

REQUEST FOR PROPOSALS (RFP)

***163RD STREET &
GIVAN AVENUE
DEVELOPMENT***

JULY 28, 2023

CITY OF BELTON

Community Planning & Building Department and
Economic Development Department

520 Main St, Belton, MO 64012

816.331.4331 | www.Belton.org



PROJECT OVERVIEW



INTRODUCTION

The Request for Proposals (“RFP”) is being issued by the City of Belton, Missouri (“City”) and the property owner, Highway Y 51 Acres LLC (“Owner”). The City of Belton is a charter city located in northwestern Cass County, Missouri. The 2022 census population estimate of Belton is 25,420, an increase of 1,172 (a 4.83% increase) since 2021, making Belton the second fastest growing city in Missouri. Since 2019, the City has experienced significant industrial, commercial, and residential growth, and wishes to build on that momentum on one of the most ideally sited undeveloped properties in Belton.

PROJECT DESCRIPTION

The City and Owner are soliciting through this Request for Proposals (“RFP”) a qualified developer or development team (“Developer”) to design, construct, finance, purchase, own, and manage a development on an approximately 40 acres of property on two tracts. Both tracts are considered the “Project Area.”

The City and Owner intend to work with a Developer on the necessary entitlement processes on a proposal meeting the objectives outlined in the RFP. Interested parties, having the creative vision, demonstrated experience, and financial capability to plan, develop, and manage projects of the type and scope as described in this RFP are encouraged to respond.

LOCAL & REGIONAL MARKET CHARACTERISTICS

Belton is located in northwestern Cass County, approximately 20 miles south of downtown Kansas City, Missouri. The Project Area is ideally located in the geographic center of Belton at the intersection of 163rd Street and Givan Avenue, approximately a half mile southwest of Interstate 49. Belton is situated along the Interstate 49 corridor that provides connections for the south Kansas City metro to the Interstate 435/470 loop and Downtown Kansas City via U.S. 71 Highway. There is a population of approximately 282,000 within 10 miles of the site, and over 1.2 million within 20 miles of the site. Due to its location on the southern edge of the metro, Belton has a sizable pull from smaller communities and counties to the south and east, as Belton provides the nearest access to many retail goods and services. **Over the past 3 years, the sales tax in the city has increased year over year.**





PROJECT AREA BACKGROUND & HISTORY

The Project Area includes two tracts totaling approximately 39.9 acres at both the northwest and southwest corners of the intersection of 163rd Street and Givan Avenue. The tracts are currently undeveloped and have been used for agricultural purposes where possible. Over the past decade there has been significant new development and redevelopment within one mile of the project area, including large-scale commercial development (Menards, Academy Sports, Hobby Lobby, and multiple junior box stores), residential development (628 apartments), and downtown reinvestment (numerous new businesses and building renovations).

The City recognizes that the desired project may require assistance, including public incentives. Following the City and Owner's selection of the developer, the City intends to assist the selected

The City's Future Land Use Map and the North Scott Corridor Overlay classifies the Project Area as retail/commercial. This land use is intended to accommodate a mix of commercial, retail, and service uses, but may also accommodate multi-family uses within vertical mixed-use buildings. The project area is currently zoned C-2 (General Commercial). Since the last time

the Future Land Use Map was amended (2014), development trends in the immediate area have transitioned to a wider range of land uses, including the introduction of higher density multi-family uses. The City believes that the Project Area would best be developed as a mixed-use planned unit development. As such, the City will entertain an application for rezoning to a PUD to accomplish the development objectives outlined in the RFP.

The site has convenient access to all major utilities:

- Sanitary Sewer – City of Belton
- Water – City of Belton
- Electric – Evergy
- Gas – Spire.

The City makes no warranties as to the environmental conditions within the Project Area. The Project Area is included in the Markey Regional Detention watershed. The natural features of the site, including tree lines and creeks should be preserved to the extent possible and incorporated as amenities.

DEVELOPMENT OBJECTIVES



A Developer's concept proposal for the site should demonstrate a vision that is consistent with, and complementary to the development objectives as described here.

The City's primary objective is to encourage a destination mixed-use development with centralized greenspaces and amenities. A generalized conceptual plan has been provided that should serve as a starting point, which includes the following features:

- a. A centralized vertical mixed-use district that includes ground-floor commercial with upper-floor residential.
- b. A centralized greenspace that creatively incorporates stormwater retention as an amenity.
- c. Indoor and outdoor event spaces or venues that may be used for community and private events.
- d. A mix of apartments and townhouses of various designs and scales.
- e. A street network that accommodates vehicles, bikes, and pedestrians to create a walkable urban environment that connects to adjacent development, which includes the extension of Givan Avenue to the west property line as a commercial collector street.
- f. Parking should generally be in designated on-street spaces or screened behind buildings in parking lots or structures. Garage parking should be incorporated into apartments and townhouses.

The development of multi-story buildings in the Project Area will have some visibility from Interstate 49 at 163rd Street. There is support for height exceptions for taller mixed-use buildings to create the destination development that is desired with greater visibility from Interstate 49.





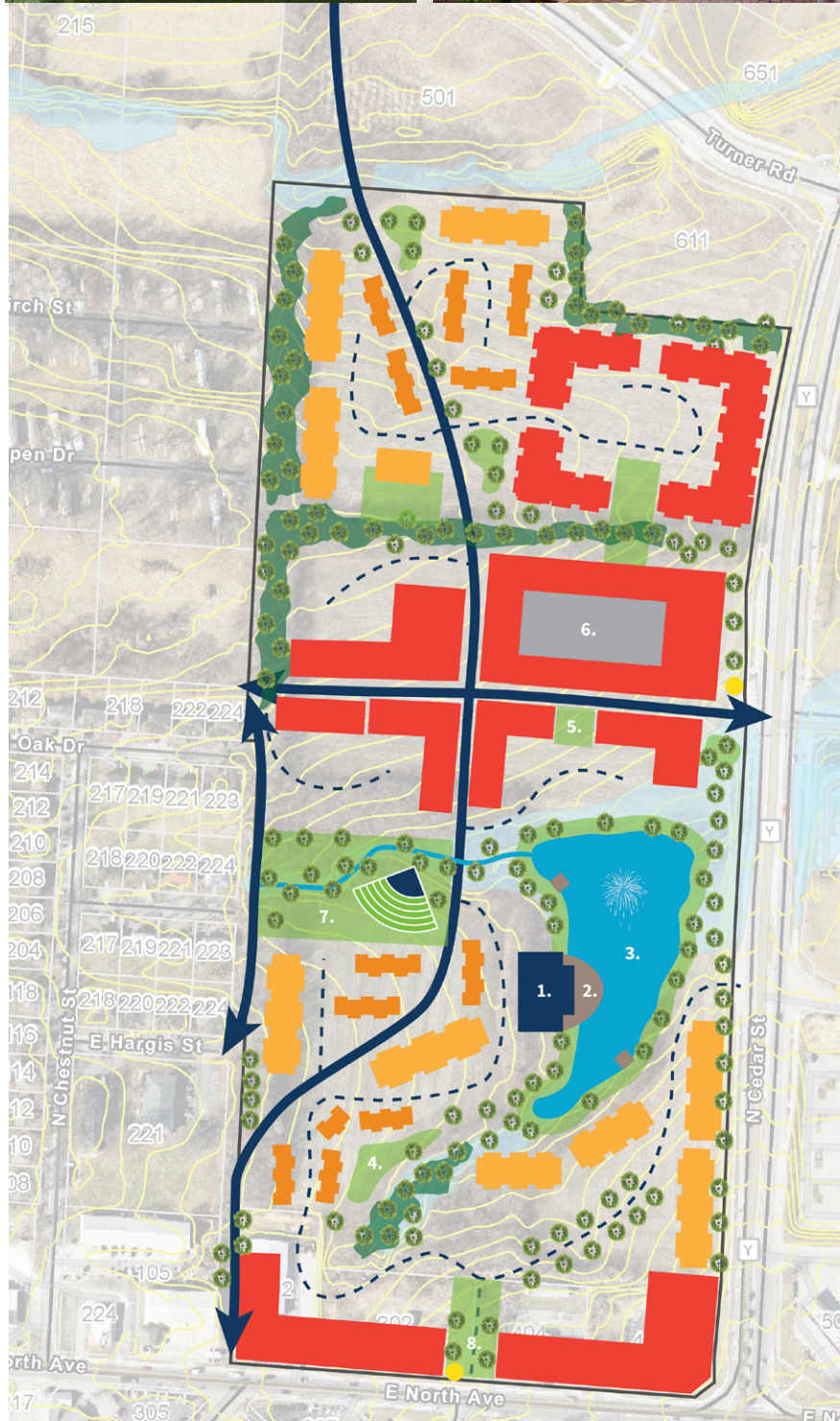
4-STORY APARTMENTS



MID-DENSITY MIXED-USE



HIGH-DENSITY MIXED-USE & PARKING GARAGE



AMPHITHEATER & GREEN SPACE

■	Mixed Use
■	Townhouses
■	Apartments
■	Public Space
■	Event Venue
■	Parking
■	Water
●	Entry Feature

1. Event Space / CC
2. Overlook
3. Pond (Trails/fishing)
4. Dog Park
5. Public Square
6. Parking Garage
7. Amphitheater / Greenspace
8. Pedestrian Entrance



EVENT SPACE



POND & TRAILS



3 STORY MIXED-USE TOWNHOUSES



MID-DENSITY MIXED-USE



MID-DENSITY MIXED-USE

SUBMITTAL INFORMATION



The response to this RFP must be delivered as follows: Seven (7) hard copies plus one (1) electronic PDF file version (on a flash drive) shall be submitted to the address below in a sealed package clearly marked to the attention of Mike Ekey and must be received at the address below by 5:00 PM CDT on Friday 9/15/23.

***CITY OF BELTON
520 MAIN STREET
BELTON, MO 64012***

ATTN: MIKE EKEY, DIRECTOR OF ECONOMIC DEVELOPMENT

1. Any proposals received after the specified date and time will be rejected and returned unopened. Proposals may not be modified or withdrawn after the submittal deadline. However, a respondent may withdraw one's proposal from the selection process at any time prior to the submittal deadline. The City reserves the right to extend the time for submittals.
2. Additional promotional materials/brochures may be included in addition to the proposal but may not substitute for any of the content requirements of the proposal itself. This additional material need not be submitted in an electronic format.
3. The City reserves the right to waive any irregularities and/or reject any and all submittals. The City is under no obligation to award a contract to any Developer submitting a proposal.
4. The City shall not be responsible for any costs incurred in the preparation, submittal, and presentation of proposals.
5. All materials submitted shall become the property of the City and shall be subject to the laws and regulations relating to the disclosure of public information. If a Developer contends that any part of its proposal is proprietary or confidential and, therefore, is limited from disclosure under the Missouri Sunshine Law, the Developer must identify all information that is confidential or proprietary and provide justification for why such materials should not be disclosed by the City. The City reserves the right to determine whether or not material deemed proprietary or confidential by the Developer is, in fact, protected under the Missouri Sunshine Law. The City will comply with requests for confidentiality to the extent allowed by law, but no guarantee of privacy or confidentiality is offered or implied.
6. Questions regarding the RFP should be directed, via email, to Mike Ekey at mekey@belton.org. Communication (other than through the process described herein) with the City, Owner, the selection committee, or the general public relative to this project prior to the announcement of a selection is strictly prohibited.

PROPOSAL REQUIREMENTS & EVALUATION CRITERIA

Proposals will be evaluated on the following criteria: (1) Developer qualifications, experience, and creative vision; (2) Quality of development plan and compatibility with development objectives; (3) Developer financial capabilities and the ability to successfully execute a project from concept to completion and ongoing operation. The following are the contents that all proposals must include for the city to evaluate adherence to the selection criteria. All the listed items should be addressed completely and

should follow, as closely as possible, the order and format in which it is listed below. Note: The sequence of the listing is not intended to reflect relative weight of each category.

1) TRANSMITTAL LETTER: The transmittal letter should not exceed two pages and should contain:

1. The name, title and contact information of the individual or individuals with authority to bind the Developer. This person should also sign the transmittal letter.
2. The address and legal form of the Developer.
3. A statement that if selected, the Developer will negotiate in good faith with the City and Owner.
4. The transmittal letter must also include a statement that the Developer is not in arrears in the payment of any obligation due and owing to the State of Missouri, the City of Belton, or Cass County, including tax payments and employee benefits, and that it shall not become so during the term of the agreement if selected.
5. A statement that the Proposal is valid for a minimum of 120 days from the date of submission.
6. Developers must include a statement that the Project will conform to all applicable federal, state and local laws and ordinances, and that the Developer accepts responsibility to ensure compliance with applicable federal, state, and local laws and regulations.

2) STATEMENT OF QUALIFICATIONS: The City seeks a Developer with solid experience and capability, proven through a record of delivering projects that reflect many, if not all of the development objectives outlined in the RFP. Developers should include in their submissions a summary that demonstrates the Developer understands the requirements of this RFP as well as a description of how the Developer proposes to integrate the physical, managerial and financial components required to ensure the success of its proposed development project.

3) DESCRIPTION OF THE PROJECT TEAM: It is essential that the City fully understand the experience and capabilities of the Developer's Project Team. The Project Team is defined as the lead developer plus any other development partners and key team

members such as architects, engineers, contractors, brokers, etc. who are critical for a complete and reliable response to this RFP (collectively, the "Project Team"). Provide complete information that explains the relationship among all team members and their respective roles and contributions. Provide a description of the Development Team organizational structure, identification of principals, and length of time in business. An organization chart would be an appropriate attachment. Proposal shall include a statement on the availability and commitment of the Developer and assigned professional who will undertake the project.

4) QUALIFICATIONS AND EXPERIENCE Provide a summary of the Project Team's experience with projects similar to the Project being proposed for the Project Area. Highlight projects where members of the Project Team have previously collaborated. Projects included for reference should be described only once, and the description should include: project size - by total land and building area; project scope; location; development value; project length from inception to completion; roles of Project Team member(s) during project execution, and client references, including authorization to contact those references provided. For each reference, indicate the contact person's role in the completed project and the time period of his or her involvement. In addition, photos, site plans, and renderings of these projects would be helpful. While completed projects are preferred, relevant "in process" projects which are in the construction phase or later, may be included.

Resumes of all key Project Team members to be involved in the Project are required and should include: relevant experience, details regarding the specific role proposed for the Project, education, and professional licensing.

5) PROJECT PLAN: Developers are to submit a conceptual description of the proposed project that includes the intended uses for the proposed development for the Project Area and size of the uses. It is very important that the Developer describes how this project will meet the development objectives outlined herein. The narrative must include information regarding an approach to predevelopment activities, phasing, construction, marketing, lease-up, and

operations. A general estimated time line for project implementation is to be included. This description of the proposed project must include a conceptual site plan and images or renderings of the site plan or a comparable project that illustrates the proposed streetscape, architecture, massing, scale, density, open space, amenities, and land uses. The City anticipates negotiating a development agreement with the preferred Developer that will require the Developer to submit additional materials and successfully complete the City's development application and entitlement process.

6) SALE PRICE: The Proposal must state the amount the Developer is willing to pay for the two tracts in the Project Area. The current price for the land is \$4.85/sf.

7) INCENTIVES: Proposal will include a statement indicating whether the proposed development would be contingent upon any local or state government support or action other than review and approval of the development application (i.e. regulation changes, public infrastructure improvements, public funding-grants, loans, tax increment financing, special benefit/taxing districts, etc.).

If incentives are requested, the proposal must include a basic pro forma financial statement to outline the financial assumptions and projections of the development concept, including the funding gap to be bridged with public incentives.

8) FINANCIAL CAPABILITY: Developer must indicate that it has the financial capability for the proposed project to be developed. Proposals should describe the Developer's experience in obtaining private equity and debt for developments similar in scale to the project

described in this RFP. Indicate the source(s) of both debt and equity financing for each referenced project the Developer listed to under Section 4.B.4. – Qualifications and Experience. Describe the Developer's commitment on a long-term basis and capability to provide capital for this Project.

Although not required in response to this RFP, any Developer selected for an interview should be prepared to provide supporting financial documentation. The Developer and/or any development partner having an equity stake of 20 % or greater in the business entity to be formed for this Project, should be prepared to provide, upon request, current interim financial statements and audited annual financial statements for their respective firm's last three fiscal years. An appropriately authorized officer/managing member of each firm providing financial information should certify that their respective statements present an accurate representation of that firm's financial condition as of the date of the statements.

9) DISCLOSURE: Proposal will disclose any professional or personal financial interest which could be a possible conflict of interest in contracting with the City or Owner. The Developer must describe the nature of any litigation, arbitrations, mediations, or controversy in which it is currently or recently involved.



PROPOSED PROCESS & TIMELINE



7/28/23: RFP issued and posted on the City of Belton’s website.

9/1/23: All interested parties should submit a statement of interest and are encouraged to send any questions about the RFP and/or setup a one-on-one meeting with Staff before the week of 9/5/23.

Week of 9/5/23: An addendum will be posted with all questions and responses.

9/15/23: Receipt of proposals due by 5:00 PM CDT.

9/22/23: A selection committee comprised of community officials will evaluate the proposals and select a short-listed group of finalists for interviews.

Week of 9/25/23: Short-listed Developers are interviewed (at City’s option).

Week of 10/2/23: Preferred Developer is notified of selection.

After a preferred developer is selected, City Council may take action on the recommended Development, development concept, and a non-binding letter of intent, and to authorize staff to proceed with development agreement negotiations.

CONDITIONS & LIMITATIONS

By submitting a Proposal in response to this RFP, the respondent expresses its intent to comply with the established timeline. In addition, the respondent accepts the evaluation process and methodology, as well as acknowledges and accepts that the determination of “the most qualified and capable” Developer will require subjective judgments. The City reserves the right to request clarification of information provided in Proposals as a response to this RFP without changing the terms of this RFP.

The City has the right, in its sole and absolute discretion, to reject any and all Proposals received in response to this RFP and to cancel this RFP at any time, for any or no reason, prior to entering into any binding agreements. Responses to this RFP vest no legal or binding rights in the Developers nor does it or is it intended to impose any legally binding obligations upon the City, officials or employees of the City unless and until final legal binding agreements are negotiated and executed. This RFP does not commit the City to pay for costs incurred in the negotiation or other work in preparation of, or related to, a final agreement between the selected Developer and the City.

Any commitment made by the City will be subject to the appropriation of funds by the City Council to carry out any such commitments and the execution of a contract acceptable to the City. The City will not be responsible for any costs incurred by the Developers or Project Team member related to any response to this RFP and will not reimburse any costs to the Developer or Project Team member.

Thank you in advance for your interest in the City of Belton.

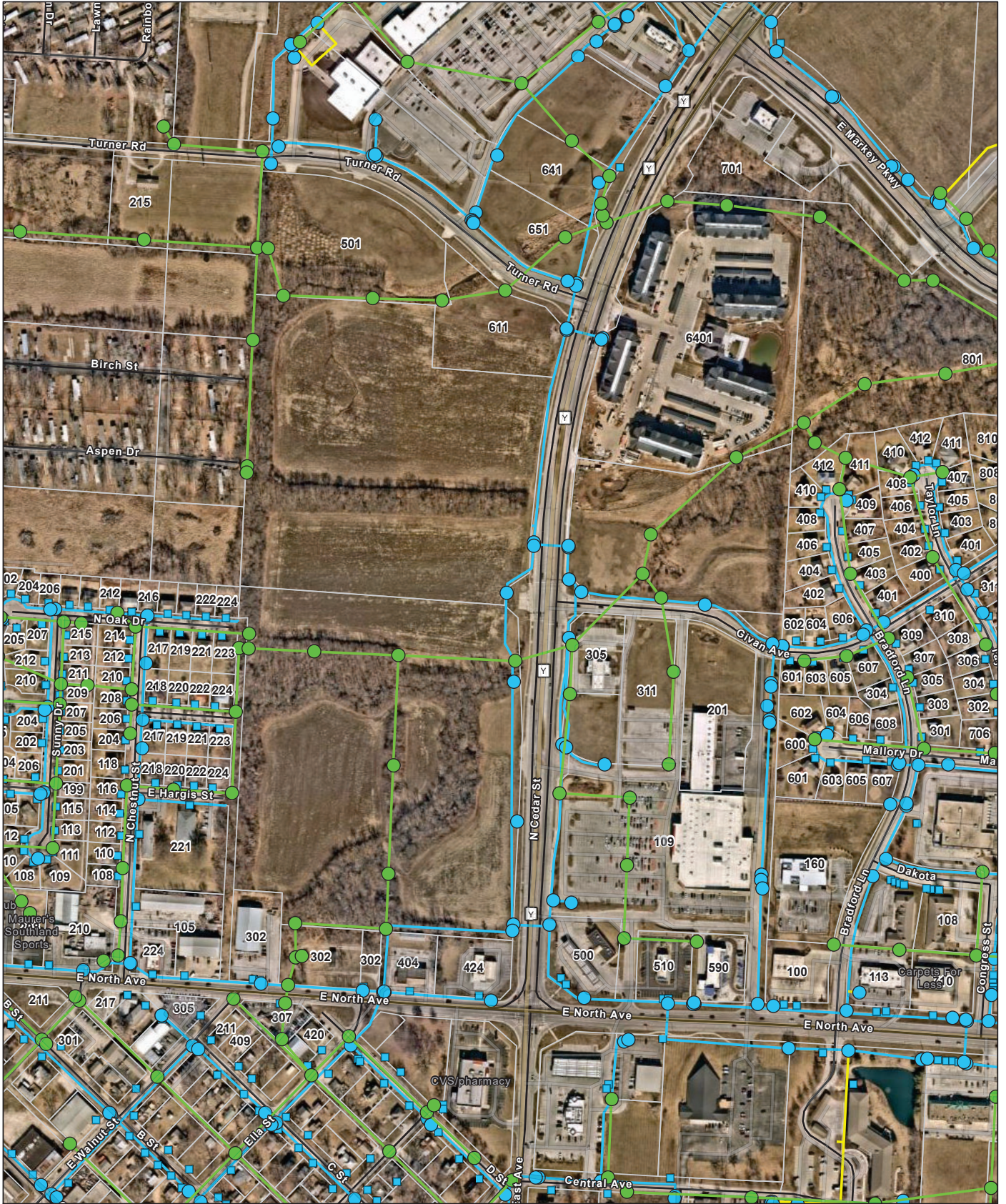
RESOURCES:

1. [North Scott Corridor Plan](#)
2. [North Scott Corridor Overlay District Guidelines](#)
3. [City of Belton’s Unified Development Code](#)
4. [City of Belton’s Development Guidebook](#)
5. [City of Belton’s Zoning Map](#)
6. [City of Belton’s Future Land Use Map \(2014\)](#)
7. [Local Tax Rates](#)

ATTACHMENTS:

1. Utilities map of water and sanitary sewer lines

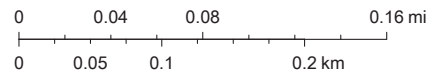
Project Area utilities



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- | | | |
|--------------------|----------------------|-----------------------------|
| ● Sanitary Manhole | Water Network | Nearmap US Vertical Imagery |
| — Sanitary Sewer | — Public Water Line | ■ Red: Band_1 |
| ● Water Valve | — Private Water Line | ■ Green: Band_2 |
| ■ Water Meter Pit | — Streets | ■ Blue: Band_3 |
| □ Parcel | | |

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