

REQUEST FOR PROPOSALS
Redevelopment of 550 South McCaslin Boulevard
In
Louisville, Colorado

Offered by: The Louisville Revitalization Commission

Issued: January 8, 2016

Submissions Due: No later than 5:00 pm MST | March 10, 2016

Deliver by Mail or in Person:

Louisville Revitalization Commission

749 Main Street

Louisville, CO 80027

Attention: Aaron DeJong

Email:

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The Louisville Revitalization Commission (LRC) is seeking proposals to partner in the redevelopment of a 13 acre parcel located at 550 S. McCaslin Boulevard.

Information regarding the City of Louisville, Colorado

Population and Location

Louisville, Colorado is a home rule municipality located within Boulder County roughly six miles east of the City of Boulder and 25 miles northwest of Denver. Louisville has a population of 20,047 according to the 2014 State of Colorado Demographer's Office.

The City of Louisville has often been recognized for its livability. Money Magazine has consistently named Louisville one of the "Best Place to Live" for small cities in the United States. Many things contribute to this exemplary quality of life and positive economic condition including 1,700 acres of open space, dozens of great eateries, a thriving arts scene, great schools, wonderful neighborhoods and a diverse mix of employment opportunities.

The community has a strong and highly educated citizenry with 68.8% of adults having a bachelor's degree and 32.7% having a master's degree or more. Many Louisville businesses employing over 12,000 workers in town focus in the technology, bioscience, aerospace, manufacturing, food, and recreation industries.

Louisville has excellent access to the University of Colorado-Boulder as well as several federal research labs including; the National Renewable Energy Laboratory (NREL), National Oceanic and Atmospheric Administration (NOAA), National Institute for Standards and Technology (NIST), University Corporation for Atmospheric Research (UCAR), and the National Center for Atmospheric Research (NCAR).

Centennial Valley Area, Louisville

The Centennial Valley area of Louisville is the community's main retail and office corridor originally developed in the early 1990's. Several major retailers reside in the area including Home Depot, Lowe's, Albertson's, and Kohl's, as well as many local and national shops and restaurants.

Within one mile of the property, over 4,500 jobs are located in the area. Below is a table outlining some key demographics for various distances from the property.

Demographic Information near 550 S. McCaslin

	2016 Projection		
	< 1 Mile	< 3 Miles	< 5 Miles
Total Estimated Population	5,312	36,091	92,849
Total Census 2010 Population	5,686	30,914	80,682
Median Age	43	46	45
Total Estimated Households	2,055	13,666	36,296
Total Census 2010 Households	2,078	11,831	31,752
Total Housing Units	2,413	16,543	41,425
Median Household Income	\$70,990	\$79,816	\$69,760
Aggregate Household Income	\$167,187,379	\$1,282,772,030	\$2,972,119,498
Average Household Income	\$81,442	\$96,436	\$83,376
Per Capita Household Income	\$32,267	\$36,111	\$32,154

DEVELOPMENT OPPORTUNITY

The LRC and City want to promote a quality redevelopment for the property and are looking for proposals. The property lies in the heart of Louisville’s main retail and office corridor, and its redevelopment can enhance the entire area. Because of this, the LRC and City are willing to pursue actions and make available public resources into project(s) that meet public interest for the property, including addressing blighting factors found on the property as described below.

The Redevelopment Area

The City seeks redevelopment proposals for project(s) at 550 S. McCaslin Boulevard that address the blighting factors present upon the property and stimulate economic activity for the area. The City is most interested in near-term redevelopment proposals that meet the current zoning regulations for the property. At the same time, the City is interested in proposals that enhance the viability for the long-term community vision for the surrounding properties.

SITE DETAILS

Property

The property is 13.15 acres and has a 127,000 square foot single-story building and 600 stall parking lot constructed for a Sam’s Club retail warehouse. The Sam’s Club ceased operations in January 2010 and remained vacant for several years. The building is currently being rented partially to Ascent Community Church and Low-Cost office furniture. A site map is attached.

Site Ownership

The property is owned by Centennial Valley Investments, LLC. The main contact for the owner is:

Mr. Rick Dunn
Phone: (303) 882-1798
Email: rdunn7676@gmail.com

Respondents are encouraged to coordinate with the property owner to the extent their property is included in the project proposal.

Utilities

The property is serviced by all utilities. Electricity and natural gas is provided by Xcel Energy. Water and wastewater services are provided by the City of Louisville. Telecommunications are in the area and utility easements are recorded to access the property.

Relation to the Comprehensive Plan

The 2013 Louisville Comprehensive Plan has the property within the McCaslin Boulevard Urban Center. The Plan states McCaslin Boulevard Urban Center shall remain the City's primary retail center that is supported by a mix of land uses including office and residential. The Plan also states that as properties redevelop over time, attention will be given to enabling a more interconnected block structure that introduces a walkable street network, and the possibility of a mixture of uses, to an area that currently consists of large single purpose properties.

Zoning

The current zoning for Centennial Valley Parcel O, which includes 550 S. McCaslin Blvd. is Planned Community Zone District (PCZD) – Commercial/Residential. The Commercial component to the zoning applies to this property. The uses outlined in City zoning ordinance for PCZD-Commercial are:

1. Any retail trade or service business;
2. Professional, business and administrative offices;
3. Motels and hotels;
4. Cultural facilities, such as museums, theaters, art galleries and churches;
5. Pedestrian plazas and pedestrian ways, including such amenities as outdoor art exhibit facilities, statuary, fountains and landscaping features;
6. Outdoor specialty uses, including sidewalk cafes and outdoor marketplaces to provide unique congregating places for sales and shopper interests;
7. Recreational facilities, both indoors and outdoors, such as ice skating and roller skating rinks which may be designed as integral parts of a center;
8. Restaurants, both indoor and drive-in types, food-to-go facilities, sidewalk cafes;
9. Hospitals and medical clinics;
10. Transportation terminals, parking lots and parking buildings;

11. Animal hospitals and clinics;
12. Automobile service stations, subject to prescribed performance and development standards;
13. Nursing and rest homes;
14. Small and large child care centers;
15. Financial offices, including banks and savings and loans;
16. Accessory structures and uses necessary and customarily incidental to the uses listed in this section;
17. Governmental and public facilities;
18. Research/office and corporate uses, and facilities for the manufacturing, fabrication, processing, or assembly of scientific or technical products, or other products, if such uses are compatible with surrounding areas. In addition, such facilities shall be completely enclosed and any noise, smoke, dust, odor, or other environmental contamination produced by such facilities, confined to the lot upon which such facilities are located and controlled in accordance with all applicable city, state, or federal regulations;
19. Other uses as established by the city council as found to be specifically compatible for commercial and office planning areas.
20. Limited wholesale sales as defined in [section 17.08.262](#) of this title are allowed as a special review use.
21. Retail marijuana stores and retail marijuana testing facilities.
22. Mobile retail food establishments, mobile food vehicles and mobile vending carts subject to prescribed performance and development standards outlined in [section 17.16.310](#).

General Development Plan

While the above describes the general menu of PCZD – Commercial uses under the City zoning ordinance, uses are further limited by and restricted to those established under the PCZD General Development Plan (GDP), which provides for a Commercial / Retail designation for the property. This property is a part of Parcel O of the GDP and allows for an average Floor Area Ratio (FAR) of 0.2 without modifications to the GDP. Other uses or densities not within the Commercial / Retail designation or 0.2 FAR necessitate a GDP amendment. Additional zoning information and a copy of the GDP map are attached.

Restrictive Covenants

The uses on the property are also limited by private restrictive covenants among the owners of the commercial properties bounded by McCaslin, Dillon, Cherry, and Dahlia streets. A copy of the restrictive covenants is attached and those restrictions include:

- No general merchandise discount department store other than on Lot 2 (the subject property)
- No supermarkets other than on Lot 1.

- Other lots can have less than 5,000 sf devoted to retail sale of food for off-premise consumption
- Only Lot 2 may have an optical center
- Pharmacy only on Lots 1 and 2
- No more than 2 banks, unless banking is incidental to the primary use
- Only one fuel station
- Only one drive-thru restaurant selling hamburgers or ground beef products
- Limited entertainment uses

At the time Centennial Valley Investments, LLC purchased the property, the previous owner, Walmart, required an additional restriction limiting uses further to no stores selling a range of merchandise “at a discount” allowed, which is the use for which the site was originally developed.

Blighting Factors

The City Council on May 6, 2014, directed staff to commission a Conditions Survey, a copy of which is attached for reference. The Conditions Survey identified 4 blighting factors on the property that have limited the viability of the property. They are:

- 1) Faulty lot layout in relation to size, adequacy, accessibility, or usefulness:
 - a. Lot configuration results in former Sam’s Club building being narrow and deep with respect to the front entrance, rather than shallow and wide
 - b. Building orientation makes it difficult to partition effectively; resulting spaces would be too narrow and deep for adequate retail layout
 - c. Other non-retail uses that might be compatible with a deep, narrow layout are prohibited
- 2) Deterioration of site or other improvements:
 - a. Facility is 127,000 square feet with a 600+ car parking lot, requiring significant upkeep expenses
 - b. Currently only used during a small portion of the time by a community church, which does not generate the revenue needed for full maintenance
 - c. Potholes, cracked parking curbs, and other signs of lower maintenance levels are evident
- 3) Defective or unusual conditions of title rendering the title nonmarketable:
 - a. Restrictive covenants put in place at time of development to limit competition between tenants and sharply limit entertainment uses
 - b. Most notable restriction is that no competing grocer to Albertsons is allowed
 - c. More broad restrictions put in place during sale from Sam’s Club to current owners after the store closed; this includes no stores selling a range of merchandise “at a discount” allowed, which is the use the site was originally developed for, and additional restrictions on entertainment uses
 - d. Viable tenants who would fully utilize the property would likely be prevented from doing so

- 4) The existence of health, safety, or welfare factors requiring high levels of municipal services or substantial physical underutilization or vacancy of sites, buildings, or other improvements.
 - a. Underutilized property
 - b. Parking lot sits mostly empty during normal business hours
 - c. Community Church uses a small portion of the property during only a small portion of the week

These blighting conditions limit the ability to re-tenant or redevelop the building for retail purposes. The LRC and City are willing to pursue actions to address these blighting factors.

EXCLUSIVE NEGOTIATION PERIOD

The City expects this RFP to result in the City and the selected proposal team entering into an exclusive negotiation period during which a development agreement will be prepared outlining the responsibilities, actions, costs, and public assistance to accomplish the desired project. Such agreement will then be presented at future meetings of the public bodies that are a party to the agreement.

INCENTIVES AND PROGRAMS

The City and LRC expect an implementable development plan for the property may need public support. The LRC and City may offer one or more of the following incentives to the selected developer(s) depending on the benefit to the community from the proposed redevelopment project(s):

- Rebates of the City's 3.0% general Construction Use Tax on building materials
- Rebates of the City's Building permit fees related to the project;
- Rebates of the City's 3.0% sales tax due to new sales tax generation from the project;
- Actions to address blighting factors preventing the desired project.

PROPOSAL REQUIREMENTS AND PREFERENCES

The LRC and City are interested in entertaining project proposals that meet the community's desire for the McCaslin Boulevard Urban Center. The most desirable project will be uses that satisfy the current zoning on the property. Incorporation of the project with area properties while encouraging the desired transitions for the area is also desired.

Requirements for Proposal Responses

1. Identify and describe the developer, including developer's name, corporation name (if applicable) or business name, names of all individuals who are principal owners (if an entity), addresses, telephone numbers, fax numbers, e-mail addresses, and the name of the primary project contact.
2. Describe the developer's relevant project experience for up to 5 projects, if applicable. The LRC is most interested in current or recently completed projects.

3. Provide a summary of the development proposal for the property. The summary must provide the following information:
 - a. Project Name
 - b. Project uses and/or tenants occupying the project
 - c. Size of project (in square feet) by use or tenant
 - d. Estimated sales/revenues by use and/or tenant occupying the project
 - e. Conceptual site plan for the project, including proposed improvements
 - f. Estimated project costs
 - g. Timeframes for specific milestones to achieve the project.
4. Documentation outlining control of the property. This may include agreements or letters of intent stating the proposer has access or control of the property to complete the project.
5. Requested assistance from the LRC or City to advance the project. This may include:
 - a. Financial Assistance / incentives
 - b. Rezoning requests
 - c. Actions to remediate blighting factors
6. A statement regarding the developer's willingness to enter into an exclusive negotiating period should the project be selected as the preferred project.

PREFERENCES

The City and LRC prefer respondents demonstrate how their proposal will address each of the objectives below in their written and graphic materials:

1. **Community Benefit** – Projects that leverage limited public resources to achieve long-term measurable community benefits, significant levels of private sector investment and reflect the current realities of the market.
2. **Impactful Projects** – Proposals that will have a lasting impact on nearby properties and the entire community.
3. **Quality Design** – Proposals that are well designed, sensitive to the surrounding context and use of quality materials.
4. **Property Owner Participation** – Responses that demonstrate participation, consultation, or endorsement by affected property owners.
5. **Timeliness** – Projects that are positioned to move forward in the near term and commit to significant milestones.
7. **Adheres to the Comprehensive Plan** – Projects that advance the concepts outlined in the Comprehensive Plan for the McCaslin Boulevard Urban Center.

PRE-SUBMITTAL CONFERENCE

Staff will hold a non-required pre-submittal conference for interested proposers to ask questions relating to the opportunity. The conference will be held:

Date: Tuesday, January 26, 2016
Time: 1:00 PM MST

Location: City Council Chambers, Second Floor
Louisville City Hall
749 Main Street
Louisville, CO 80027

EVALUATION AND SELECTION

Evaluation of RFP responses will be based upon Proposal Requirements and Preferences. Staff may request interviews to obtain a better understanding of a proposal.

The City anticipates entering into exclusive negotiations with a developer following the initial screening and evaluation process. All projects needing land use and/or construction approvals will be reviewed and approved through the City's normal development review processes.

The LRC shall have the final decision on whether to move forward with any proposal.

GENERAL PROVISIONS AND CONDITIONS

The LRC reserves the right to:

- Reject any and all responses.
- Waive any irregularities in a response.
- Cancel, revise, or extend this solicitation.
- Request additional information of any one, some or all proposers on any response beyond that required by this RFP.
- Modify the selection process set forth in this RFP upon written notification to all respondents who have not been rejected at the time of modification.

SUBMISSION REQUIREMENTS AND SCHEDULE

Interested developers must submit 1 paper copy of the response to the RFP, including a letter of interest outlining response requirements and preferences and 1 electronic copy. Limit the responses to no more than 20 pages. Maps, drawings, photos, figures, etc. do not count toward the 20 page limit. The LRC will become owner of all submitted materials and will not pay any costs related to any responses to the RFP. RFP response materials will be considered public records and made available to the public in accordance with open records laws.

Additional information may be requested from any proposer to assist in evaluating the proposal.

The City reserves the right to modify the timeline and to issue addenda to this document.

Estimated Dates for RFP Actions

Issue Request For Proposals	January 8, 2016
Pre-Submittal Conference	1:00 PM MST January 26, 2016
RFP responses due	5:00 PM MST March 10, 2016

Notification of Short-Listed Proposers (if needed)	March 18, 2016
Presentations / Interview to Staff (if requested)	April 4-8, 2016
LRC and City Council decision on proposals	April/May, 2016
Desired proposal to enter negotiations	April/May, 2016

Selected developer(s) may be invited to give a presentation on all aspects of the proposal, including design concepts, development cost, financial capacity/lender commitments, terms of site acquisition, and implementation schedule to the LRC and/or City Council.

CONTACT INFORMATION

Louisville Revitalization Commission
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[Exhibit A: Site Map](#)

[Exhibit B: Centennial Valley General Development Plan](#)

[Exhibit C: Current Private Development Restrictions](#)

[Link to Louisville Comprehensive Plan](#)

[Link to McCaslin Small Area Plan Information](#)