



Columbus
Municipal
Airport



REQUEST FOR PROPOSAL
WALESBORO ECONOMIC DEVELOPMENT PROJECT

RFP Release: April 27, 2015

RFP Due: June 26, 2015

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SECTION I
REQUEST FOR PROPOSAL
WALESBORO ECONOMIC DEVELOPMENT PROJECT

The City of Columbus Municipal Airport Board of Aviation Commissioners (“Board”) is requesting proposals from qualified development teams (“Respondent”) for the purchase of and development services for an approximate 777-acres of developable land (or acreage less than the full amount) referred to here and going forward as the “Site.” The successful Respondent will work with the Board and the City of Columbus (“City”) and additional firms to design, develop and construct the property located approximately 7 miles south of downtown Columbus, IN along the I-65 interstate corridor at the State Road 58 interchange. The Board expects the Respondent to purchase the property and work with the Board, City, and other economic development entities to create a master plan for the Site. The Board has determined that the Site and project is an economic development project and will sell the site pursuant the applicable provisions of Indiana Code 36-1-11 including Indiana Code 36-1-11-4.2 and Indiana Code 8-22-2-8.

Proposals for the purchase and development of the Site will be accepted at the Columbus Municipal Airport at 4770 Ray Boll Boulevard, Columbus, Indiana, beginning on April 27, 2015 and continuing from day to day until June 24, 2015 at 3:00 p.m., local time.

All Proposals shall be enclosed in a sealed envelope marked “PROPOSAL – WALESBORO SITE DEVELOPMENT” on the outside addressed to the Board and addressed to or delivered to Columbus Municipal Airport, Columbus Board of Aviation Commissioners, 4770 Ray Boll Boulevard, Columbus, Indiana 47203. Each Proposal shall contain the total amount to be offered for the purchase of the Site and cashiers or certified check equal to 10% of the amount being offered for the Site payable to the Columbus Board of Aviation Commissioners (other Proposal requirements are set forth below). With respect to unsuccessful Respondents, this amount shall be returned to the respective Respondents within ninety (90) days from the final day proposals are accepted. With respect to the successful Respondents, this amount will be used as non-refundable earnest money and applied towards the purchase price, provided the Respondent and Board have entered into a purchase agreement and a development or public private partnership agreement as contemplated herein. If the selected Respondent and the Board, both using good faith efforts, fail to enter into a purchase agreement and a development agreement or public private partnership agreement within one hundred and twenty (120) days following selection of the successful Respondent, the cashier or certified check shall immediately be returned to the Respondent, unless the parties agree, in writing, to an extension of the 120-day period. The Project may then be awarded to the next qualified Respondent as determined by the Board. Proposals must be accompanied by proof of financial ability from a financial institution to close this transaction.

If the Respondent requires title insurance, the Respondent shall be solely responsible for arranging for the procurement of such insurance, and for the payment of all premiums and fees associated with such title insurance, including any and all closing fees or charges imposed by the title company. The Board shall not pay any commission on the sale of the Property. No additional conditions of sale or

contingencies will be allowed other than standard title, survey and environmental matters and any matters discovered during the Due Diligence Period that materially affect the property and its development for the intended purpose.

The Property may not be sold to an ineligible person as defined in I.C. 36-1-11-16. A Proposal submitted by a Trust must identify each of the following: 1) Beneficiary of the Trust, and 2) settlor empowered to invoke or modify the Trust. Proposals must provide for cash at closing which will be paid to the City's Treasurer and immediately transferred to the Board's Aviation Fund.

All proposals must be unconditional and must remain open no less than ninety (90) days following the final day Proposals are accepted. The Board reserves the right to reject any and all proposals and to waive any informality, irregularity or omission in any Proposal or Proposal procedures in its complete discretion. Failure to follow Proposal instructions may disqualify a Respondent's Proposal. Final transfer and disposal of the property is subject to approval of the City of Columbus Common Council.

The Respondent will be required to enter into a development or public/private partnership agreement with the Board which may at a minimum address the following:

- Time line for development
- Site development plan and list of improvements
- Detailed budget and pro forma
- Developer's development obligations
- Developer's financial obligations
- City's development obligations
- City's financial obligations
- Property control and future options
- Job creation targets
- Wage/salary targets
- Personal property vs. real property improvements/investments
- Clawbacks for not meeting investment, job, salary, or timeline targets
- MWE/WBE/VBE requirements or targets
- Local hiring requirement
- Insurance/liability issues
- Provision for a mechanism for the Board to receive revenue from the development of the Site or other source on a regular and continuous basis

After opening the Respondents' Proposals, the Board may shortlist selected proposals to interview to determine the highest and best Respondent but also reserves the right to select a Respondent directly from the submittals they receive. If a short list is created, selected Respondents may be invited for formal interview to discuss the proposal. After completing the interview process, the Board may enter into negotiations with a selected firm pursuant to I.C. 36-1-11-4.2 to finalize terms of sale including the development or public/private partnership agreement. At that time, the Board will make a recommendation on the successful Respondent, and sale terms to the City of Columbus Common Council for consideration and approval of the final sale of the property.

Respondents are advised that information and material contained in a proposal are subject to the Indiana Public Records Act, IC 5-14-3 *et seq.*, and, after the contract award, unless exempt under the Act, may be viewed and copied by any member of the public, including news organization and competitors.

No Board of Aviation Commissioners aviation account funds are anticipated to be involved in this project, therefore, the Board does not consider this project to be a "Public Works Project" as defined by Indiana law, at this time.

SECTION II

SITE INFORMATION

1. SITE OVERVIEW

In March 2012, a study of the site was generated with the assistance of the City of Columbus Board of Works & Public Safety, City of Columbus Redevelopment Commission, The Heritage Fund – The Community Foundation of Bartholomew County, Columbus Board of Aviation Commissioners, Columbus Economic Development Board, and the Columbus Area Metropolitan Planning Organization, to capture a collective vision for the site that maximizes the efficient use of the available land and existing infrastructure while defining additional infrastructure needs. The location and resources of the Site provide a unique opportunity for the Board and City at large to build on the success of adjacent industrial centers and expand job growth. The area is dedicated to industrial development and has a history of success. It is the only remaining underdeveloped industrial area within Bartholomew County that could potentially provide rail service.

2. CURRENT CONDITIONS

The approximately 777 acres of the Walesboro Industrial Area is well-suited to accommodate the future vision for industrial development.

- There are currently leases with several entities on this Real Estate and any proposal and potential transfer would be subject to those leases.
- Current land planning (Thoroughfare Plan, Comprehensive Plan, Zoning Ordinance) has prepared the area well for industrial development.
- The land falls within a flood plain as noted in a recent FEMA FIRM study. The successful Respondent's development team must work with the City and other appropriate entities to determine what is the most effective option to create a master planned business park consistent with the objectives of the Board and City (See addendum for most recent study).
- The area is reasonably flat but well drained. Currently mapped floodplains along the perimeter are well situated to help preserve the one forested area on the site in the southwest corner and to act as buffers for the residential areas to the north. A buffer area to the north could also be a site for storm water detention to assist with drainage problems reported in the adjacent Bethel Village neighborhood.
- Removal of one or both of the former runways will open up the majority of the site for a more efficient internal road and lot layout. Loss of the interim use of the former runways as a vehicle test track could become an opportunity to create an updated facility for current users and a draw to Columbus for new research and testing businesses.
- The site is well served by existing utilities but may require an updated storm water management scenario, a regional system that eliminates the need for basins on individual parcels, utilizing the existing 1940s storm sewer system and overland, bio-swale conveyance. Due to its specialized configuration, consideration will need to be given to use of portions of the existing system that could be in conflict with an efficient layout of internal roads and parcels.
- The existing road perimeter network is generally in good condition to allow for increased industrial development in the area but will need improvements at intersections to accommodate large vehicles and improved signalization.

3. FLOODPLAIN CONSIDERATIONS

The Federal Emergency Management Agency (FEMA) Flood Insurance Rate Mapping (FIRM) as of spring 2012 indicates that a vast majority of the site falls within the 100 year floodplain with additional areas falling within the floodway and 500 year floodplain. Currently, the Board and City are working with the Indiana Department of Natural Resources (IDNR) and FEMA to demonstrate that the area should not remain in the 100 year floodplain. Proposing teams must be prepared to work with the Board, City, and other regulatory agencies to enact the most effective strategy to develop the site or in removing the area from the floodplain.

IDNR, under provisions of Indiana Code 14-28-1, must provide a permit before any proposed floodway development activity and prior to the issuance of a local building permit for any excavation, deposit, construction or obstruction activity in a floodway.

The City of Columbus – Bartholomew County Zoning Ordinances requires that non-residential development shall be either flood protected through elevation with structural (compacted) fill to the Flood Protection Grade (FPG) elevation, or be “flood proofed” to the FPG if not elevated.

SECTION III

STATEMENT OF PROPOSAL

In order to be considered as a Respondent for the project, please submit 10 copies and one electronic copy of your **Statement of Proposal**, which should minimally include the following information. In determining the highest and best Respondent the Board will consider the following factors:

- The amount offered for the Site in an entirety (one price for the Site with its current floodplain status and one price should the Site not be considered to be in a floodplain);
- The amount offered for less than the entire Site including acreage and map of the acreage location;
- Alternatives for timing and purchase of the property (i.e. purchasing in phases, future options to purchase, take down, and development schedule, annuity or installment payments, percent ownership in the development by the Board, land exchange, etc.) (each alternative should state one amount for the Site with its current floodplain status and one amount should the Site not be considered to be in a floodplain);
- Respondents should recognize that some parcels consist of long term land leases and indicate a plan on how to address those leases;
- The strength of the Respondent's development team and its related experience with research and development and other high end manufacturing projects which would complement and/or positively diversify the Columbus economic base;
- Experience with large real estate projects that have flood control issues;
- The financial ability of the Respondent's development team to not only finance the purchase of the Site, but to also fund the future development of the Site (see Financial Requirements and Closing Requirements below);
- Overall plan and vision for the project;
- The existence of potential users of the developed project;
- Providing a mechanism for the Board to receive revenue from the development of the Site on a regular and continuous basis.

1. Overview/ History and Background

- a. Describe your team and why it has the best intentional program to develop the site representing the Board and overall community at large best interests for this economic development project.

2. Qualifications

- a. Please provide summary information on your firm's experience in construction/development projects. The Board is particularly interested in the performance of industrial related projects, research/development projects, logistics/warehousing projects and test tracks.
 - i. If applicable, Respondents should also demonstrate experience working with floodplain areas and working on effective solutions.

- b. Please provide information pertinent to all firms comprising the Respondent's development team with specific reference to:
 - i. Overall organization chart graphically depicting how Respondent's team members will be implemented for each phase of the program (site development, pre-construction phase, design phase, and construction phase)
 - 1. Please provide a visual matrix.

3. Development Approach

- a. Explain your firm's approach in managing large development projects through various phases including:
 - i. Development oversight
 - ii. Safety assurance
 - iii. Zoning, entitlements, and compliance with all applicable laws
 - iv. Ability to obtain economic incentives for the benefit of the project
 - v. Other areas you feel are important

4. Financing Requirements

- a. The successful Respondent should be able to demonstrate it has funds available to purchase the Site at the amount offered (preferably without needing external financing);
- b. The successful Respondent should show minimum additional liquidity of \$10 million to demonstrate its ability to invest at least this much equity into the future development of the Project. Note: This is a requirement to show the wherewithal of the respondent to make future investments and is not an absolute requirement to do so. Future investments are expected to take place as the Board, City, the successful Respondent, and other stakeholders work together to make the Project a reality;
- c. Notwithstanding the above, in addition to the purchase amount of the Site and related due diligence and transaction costs, the successful respondent shall commit to spending at least \$200,000 for master planning and other development costs associated with the further development of the Project. NOTE: MASTER PLANNING TO COMMENCE IMMEDIATELY UPON CLOSING.
- d. The successful Respondent will explain how it proposes to fund the project along with its ability to bond the various stages of development and its willingness to share pre-development risk with other stakeholders including the City and the Board.

5. Process Requirements

- a. A non-mandatory pre-proposal conference will be held on May 27, 2015 at 1:00 in the Airport Terminal Lower Level Conference Room. While not mandatory, it is strongly suggested that interested parties/potential Respondents attend this meeting.

- b. From the date of this RFP distribution until a final agreement is executed and the selection is announced, Respondents are not permitted to communicate with any representative of the City of Columbus or the Columbus Municipal Airport regarding this RFP process, except through:

Brian J. Payne
Airport Director
Columbus Municipal Airport
4770 Ray Boll Boulevard
Columbus, IN 47203
Office: (812) 376-2519
bpayne@columbus.in.gov

Interested Respondents who wish to speak to any member of the above stated representatives may arrange meetings or approval through the Airport Director. In the event of a violation of this provision, the Airport reserves the right to reject the proposal of the offending Respondent. Only questions that are in writing will be accepted. In addition, only responses issued in writing will be binding on the Airport.

- c. Responses to inquiries will be compiled and made in writing and provided to all Respondents via email on or before June 19, 2015. The Airport may decline to answer any Respondent's inquires. The Airport may modify this RFP, prior to the date fixed for submission of the proposals, by issuance of an addendum or addenda to all parties who have received a copy of the RFP.

6. Closing Requirements

- a. To the extent it has not already been made available, within 5 business days after the successful Respondent is named, the Board and/or City will provide the successful Respondent all pertinent due diligence information in its possession including but not limited to existing surveys, environmental reports, leases pertaining to the Site, reports relating to the drainage and flood management of the Site, soil reports, and any financial reports pertaining to the income and expenses associated with the farming and leasing of the Site (the Board's Due Diligence Materials).
- b. The cashiers or certified check deposit submitted as part of the Respondent's Proposal will be fully refundable until the end of the Due Diligence Period. Provided the Respondent and Board have entered into the purchase agreement and development of a public private partnership agreement, the deposit will become non-refundable if the Closing does not occur.
- c. After the Board's Due Diligence Materials have been provided, the successful Respondent will have 45 days to conduct additional due diligence pertaining to its purchase of the Real Estate (the Due Diligence Period).

- d. During the Due Diligence Period, the Respondent and Board will enter into negotiations for the final terms of the purchase agreement and development of a public/private partnership agreement.
- e. Closing will occur within 30 days after the final award of project unless the Board and Respondent agree to extend the closing date in writing.
- f. The Board is not represented by a real estate broker. Any real estate broker representing the Respondent will be paid by the Respondent.

SECTION IV
SELECTION CRITERIA

1. SCHEDULE

RFP Release	_____ April 27, 2015 _____
Pre-Proposal Conference	_____ May 27, 2015 _____
RFP Questions Deadline	_____ June 12, 2015 _____
RFP Answers as Addendum	_____ June 19, 2015 _____
RFP Submittals Due	_____ June 26, 2015 _____
Short List Firms Notified	_____ July 3, 2015 _____
Formal Interviews	_____ July 13, 2015 _____
Board of Aviation Commissioners' Selection	_____ August 11, 2015 _____
Contract Negotiations/Due Diligence	_____ 45 Days _____
Board of Aviation Commissioners' Approval	_____ September 29, 2015 _____
City Council Approval	_____ November 4, 2015 _____
Award of Project	_____ November 10, 2015 _____

2. METHOD OF SELECTION

The interest of the Board and the City is to select a development team that demonstrates the best qualifications and experience, a proven track record of quality and cost effective development/construction and innovative ideas, and the best approach to successfully develop this economic development project. After opening the Respondents' proposals, the Board may shortlist selected Respondents to interview to determine the highest and best Respondent but also reserves the right to select a Respondent directly from the submittals they receive. If a short list is created, selected Respondents may be invited for formal interview to discuss the proposal. After completing the interview process, the Board may select one proposal/firm and then may enter into negotiations pursuant to I.C. 36-1-11-4.2 to finalize terms of sale in a purchase agreement and a development or public/private partnership agreement. At that time, the Board will make a recommendation in a draft ordinance regarding Respondent selection and the Columbus Common Council will consider and act on the proposed ordinance.

A group of individuals representing the Board and the City of Columbus may act as a proposal evaluation team; however, ultimate selection of a Respondent will be made by the full Board of Aviation

Commissioners. This group will be responsible for evaluating proposals with regard to compliance with RFP requirements. All evaluation personnel will use the evaluation criteria stated below.

The categories of evaluation criteria are as follows:

- Company Information and Experience (10 Points)
- Proposed Team Member and Experience/Successes (25 Points)
- Approach/Methodology including understanding of local market conditions (20 Points)
- Overall Community Economic Impact of Proposed Development (15 Points)
- Compensation Proposal (20 Points)
- References (5 Points)
- Diversity Participation Plan (5 Points)

Based on the results of this evaluation, the qualifying proposal(s) determined to be the most advantageous for the Site, taking into account all of the evaluation factors, may be selected by the Board for further action, such as for interviews or contract negotiations. If, however, the Board decides that no proposal is sufficiently advantageous to the Board, the Board may take whatever further action that it deems necessary to fulfill its needs. If, for any reason, a proposal is selected and it is not possible to finalize a contract with the Respondent, the Board may begin negotiations with the next qualified Respondent or determine that no such alternate proposal exists.

The Board reserves the right to make all decisions, pursuant to the selection of the Respondent's development team and sale of the site which, in its sole opinion, are in the best interests of the Columbus Municipal Airport, the City, the Site, and the economic development project on the Site. The Board of Aviation Commissioners does not guarantee that any Respondent's development team or proposal will be selected and the Board of Aviation Commissioners reserves the right to reject any and all proposals.

ADDENDUM

A. Appraisals for the Site

B. Site Location

C. "*Walesboro (Airport) Industrial Area Land Use & Infrastructure Study*" completed in 2012

D. Existing Leases will be made available upon request

E. Formal Questions/Answers will be made available as outlined in the RFP