

Request for Proposals

100 W. St. George Blvd. Property

Request for Proposals RFP 22-027

For the Development of
Approximately 3.61 Acres
of Property Located at
100 W St. George Blvd.
St. George, Utah

**Issue Date:
August 15, 2022**

**Submission Deadline:
November 1, 2022
2:00 P.M.**

Submit to:
City of St. George City Hall
Attn: Purchasing Dept.
175 East 200 North
St. George, Utah 84770



St. George



**Request for Proposals | RFP 22-027
for the Development of Approximately
3.61 Acres of Property Located at
100 W St. George Blvd., St. George, Utah**

Formerly on the Northeast Corner:

Inn @ St. George
60 West St. George Blvd.
1.11 acres
and
St. George Bicycle Collective
70 West St. George Blvd.
0.49 acre

Currently on the Northwest Corner:

Premier Auto
116 West St. George Blvd.
0.98 acres
and
Oakes Family Auto
176 West St. George Blvd.
0.80 acres
and
Timeless Awards
146 North 200 West
0.23 acres

GENERAL INFORMATION

The City of St. George (hereinafter referred to as the “City”) is located in the breathtaking red rock beauty of Southwest Utah. Our thriving, culturally rich city is home to a burgeoning entrepreneurial ecosystem anchored by a healthy blend of high tech, knowledge-based, outdoor, manufacturing, and tourist industries, two higher education institutions (Utah Tech University and Dixie Technical College) and St. George Regional Hospital, an accredited Level II Trauma Center. The city hosts large global events such as the IRONMAN and IRONMAN 70.3 World Championships, the Huntsman World Senior Games, the St. George Marathon, the CAIRN Symposium, and more. With more than 50 miles of trails and nearly 50 parks, St. George truly is *the brighter side*.

St. George City, with a 2022 estimated population of 97,000 and median age of 38.6, is the largest city in the St. George metro area (Washington County) and the regional hub. St. George consistently ranks in the top five of the nation’s fastest-growing metro areas by the United States Census Bureau (#1/2021, #1/2020; #5/2019; #3/2018, #1/2017, and is projected to grow from 198,000 in 2022 to 266,000 in 2030. St. George City also ranks consistently high on WalletHub’s Best Small Cities for Starting a Business (#2/2022; #1/2021; #2/2019) and is the 2022 Milken Institute’s #2 Best Performing City.

Downtown St. George is the historic city center and heart of the region, where all facets come together: retail, employment, neighborhoods, art and entertainment, education, events, and recreation. More than any other part of the city, Downtown defines St. George as a community. This development will benefit from the unique assets of Downtown St. George - its historic character and function, cultural heritage, friendly and inviting businesses and people, grid street pattern, and diversity of uses and activities. City officials, business leaders, property owners, and residents recognize the importance of Downtown in strengthening the social, cultural, and economic position of the region, and have a long history of working together to build upon its welcoming nature, ensuring it continues to thrive as an attractive and vibrant place to live, work, shop, learn, gather, and recreate.

PROJECT OBJECTIVES

Acting through its department of Economic Vitality & Housing, the City is soliciting plans and proposals from qualified entities for the design, financing, construction, management, and operation of development on approximately 3.61 acres located at the intersection of 100 W and St. George Blvd. (60 West St. George Blvd., 70 West St. George Blvd., 116 West St. George Blvd., 176 West St. George Blvd., and 146 North 200 West). The parcels located at 60 W and 70 W St. George Blvd. are within the City’s Arts District Overlay and the Redevelopment Agency’s Central Business District. All properties are currently zoned C-4 and located within an opportunity zone.

The City will consider all development proposals that meet the overall vision and goals for this project as outlined and discussed in this document. To be considered, the applicant must submit a development proposal in response to this Request for Proposals (RFP) in the manner prescribed herein.

This 3.61-acre area (attached hereto as Exhibit A) is a premier location in downtown St. George. The parcels on the northeast corner of 100 West share the block with Ancestor Square, a popular shopping and dining destination with excellent restaurants, boutiques, art galleries, and more. Across St. George Blvd. is the City View mixed use development which includes 200 apartments, three restaurants, and The Advenire, a Marriott Autograph hotel.

The project area will be developed in alignment with the City's vision of being an *active community, rich in culture, with a diverse and vibrant economy that supports people doing great things*. Creative, engaging proposals that successfully communicate the purpose, design, uses, and financial framework of the proposed project are sought.

Development of the project area will accomplish the following to meet the City's goals for the highest and best use of the property:

- Energize a prime commercial corner in the heart of the city
- Introduce adequately parked intentionally designed space where people gather, and local restaurants and boutiques thrive
- Facilitate connectivity among Downtown businesses, residents, and visitors, while complementing adjacent business and buildings
- Elevate, expand, and promote Downtown as a multi-faceted activity center with a healthy mix of retail, dining, service, civic, arts, entertainment, recreation, and residential uses that supports the needs of the community and the region
- Offer a proven financial structure that allows the City to continue to realize ongoing versus one-time financial benefits related to its ownership of the property.

Note that Ancestor Square has proposed to install a grease interceptor line on the east side of the 60 West St. George Blvd. parcel (Exhibit C). That line will impact the eastern most boundary of this development and is anticipated to be available for use by this project. Plans for development above the grease interceptor line is limited to pedestrian/vehicular access to ensure adequate access to the grease interceptor and associated infrastructure. It will be a responsibility of the respondent to coordinate with Ancestor Square and the City for this interceptor and related infrastructure.

SUBMISSION REQUIREMENTS

Respondents must submit *five (5) hard copies* of their complete development proposal and *one (1) digital copy*. All materials will become the property of the City. Proposals must be submitted to the City's Purchasing department at the address listed on the cover page. No submissions will be accepted at any other location.

Each submission must contain the following information:

A. Formal Letter of Interest addressed to:

City of St. George
Economic Vitality & Housing
175 East 200 North
St. George, Utah 84770

B. Developer Overview and Experience

- Company name and location
- Brief description of company
- Number of years in business
- Number of years providing similar solutions to those contemplated herein
- Team bios for this Development Proposal

C. Description and Scope of Work of the Development Proposal for the 3.61 acres, including the following:

1. Development plan and timeline
 - a. Conceptual land and use plan consistent with the City's vision
 - b. Conceptual timeline of development
2. Proven finance strategy and proforma:
 - a. May include public/private partnership, long-term lease, property purchase, etc. Successful applicants will demonstrate financial strength and proven success with the strategy proposed
 - b. Total estimated investment in developing the project
 - c. Detailed proforma and budget, including economic impact and long-term revenue generation for the City and developer
3. Projected job creation and plans to identify, attract, and support tenants

D. Commercial or Trade References

A minimum of three (3) references that attest to the respondent's financial wherewithal or capabilities, including at least one reference from a lender or depository institution with which the respondent has a current relationship.

E. Litigation.

The respondent (firms and principals) must identify and describe any current, pending, or threatened litigation against them related to their business or real estate dealings or litigation in which they are plaintiffs. The respondent must attest to having no litigation pending or contemplated against the City.

F. Obligations to the City.

The respondent must attest to having no outstanding or overdue tax, lien, or fine obligations to the City.

RFP Costs

Respondents are responsible for all costs incurred in the development and submission of their information. The City assumes no contractual or other obligation as a result of the issuance of this RFP. The City anticipates negotiating a contract with the highest rated Responder and making an award based upon the best overall value for the City. The City may, in its sole discretion, reject any and all proposals for any reason whatsoever.

Selection Committee

All proposals will be reviewed and evaluated by a selection committee established by the City. Proposals will be reviewed and evaluated based upon information contained in the respective submission packages and their responsiveness to the submission criteria delineated below.

Proposal Evaluation Criteria

The committee shall consider the following information when evaluating submissions to determine the proposal that is in the best interests of the City:

- Quality of the development proposal, with specific detail on how it addresses the project vision and goals.
- Compatibility of the development proposal with site planning considerations and existing land uses within the neighborhood.

- Financial capability of the respondent to consummate the development, in particular the respondent's ability to implement the development proposal within the proposed timeline.
- Qualifications of the respondent to implement its development proposal within the proposed timeline.
- Financial benefit to the City.

The committee may request supplemental information when it determines the necessity, including business and personal financial statements from any of, all of, or none of the respondents. Financial statements and other business confidential information will not be subject to disclosure under Freedom of Information law.

A respondent may be disqualified if any principal or officer of the respondent, or any member of its team, has been charged or convicted of a crime chargeable as a felony within the last five (5) years.

Due Diligence Period and Development Agreement

Development of the project area is subject to a Due Diligence Period and Negotiation of a Land Use Development Agreement. Upon written notification, the respondent recommended by the Selection Committee will have a period of approximately ninety (90) days within which to satisfy itself as to the suitability of the property for development and enter into an appropriate contractual use agreement for the property. The selected respondent shall then jointly apply for land use approvals through the Community Development Department which may include a legislatively enacted Land Use Development Agreement if needed and complete any other contractual documents required with the City. The City will provide the selected respondent with appropriate access to the property under the terms of an Access Agreement, for appropriate inspections and testing. The selected respondent will be required to provide appropriate insurance and indemnification, and if necessary, restore the premises to its prior condition after such testing.

The following documents are attached:

Exhibit A: Aerial Photo of the 3.61-acre project area

Exhibit B: Vicinity Map

Exhibit C: Proposed Grease Interceptor Location on east side of property

Right to Reject Proposals; Disclaimer

All proposals, upon submission to the City, shall become the City's property for its use as deemed appropriate. By submitting a proposal, the respondent covenants not to make any claim for or have any right to damages because of any misinterpretation or misunderstanding of the specification, or because of any misinformation or lack of

information. Nothing contained in this RFP shall create any contractual relationship between the respondent and the City. The City accepts no financial responsibility for costs incurred by any respondent in responding to this RFP.

All proposals submitted to the City shall become a matter of public record and shall be regarded as public, with the exception of those elements of each proposal that are identified by the respondent as business or trade secrets and plainly marked as "trade secret," "confidential," or "proprietary." Each element of a proposal that the respondent desires not to be considered a public record must be clearly marked. Any blanket statement (i.e., regarding entire pages, documents, or other non-specific designations) shall not be sufficient and shall not bind the City in any way whatsoever. If disclosure is required under the Utah Government Records Access Management Act (GRAMA) or otherwise by law (despite the respondent's request for confidentiality), the City shall not in any way be liable or responsible for the disclosure of any such records or part thereof.

The City of St. George used its best efforts in collecting and providing the information contained in this RFP. The City of St. George assumes no responsibility for economic, physical, or demographic factors which may affect or alter the opinions contained in this RFP. The City of St. George is not obligated to predict future political, economic, or social trends. In preparing the RFP, the City of St. George relied on information furnished by other individuals or information found in previously existing records and/or documents. Unless otherwise indicated, such information is presumed to be reliable. However, no warranty, either express or implied is given by the City of St. George for the accuracy of such information and the City of St. George assumes no responsibility for information relied upon and later found to have been inaccurate. The City of St. George reserves the right to make such adjustments to the opinions and conclusions set forth in this RFP as may be required by consideration of additional data or more reliable data that may become available. The City of St. George assumes no responsibility for hidden or unapparent conditions of the property, subsoil, ground water or structures that render the subject property more or less valuable. No responsibility is assumed for arranging engineering, geologic or environmental studies that may be required to discover such hidden or unapparent conditions.

The City of St. George may elect to deem a submission non-responsive if the submission fails to comply with specific requirements of this solicitation. The City of St. George reserves the right to reject any and all proposals in its sole discretion, and to decline to offer or withdraw the RFP for this property.

Exhibit A

Aerial Photo of the 3.61-acre project area



Exhibit B

Vicinity Map



Exhibit C

Proposed Grease Interceptor Line Location

(Note: The former Inn at St. George buildings have been demolished)

