to submit Proposals to be accepted by the Commission to lease and develop property at Exit 2 of I-65 (Eastern Blvd.) The project area includes three (3) parcels which sum approximately four (4) acres. The project should be harmonious with the neighborhood character of the surrounding area. The project must adhere to all applicable zoning and development ordinances, which must be confirmed by the Developer, or identify likely deficiencies that would require Commission approval to seek the necessary waivers, variances, etc. from the applicable bodies. All actions to address likely deficiencies is the sole responsibility of the Developer. The subject properties are within the Eastern Blvd. Corridor Zone zoning classification.

## DESIGN PROGRAM & CRITERIA

### GENERAL

The design should comply with all requirements of the *2011 Town of Clarksville Zoning Ordinance*. Given the site's visibility and prominence, each building should be designed such that it appears as if there is no specific rear building façade. Auburn Avenue, the existing roadway bisecting the properties, must remain in place.

## BUILDING DESIGN

The development should be architecturally harmonious with the neighborhood character. The development must be designed so that every primary façade engages pedestrians at the street level and features defined entrances through the use of architectural detail. Primary facades are defined as those fronting a public right-of-way. Every non-primary façade should be designed so that the design of the primary façade wraps the corner by a minimum of 30 linear feet. Building architecture should be inviting, multi-dimensional, and human-scaled.

## SITE DEVELOPMENT

The site design should provide for and encourage pedestrian connectivity between the parcels and Eastern Blvd. Site design elements such as cafe seating areas, colorful/textural paving materials, street furnishings, art, water features, landscape structures, and lighting are strongly encouraged to provide a multi-dimensional visitor experience.

## COMMERCIAL DIFFERENTIATION

The Commission reserves the right to review all tenants prior to the developer entering into any binding agreements to sublease the property.

## ART SPACE

Public art must be incorporated into in each proposed development. Example illustrations should be provided.

## PARKING

Each site shall provide parking in accordance with the current local zoning ordinance. Locating on-site parking spaces between the streets edge and building façades along Eastern Blvd. is discouraged. Developers shall provide a parking matrix which clearly delineates the total number of parking space provided vs. required. The matrix should be separated by land use and proposed tenant spaces.

## LANDSCAPE DESIGN

The landscape should be in compliance with Article 4 – Division 180 – Landscaping of the *2011 Town of Clarksville Zoning Ordinance* and feature plants that are either indigenous to the region, or are well-suited to the local climate. The proposed plantings should complement and reinforce the building architecture in addition to enhancing the lush character of outdoor spaces with texture, color, and visual interest.

## UTILITIES

The location of municipality maintained utilities to serve the development can be found in Appendix B.

## PROPERTY LEASE CONDITIONS

The advertised annual lease price of the property is \$116,130.00, the average price of two appraisals obtained by the Commission. The Developer should include their proposed lease price for the subject properties in the narrative section of their Proposal.

The Commission seeks to enter into a triple-net land lease with a maximum period equal to or less than 30 years. It is advised that a draft lease agreement which defines the land lease rate and Developer’s requested specific terms of the lease be included in the Proposal. The Commission will use the information to assist in evaluating the Proposal and negotiation purposes should the Proposal be selected.

The site and any improvements are offered “as-is” by the Commission without any guarantee of environmental conditions. The Commission intends to complete demolition of the existing above ground improvements at 342 Eastern Blvd. and 441 Auburn Avenue prior to March 1, 2020. The developer must lease all of the subject properties offered by the Commission.

## **SUBMITTAL REQUIREMENTS**

All Developers shall submit eight (8) bound copies of their Proposal, and a flash drive or CD containing their Proposal for duplicating purposes. The proposal shall be bound and printed on 8 1/2 x 11 letter-sized paper. Visual aids may be printed on 11 x 17 sized paper and bound in the proposal. The Developer may also submit up to three (3) board mounted graphics or display pieces in a size not to exceed 24” x 36”, as well as eight (8) paper copies of the graphics reduced to 11”x 17” size. One (1) material sample board in a size not to exceed 24” x 36” may also be submitted.

## **OVERALL PLAN & DESIGN OF THE PROPOSED DEVELOPMENT**

### **PROJECT PLAN**

#### **a. Narrative**

Description of the overall development project.

Name of the Developer or proposing group

Name, address and phone number of the principal contact person

#### **b. Annual Lease Price and Term**

The narrative should include the Developers suggested annual lease price for the subject properties in entirety.

### **SITE PROGRAM ANALYSIS**

a. Total square footage of building and tenant space sizes being proposed per land use.

b. Number, size, and configuration of commercial spaces.

c. Total number of parking spaces proposed, including vehicular and bicycle.

d. Total percentage of gross leasable square feet reserved for relocation of Clarksville commercial businesses.

e. Height of building(s).

### **SITE CONTEXT PLAN**

Plan that shows the connectivity and relationship of the proposed development to the surrounding properties.

### **SITE PLAN DIAGRAM**

a. Building location(s)

b. Circulation patterns including vehicle ingress/egress, pedestrian & bike

- c. Landscaping areas and planting list(s). **SITE PLAN RENDERING, INCLUDING:**
  - a. Building footprint
  - b. Parking/ingress/egress areas
  - c. Any other significant site improvements

#### **BUILDING ELEVATIONS & SITE SECTIONS**

Showing the relationship between the proposed development, the surrounding properties, and streetscape.

#### **CONCEPT MATERIALS PHOTO SHEETS AND SAMPLES**

- a. Proposed material boards
- b. Materials for outdoor spaces
- c. Concept plant materials
- d. Proposed signage **GRAPHIC/ILLUSTRATIVE RENDERINGS OF PROPOSED DEVELOPMENT.**

Showing the relationship between the proposed development, the surrounding properties, and streetscape.

### **ANTICIPATED BENEFITS OF THE DEVELOPMENT**

#### **FINANCIAL RETURN**

Financial benefit of the development to the Town of Clarksville, including anticipated tax revenues.

#### **JOB CREATION POTENTIAL**

Number and types of new jobs that this proposal will create, with income ranges. Please include projections for total number of new businesses.

#### **CIVIC ENHANCEMENTS**

Potential community and other non-monetary benefits of this development for visitors and residents of the Town.

### **DEVELOPMENT TEAM EXPERIENCE AND CAPABILITY**

#### **FINANCIAL PLAN & DEVELOPMENT TIMING**

The following items must be provided:

- a. Description of funding sources to be used to develop the property.
- b. Written evidence that the Developer has procured a firm and irrevocable commitment that all the necessary funds to develop the property as proposed have been secured.
- c. Development proforma
  - a. Hard and soft costs
  - b. Financing costs
  - c. Proposed tenant fees by square feet
  - d. Gross revenues for the first five (5) years of operation of the proposed development
  - e. Etc.

d. Development timing

Developer must include a written narrative and a graphic timeline showing all major milestones of project development until final completion. This includes the due diligence period, planning, design, permitting, and construction.

If development does not begin within an agreed-upon time frame, the Town will have the option to repurchase the property at the original sale price. Such timeframe will be specified in a Development Agreement.

**DEVELOPMENT TEAM**

The Developer must form a Development Team consisting of individuals who, combined, have the necessary technical expertise and management capability to develop their Proposal. The Proposal should list a minimum of three (3) references that have knowledge of the Development Team’s previous experience that is relevant to the proposed development. The Town may conduct reference checks on any member of the Development Team including principals, consultants, sub-consultants, or any other involved parties prior to final selection of a Proposal. The Town reserves the right to reject Proposals based on previous contractual or legal issues experienced by members of the Development Team.

a. Table of Organization for Development Team

Developer must submit a graphic representation of Development Team’s organizational structure.

b. Bios of key Development Team Members, their qualifications, and their role in providing the services to be performed.

c. Key Development Team Members’ certifications and registration with regulatory agencies, professional organizations, etc.

**SELECTION PROCESS**

Complete submittal packages will be reviewed and evaluated by a Selection Committee on the criteria described below. A short list of qualified firms will then be invited to the Town Hall to make a formal presentation to the Commission and answer questions about the specifics of their Proposal. The Commission reserves the right, before awarding the contract, to require a respondent to submit additional evidence of qualifications, as it may deem necessary. The Commission shall be the sole judge of the competency of respondents.

The Commission reserves the right to accept or reject any or all submittals that it may, in its sole discretion, for any reason it deems fit.

Upon the successful negotiation of a Development Agreement, a formal contract will be prepared and submitted to the Commission and Town Council for approval, and executed by all parties.

**SCORING CRITERIA**

**SCORING CRITERIA 1 (100 PTS)**

The overall qualifications and experience of the Project Team, including past performance. This includes the Project Team’s experience with the design and development of similar projects, particularly projects within the Town of Clarksville or the Louisville Metropolitan Area.

### SCORING CRITERIA 2 (150 PTS)

The quality, comprehensiveness, and innovation of the proposed development, including:

- a. Integration of all aforementioned Design Program & Criteria.
- b. Aesthetic quality of the building architecture as experienced at the street level and beyond; be a superior infill project.
- c. The developments design’s maximization of the property.
- d. Appropriateness of the design within its context, taking into consideration the neighborhood character.
- e. Safe and attractive integration of parking areas, as well as pedestrian, bicycle, and other vehicular circulation patterns.

### SCORING CRITERIA 3 (100 PTS)

The anticipated value of the proposed development for the Town of Clarksville. For example: financial benefits for the Town of Clarksville, job creation potential, commercial differentiation, anticipated quality of potential jobs, ground floor retail, other civic/community benefits, etc.

### SCORING CRITERIA 4 (75 PTS)

Developer and Project Team’s ability to fulfill the commitments stated in their Proposal. This includes the company’s capacity to meet financial and logistical development obligations.

### SCORING CRITERIA TABLE

Scoring Criteria 1 - Qualifications of Development Team	100 pts
Scoring Criteria 2 - Quality of Design Proposal	150 pts
Scoring Criteria 3 - Value to the Town	100 pts
Scoring Criteria 4 – Development Obligations	75 pts
Bonus: Draft Lease Agreement	35 pts

### **SUBMITTAL INSTRUCTIONS**

Submittal Packages must be received no later than Wednesday, May 20, 2020, 2:00 p.m. EST. Any submittal packages received after the above-noted time will not be accepted under any circumstances. Any uncertainty regarding the time a submittal package is received will be resolved against the respondent. Submittal packages submitted after this designated time will be returned unopened. Please note that no faxed or electronic submissions will be accepted. Packages shall be submitted to the Town of Clarksville Redevelopment Commission by the submission deadline to the attention of:

Dylan Fisher



Redevelopment Director  
Town of Clarksville  
2000 Broadway Suite 208  
Clarksville IN, 47129  
812-283-1407  
[dfisher@townofclarksville.com](mailto:dfisher@townofclarksville.com)  
w/ cc to: [nlangford@townofclarksville.com](mailto:nlangford@townofclarksville.com)  
Eastern Blvd. Sports Complex

Inquiries shall be directed to Dylan Fisher, Redevelopment Director. The deadline for any and all inquiries will be Wednesday, May 20, 2020. No questions or inquiries will be entertained after this date. Interested developers may secure a copy of the RFP documents at the Clarksville Municipal Government Building, 2000 Broadway, Clarksville, IN 47129. RFP documents are also available online at [www.townofclarksville.com](http://www.townofclarksville.com) (scroll towards the bottom of the homepage and select “Bids & RFPS”, and then select “Eastern Blvd. Gateway Project Request for Proposals”.)

## **APPENDIX A – ALTA SURVEYS**

Note: Digital copies can be made available by email request to Dylan Fisher, Redevelopment Director.

## **APPENDIX B – MUNICIPAL UTILITIES**

## **APPENDIX C – EASTERN BLVD. CORRIDOR ZONING CLASSIFICATION**

Note: A copy of the Town of Clarksville’s full zoning ordinance can be found at <https://www.townofclarksville.com/wp-content/uploads/2019/05/CurrentZoningOrdinance.pdf>