



Request for Proposals: Clarksville Plaza Minor Subdivision

Town of Clarksville's Redevelopment Commission

Released: 10/23/2023

Proposals Due: 11/20/2023



REQUEST FOR PROPOSALS: Clarksville Plaza Minor Subdivision



For the purchase and redevelopment of property owned by the Town of Clarksville's Redevelopment Commission. The subject property is located at 746-752 E Lewis & Clark Parkway in Clarksville, Indiana. Proposals are due by Monday, November 20, 2023 at 2pm EST. Proposals must be submitted by email to Economic Development Director Tammi Gibson at tgibson@townofclarksville.com.

INTRODUCTION

Clarksville's Redevelopment Commission is hereby accepting Proposals from qualified real estate developers ("Developers") to purchase and develop the subject property described below. The subject property totals approximately 7.33 acres and includes a building with approximately 100,000 square feet combined. All proposals must recommend use for the entirety of the site. The following figures are the land areas and improvements of the property:

LAND AND IMPROVEMENTS

E Lewis and Clark Pkwy
Parcel # 10-14-01-901-418.000-012
Approximately +/- 7.33 Acres

Real Property (approx. 100,000 sq. ft. total):

746 E Lewis and Clark Pkwy
748 E Lewis and Clark Pkwy
750 E Lewis and Clark Pkwy
752 E Lewis and Clark Pkwy

The site is located within the 3C Master Plan (Catapult Central Clarksville) area of Central Clarksville, Exhibit A. The Commission has several goals for the redevelopment 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, focus on the site's prominence as a spur to redevelopment in Central Clarksville. The Commission is seeking the best and highest use for the site, potentially including a combination of commercial, residential, retail, and/or hospitality.

SCOPE OF OPPORTUNITY

The project area includes one (1) parcel which is approximately 7.33 acres and one (1) building which is approximately 100,000 square feet. 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 are the sole responsibility of the Developer.

DESIGN PROGRAM & CRITERIA

GENERAL

- a. If the Developer chooses to repurpose the existing building, consideration must be given to modifying the site to incorporate the 3C Master Plan to the maximum extent possible.
- b. If the Developer chooses to redevelop the property through the removal of the existing building, the proposal shall conform to the 3C Master Plan.

In all other aspects, the design should comply with all requirements of the most current B-2 zoning district, as well as the recently adopted 3C Master Plan.

BUILDING DESIGN

In anticipation of the redevelopment of the 3C Master Plan area, the development's footprint must fit within the designated area. The development must be designed so that street-facing facades incorporate design elements that are engaging to pedestrians. Primary facades are defined as those fronting a public right-of-way. Building architecture should be inviting and human scaled.

SITE DEVELOPMENT

The site design should provide for and encourage pedestrian and bicycle connectivity between the parcels and the surrounding areas. Depending on the final design, the project site may include residential and/or commercial activity. Though the section of Town is mixed-use, this area is largely residential. As such, if commercial uses are decided upon, it may serve as a hub for nearby residents. 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.

PARKING

Developers shall provide a parking matrix which clearly delineates the total number of parking spaces provided vs. what is required via Zoning. The parking matrix should include a plan to alleviate unnecessary impervious surfaces.

LANDSCAPE DESIGN

The insisting entrance from E Lewis & Clark Pkwy contains a median which divides the traffic lanes. The proposal should include a discussion and preliminary plan for updating the landscaping to 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.

The existing pylon sign must be modified to include the appropriate number of panels to fit the proposed number of tenants. The proposal should include a preliminary plan for signage.

PROPERTY DISPOSAL CONDITIONS

The Developer should include their proposed sale or lease price for the subject properties in the narrative section of their 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.

SUBMITTAL REQUIREMENTS

All Developers shall submit one digital copy of their proposal (required). Developers may also submit physical copies or visual aids to enhance their proposal.

OVERALL PLAN & DESIGN FOR 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. Purchase Price (Minimum \$1,975,000) or Annual Lease Price and Term

The narrative should include the Developer's suggested purchase/lease price for the subject properties in entirety.

SITE PROGRAM ANALYSIS

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

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

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

d. 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)

d. Building footprint

e. Parking/ingress/egress areas

f. 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

- a. Proposed material
- 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 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 the 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 FINANCING, TEAM EXPERIENCE AND CAPABILITY

The following items must be provided:

- a. Description of funding sources to be used to develop the property.
- b. Development proforma
 - Hard and soft costs
 - Financing costs
 - Proposed tenant fees by square feet or residential sales ranges
 - Gross revenues for the first five (5) years of operation of the proposed development
- c. 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 a 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 developers will then be invited to the Town Hall to make a 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 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
- c. The development’s utilization and 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: property tax generation, job creation potential, income tax generation, commercial differentiation, anticipated quality of potential jobs, civic/community benefits, and any other financial or community benefits for the Town of Clarksville.

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

SUBMITTAL INSTRUCTIONS

Proposals are due by 2pm EST on November 20, 2023. Proposals must be submitted by email to Economic Development Director Tammi Gibson at tjibson@townofclarksville.com, any emails or packages received after the above-noted time will not be accepted under any circumstances. Any uncertainty regarding the time a submission is received will be resolved against the respondent. Any physical submission received after this designated time will be returned unopened. Physical proposals are not required; however Developers may submit physical proposals to:

Tammi Gibson
Economic Development Director
Town of Clarksville
2000 Broadway Suite 208
Clarksville IN, 47129
812-283-1404
tjibson@townofclarksville.com
“Clarksville Plaza Minor Subdivision”

Inquiries shall be directed to Tammi Gibson, Economic Development Director. The deadline for any and all inquiries will be Monday, November 13, 2023, at 12pm EST. No questions or inquiries will be entertained or answered after this date. Interested developers may secure a copy of the RFP documents on the Town’s website at www.townofclarksville.com/bids-rfps/

Exhibit A: 3C Master Plan

Links to digital version:

<https://www.townofclarksville.com/project/catapult-central-clarksville-3c-master-plan/>

or

<https://drive.google.com/file/d/1rO4bahottNrPa8Yq0LtBoyopxDyz7x2Q/view>