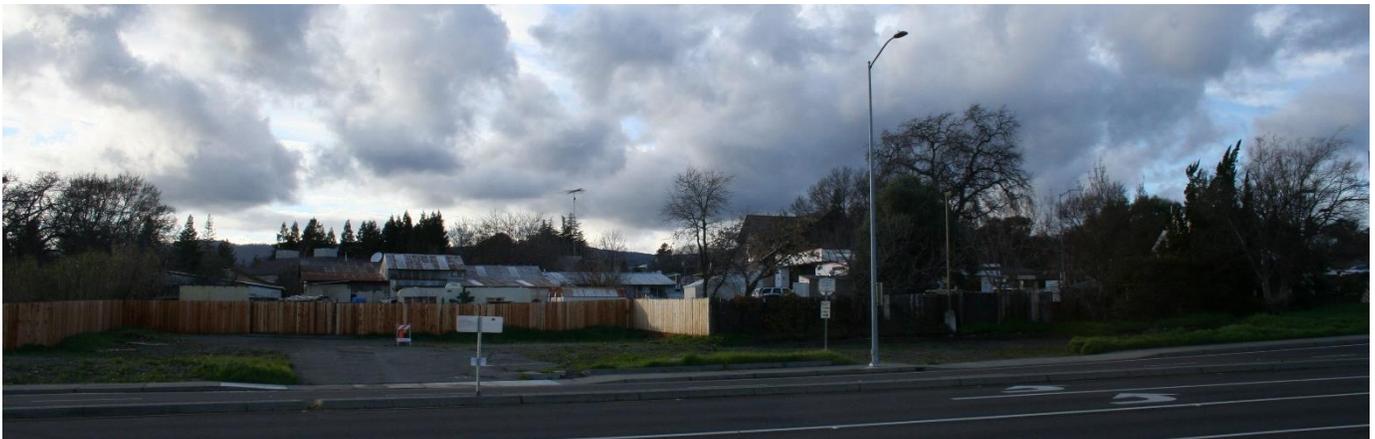




CITY OF VACAVILLE
REQUEST FOR PROPOSALS
FOR DEVELOPMENT OF PROPERTY
DEPOT AND BUSH



INTRODUCTION

Vacaville’s Office of the City Manager is committed to driving a vital and competitive economy that increases prosperity and quality of life for residents and businesses. The City Manager’s Office guides the City’s economic strategy, provides business assistance, connects employers to a highly skilled workforce, and supports art and cultural resources to inspire our community.

PURPOSE

The purpose of this Request For Proposal (RFP) is to request expressions of interest to enter into a collaborative public/private partnership with the City of Vacaville leading to the development of the properties at the Depot Street and Bush Street with the formal addresses of 150 Depot Street, 140 Depot Street and 133 Bush Street (see map on page 6 of this document). The City will evaluate expressions of interest based on the criteria in Section 4. Responses to this RFP will enable the City to evaluate and determine a proposal (if any) that best fits the evaluation criteria listed within this document.

TIMELINE

RFP Release:	January 27, 2017
Contact name:	Donald Burrus Economic Development Manager
Address:	650 Merchant Street Vacaville, CA 95688
Phone:	707-449-5165
Fax:	707-449-5149
Email:	donald.burrus@cityofvacaville.com
Site Tours:	Available on Request
Proposals Due:	Monday, February 27, 2017 5:00 PM Digital or hard copies are acceptable. If hard copies, please provide ten (10) numbered sets and 1 e-copy.
Location:	City Administration 650 Merchant Street Vacaville, CA 95688 Attn: Donald Burrus

- ✓ Phase 1: Proposals submitted and evaluated
- ✓ Phase 2: Developer selected to enter into Agreement for Exclusive Negotiations per City Council Approval
- ✓ Phase 3: Development Agreement considered for approval by the City Council

THE OPPORTUNITY

1. SCOPE

The City of Vacaville is seeking a proposal to utilize the East Monte Vista and Dobbins corner as an entry point to the downtown with a use which furthers the vision of Downtown Vacaville as a destination for retail vibrancy and community interaction. Place making and retail vibrancy, with a focus on sustainability are key goals.

The Vacaville community has identified restaurant, specialty retail, and entertainment uses as a key (desired) component of Downtown Vacaville. Adding these uses promises to draw additional visitors and vitality to the area. Specialty retail uses in the downtown area are distinct from “big-box” retail chain stores in large commercial centers along the freeways or neighborhood grocery shopping in suburban centers. The downtown area should continue to strengthen its position in the region as a destination for specialty shopping. These components are consistent with the General Plan, which guides the development of Downtown.

The desirable tenants include, but are not limited to: a boutique hotel, entertainment uses, restaurants and food related retail, and other specialty retail.

2. DOWNTOWN, INCENTIVES AND INVESTMENTS

A. Downtown

Downtown Vacaville is a charming business district with 137,000 s.f. of retail space, 26 restaurants, and 3,039 parking spaces located in an established downtown residential district. Downtown is also home to Andrews Park and the Town Square Plaza which are both a focus of community events that bring thousands of people into the downtown area throughout the year.

B. Incentives

Downtown developers may benefit from the following incentives designed to encourage development:

- Sewer Impact Fee Credits
- No Utility User Tax
- Retail parking requirements are flexible. (Parking adequacy will be reviewed in the entitlement process.)

3. RFP EVALUATION CRITERIA

Proposals will be reviewed using the information listed in the Submittal Requirements (Section 5, below) the proposals will be evaluated on the following criteria:

A. Retail square footage and depth; example retail tenants preferred

B. Creation of synergy in the Downtown: Contribution of project design and tenancing to achieve General Plan goals including street level activity, downtown vitality, and attraction of additional new retail tenants due to project's tenant mix

C. Entertainment or hotel components

D. Unique design elements and quality

E. Price of land and timing of land payment

F. Development schedule

Priorities are:

- First priority will be given to offers with a commitment to construct timely and with a retail tenant commitment with the inclusion of workforce housing.
- Second priority will be given to offers with a commitment to construct timely, and the developer who has direct experience with comparable projects.

4. RFP SUBMITTAL REQUIREMENTS

This RFP submittal should include the following information for each proposal:

A. Development Site Concept Description and Sketch shall include:

- Building area designated for the retail and any other uses on the site.
- The retail tenant category.
- Dimensions & floor area of tenant spaces/building.
- Information on where the parking will be located; how many parking spaces will be required by tenant(s).
- Include information on required rent for retail space, if available.
- What LEED designation the project seeks, if any.
- Information about proposed project quality with regard to design, finishes and fixtures; submit photos of similar standards and quality.
- Please indicate your support and commitment to participate as a member of the current Downtown Vacaville Business Improvement District, and to support and participate in any future assessment district.
- \$10,000 deposit is required for parties with no development experience.

B. Financial Information

Provide evidence of financial feasibility including:

- Pro forma detailing estimated costs and revenues
- Financing plan (sources and uses of funds, including estimated debt and equity)
- Identify key assumptions in financial analysis

Provide estimate of predevelopment costs up to close of escrow and commencement of construction.

Vacaville is seeking evidence from the proposer, in a form reasonably acceptable to Vacaville, that the proposer has the ability to secure the funds required to meet commitments to construct the proposed project. Evidence provided must demonstrate reasonable satisfaction that the proposer has sufficient uncommitted funds to satisfy the equity obligation for development of the project. Proposers can decide on the most appropriate evidence to provide. Examples of such evidence could include: financial statement, letter from major regional or national equity investor confirming the willingness to invest stated equity amount necessary to construct the project, etc. Information on the comparable project experience is not intended to be a substitute for this requirement, but will also be taken into consideration.

C. Purchase Price and Schedule

An appraisal will be conducted for the sites and can be made available upon request. It will be used as the basis for negotiating the final purchase price of the sites if workforce housing is included. If no workforce housing is included then the purchase price will be the appraised value.

- Purchase price offered.
- Deposit amount and due diligence time period (4 months maximum).
- Schedule for development and close of escrow.

NOTE: The deposit will be submitted after approval by the City Council as a selected developer. The City suggests a deposit of 5% of the offer price which is non-refundable after the:

- Due diligence period concludes;
- Discretionary permits are secured for the proposed project;
- Also see item 6C below.

5. FINAL DEVELOPER SELECTION

The top development team project submittal will be evaluated by a City Selection Committee. The Selection Committee will forward their recommendations to the City Manager. The City Manager will make a recommendation to the City Council to enter into an Agreement for Exclusive Negotiations for the selected development team.

6. POST SELECTION PROCESS AND ENTITLEMENTS

A. Upon approval of the City Council as a selected developer of any sites, the developer will submit a Cashier's Check/Commitment Fee as a deposit, which represents at least 5% of the offered purchase price. This amount is refundable during the due diligence period. It is further described in item 4C above and the deposit is:

- 1) Non-refundable in the event that complete design permit application submittals are NOT received for the entire site(s) within 6 months of the date of selection.
- 2) Refundable in the event the developer rejects the award of the site within 45 days of the City Council approval and the City of Vacaville shall be free to do any of the following:
 - Select another competing proposer for the sale of the rejected site,
 - Select a proposer for the rejected site through a short list competition of proposers

- already selected to develop another site, or,
- Reissue the RF.

B. Submittal of Complete Design Permit Application within 6 months (180 days) of selection.

C. A Development Agreement will be used and will include transfer of property, approved by the City Council.

7. CITY CONTACT FOR QUESTIONS AND SUBMITTALS

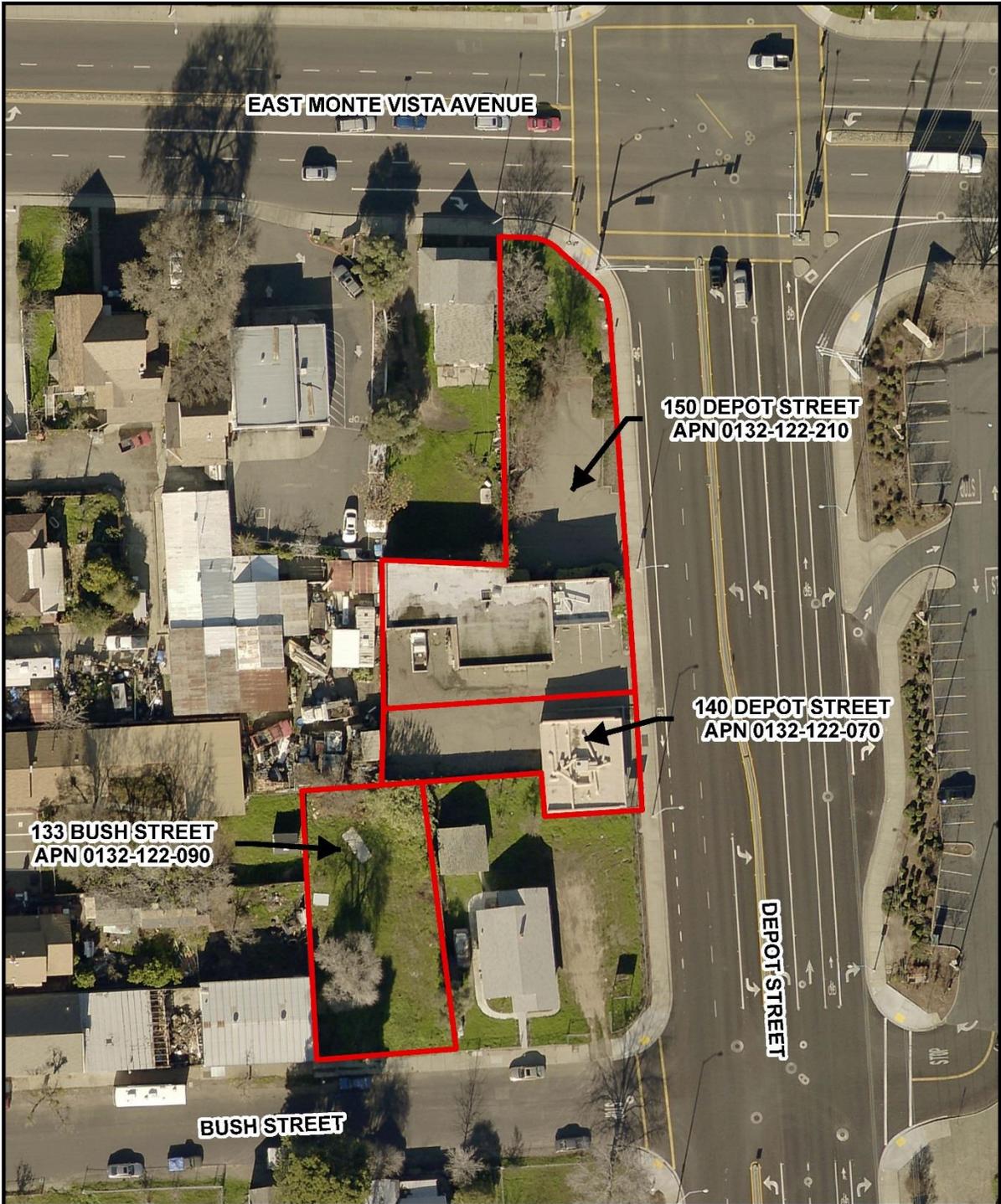
RFP submittals should be delivered as follows:

Don Burrus, Economic Development Manager
650 Merchant Street, Vacaville, CA 95688
donald.burrus@cityofvacaville.com, (707) 449-5165

RFP Submittals due: February 27, 2017, 5:00 p.m.

8. RIGHT TO REJECT SUBMISSIONS

The City of Vacaville reserves the right to reject any or all submissions and to determine which submission, in its judgment, should be accepted in the best interest of the City. The City also reserves the right to request additional information, provide additional requirements to any and all firms/agencies submitting a proposal, and to waive any irregularities in any submission. The cost of preparing any responses to this RFP shall be borne by the respondents and will not be reimbursed by the City.




CITY OF VACAVILLE
 650 MERCHANT STREET
 VACAVILLE, CA 95688

LOCATION MAP
 140 DEPOT STREET, 150 DEPOT STREET
 AND 133 BUSH STREET
DATE PLOTTED: 01/24/17