



## Request For Qualified Developers

### **Purpose**

The City of Pierre is issuing this Request For Qualified Developers (the RFQD) and is seeking development proposals and developer qualifications from interested developers, contractors, investor groups, partnerships, or individuals to enter into a public / private partnership agreement for the development of a city owned parcel of land located on Sioux Avenue (main thoroughfare thru the City) that will be transformed into a sales tax generating development.

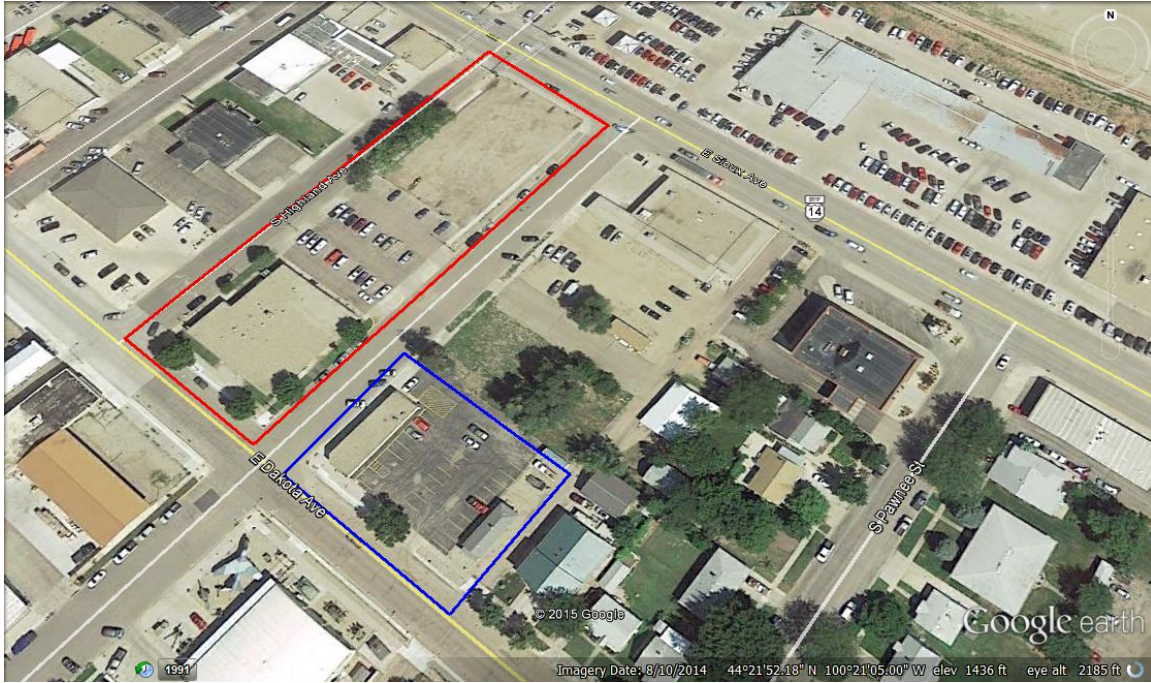
In order to achieve several responses the submittal requirements have been minimized. Only basic information concerning the Development Team, Relevant Experience, Proposed Development and References are required. This RFQD is NOT requiring detailed information such as site plan, elevation, renderings, or financial pro-formas. Once a developer is chosen the City will then enter into an agreement for the Planning Stage which will identify specific goals and milestones.

### **Background**

In 2013 The City of Pierre demolished the City Auditorium building which was located on the same block as the current city hall. In 2018 The City of Pierre moved their City Hall to a new location leaving the current city hall vacant. It is not the intent of the City to refurbish the City Hall and would anticipate the chosen developer to demolish the building.

In addition to the City owned property, Hughes County owns the office building to the East of City Hall that could possibly be incorporated into the overall site plan. The following map shows the location of the proposed site. The red line defines what is City owned, and the blue line defines County owned parcel.

*This project should be considered just a City of Pierre project as of now. The City will cooperatively work with the County to facilitate the acquisition of the County property should it be needed for the overall project development.*



**CITY’S VISION FOR END-STAGE DEVELOPMENT:**

City of Pierre currently owns the property for the purpose of providing an opportunity for a turn-key private sector development project that would advance the City’s economic development goals for retail / commercial development with the primary intent of generating sales tax revenue. Other types of development that support this goal through mixed-use market development including but not limited to convenience, service, hospitality, specialty, entertainment, are encouraged. The proposal that best captures the described vision for the project will be selected for subsequent negotiations and development leading to a development agreement.

The City intends to transfer the entire parcel, subject to negotiated terms, in an ‘as-is’ condition to the private partner who may, in turn, re-sell or lease subdivided parcels. The selected developer will be responsible for subsequent platting, any necessary re-zoning, any desired testing or soils corrections, meeting city subdivision requirements, and installing all infrastructure commensurate with the project. A current appraisal was completed in December 2018 and is available upon request.

### **Submittal Requirements**

1. Developer Information. Identify the entity that would be the developer. Include the name of the entity, the officers and a brief biographical summary. If the developer is a joint venture or partnership, provide the above information for each partner.
2. Developer team. Identify other members of the proposed team including design professionals, management group, construction contractors and any other applicable groups or individuals required to complete the project.
3. Previous Development Experience. Developers must provide evidence of having successfully undertaken other retail / office projects. Provide a brief background of such project(s)
4. Provide a high level description of the proposed development project(s) relative to achieving the City's intended vision and economic development goals. Describe the anticipated economic benefit and quantify the value including but not limited to projections for tax base expansion, job creation, reversal of retail leakage, taxable sales, and other metrics the developer desires to emphasize with the project.
5. Describe the means, methods, and resources by which the proposer intends to realistically implement the proposed project.

The submittals will be evaluated with a focus on the following areas of response:

- Evidence of previous experience of working in a private public partnership.
- Demonstrated experience in the construction of retail / hospitality projects.
- Demonstrated ability to recruit and occupy potential retail / hospitality space in the proposed building
- Demonstrated commitment to meeting schedules.
- Demonstrated ability to build projects cost efficiently and on budget.

The City will conduct an evaluation of all submitted RFQD. The evaluation process will identify the developer who, in the City's sole judgment, best meets the City's requirements.

1. The response to this RFQD and an interview with the City selection committee (if chosen as one of the developer finalists) will be the primary requirements leading up to the City's selection of a short list of developer candidates. The City reserves the right to require additional information, presentations or meetings with candidates.
2. The City selection committee will review all written RFQD, confer with the top candidates, and select (i) the developer with whom the City will negotiate an agreement for the Planning / Development Stage.
3. The City reserves the right to reject all proposals.



**Planning Stage:** Once a Developer has been chosen by the City, the City will enter into an agreement to perform the following, but not limited to, services in consultation and collaboration with the City of Pierre

- a. Prepare an overall site plan showing building placement, landscaping, exterior lighting, and street access
- b. Prepare conceptual building design(s), including elevation, construction materials, and other design elements in consultation with the City’s review team
- c. Refine the project schedule, confirming key milestones and required resources to accomplish the project.
- d. Prepare conceptual on and off-site infrastructure plans.
- e. Identify any potential City incentives that may be required to complete project. Those incentives could be the following, but not limited to:
  - a. Price of land
  - b. Tax Increment Financing – developer incentivized
  - c. Sales Tax Rebate

**PROPOSAL SUBMITTAL INSTRUCTIONS:**

Proposals should be submitted by mail to: Kristi Honeywell  
City Administrator  
City of Pierre  
PO Box 1253  
Pierre, SD 57501

Mailed copies should include proposals on a thumb drive or disk.  
Proposals may also be submitted via email to:

[Kristi.honeywell@ci.pierre.sd.us](mailto:Kristi.honeywell@ci.pierre.sd.us)

Deadline for submittals to be received is May 17, 2019.

Questions may be directed to: Tobin Morris,  
Sr. VP Dougherty & Company LLC  
605-224-5557  
[tmorris@doughertymarkets.com](mailto:tmorris@doughertymarkets.com)

The City will not reimburse proposers for any costs associated with developing/preparing a submittal.