



City of St. George
Request for Qualifications
For the Development of 28 Acre Ground Parcel
*(A portion of the Retired St. George Airport Site
Located near 500 South Tech Ridge Drive
St. George, Utah 84770)*

Issue Date: August 11th, 2017
Submission Deadline: October 2nd, 2017 at 12:00 pm MDT.
City of St. George City Hall
175 East 200 North
St. George, Utah 84770
Planning & Zoning Counter
Attention: Matt Loo – Economic Development

General Information:

The City of St. George, acting through its Office of Economic Development and Special Projects is seeking a qualified developer for the development of 28 acres, which is a portion of the 155 developable acres of the retired St. George airport site located near 500 South Tech Ridge Drive in St. George, Utah. The City will consider all development proposals that meet the overall vision and goals for this site as outlined and discussed in this document. To be considered, developers must submit a development proposal in response to this Request for Qualifications (RFQ), in the manner prescribed herein. The City makes no representations or warranties as to the condition of property, zoning and zoning enforcement, and proposes to sell the property “as is” with values established by a qualified commercial appraiser and the final purchase price will be determined by the Mayor and City Council.

The City envisions the future use of this 28 acre parcel (attached hereto in Exhibit-A) as well as the entire retired St. George airport site as a mixed-use development that would accomplish the following goals:

- Expand and promote a technology focused economy
- Create higher paying technology jobs from major tenants.
- Facilitate world-class healthcare and research
- Promote the City and area as an outdoor recreation destination
- Support higher learning
- Increase quality of life

To support this vision a Planned Development Commercial (PD-C) Zone would be recommended for this site with uses that include:

- 1) Educational Institutions (universities, trade schools, technology certifications)
- 2) Business office, Medical and Professional
- 3) Housing (student housing, town homes, apartments, condominiums)
- 4) Lodging (hotels, motels, etc.)
- 5) Research and Manufacturing in the fields of biotechnology, medical, pharmaceutical, biological and related technology with all operations conducted indoors.
- 6) Restaurants or Deli
- 7) Testing laboratory
- 8) Telemarketing center
- 9) Electronic data storage facility
- 10) Government buildings or uses including public parks

11) Rooftop Wireless communication antenna and related facilities subject to Chapter 22 of the City Zoning Regulations.

Background / History of Property:

The former airport property, now referred to as “Tech Ridge” has approximately 155 acres (attached hereto in Exhibit-B) of developable area. The property is located on a plateau west of the central city area with the present main access being Tech Ridge Drive which intersects with St George Blvd and Bluff Street.

The subject property was developed as a runway in the 1920’s, and in 1929 was designated as an “intermediated airfield” by the government. In 1940 the site became the municipal airport to serve the City and surrounding areas. As demand grew so did the airport facilities. Due to the limited runway length, a new airport site was located in the southeast portion of the City near the Arizona state line, and the new municipal airport began operations in 2012. Since that time the former airport site has remained mostly unused, except for various limited uses in the existing hangar buildings.

The City’s goal is to develop an economically vibrant area which will combine educational facilities, technology companies, professional businesses, and recreation with living opportunities all at one location. The City has been successful in beginning the redevelopment process by bringing the Dixie Applied Technology College (an educational facility) to Tech Ridge.

Surrounding Neighborhood and Uses:

To the north of the former airport property is a mixture of residential housing developments. Immediately to the north of the airport property and sharing the same plateau are single and multifamily residential units. South of the airport and below the rim, lie the residential developments of Southgate and Tonaquint. Adjacent to the former airport facilities on the east edge of the plateau is a restaurant and hotel. Further east and below the rim, lay downtown St. George, this includes commercial businesses and residential neighborhoods. West of and below the former airport site, consist of farmland and developing residential neighborhoods with neighborhood convenience commercial. The area surrounding the plateau where the development will exist consists of steep slopes and hillside covered in native vegetation and stone talus with some limited disturbance.

Proposed Development Plan:

The property is centrally located in the City, west of downtown St. George and represents approximately 155 acres of developable land. The significant elements of the proposed development plan, includes a sensitivity to the hillside; the road network that uses the existing asphalt with the addition of pedestrian connections around the perimeter, as well as, on street facilities; open space configuration that provides overlooks, trails, linear parks with regional access, and protects view sheds; permitted compatible land uses that support the desired vision of Tech Ridge; and architecture design that is harmonious with the plateau and does not distract from the view shed.

The proposed development plan is sensitive to the hillside and its native vegetation as well as maintaining the visual integrity of the plateau. Two building setbacks are being proposed, in order to reduce potential visual impacts. Fifty feet along the ridgeline is a no build zone and will be the proposed location of the perimeter linear park and trail system. Between fifty and one-hundred feet measured from the top of the ridge, buildings will be limited to one story or eighteen feet maximum height. In addition, signs and lights will be limited and oriented on the interior, not to be visible from below the plateau. Signs will be required to be directed toward the access street in the center and not be placed in a manner to attract attention below the plateau. These requirements are more stringent than those in the Hillside Overlay Zone.

Site Access for Potential RFQ Respondents:

Access to the site by qualified RFQ respondents may be granted by appointment only by contacting the Office of Economic Development and Special Projects at:

City of St. George
175 East 200 North
St. George, Utah 84770
Attention: Matt Loo
Office: 435-627-4101
Email: matt.loo@sgcity.org

Submission Requirements:

Respondents must submit five (5) hard copies of their complete development proposal. All materials will become the property of the City. All proposals must be submitted to the City's Office of Economic Development and Special Projects at the address set forth above no later than 12:00 P.M. October 2nd, 2017. No submissions will be accepted after this date and time or at any other location.

Each submission must contain the following information:

A. Letter of Interest.

Formal letter of interest on letterhead of principal developer, if a single entity, or the principal entity of the respondent, where the respondent is a team. Such letter should be addressed to:
City of St. George

Office of Economic Development and Special Projects
Attention: Matt Loo
175 East 200 North
St. George, Utah 84770

B. Overview and Experience of Developer and Contact Information.

The respondent should provide a description and general history of the individual, firm, or entity that is anticipated to become the owner of record, and/or will have primary responsibility for implementing the development proposal. The respondent's specific experience in implementing the type of project proposed should be highlighted.

C. Description of the Development Proposal for 28 acres. (Phase-I).

The respondent should provide a description of the development proposal, including the following:

1. Development plan and timetable for the future use of the property.
 - a. Conceptual land plan for Phase I consistent with the City's vision for the entire 155 acre site.
2. Proposed sources and uses of funds:
 - a. Estimated cost of onsite and offsite improvements and approximate schedule for completion.
 - b. Total estimated investment in developing 28 acres. (Phase-I)
 - c. Potential financing strategies for infrastructure and public facilities (CDA, Property Owner's Association, etc.)
3. Plans to attract tenants, if applicable; identify types of tenants to be sought, if applicable; and projected job creation.
4. Provide perspective ranges or guidance for land value based on development plan.

D. Commercial or Trade References.

The respondent must include a minimum of three (3) references that attest to their financial wherewithal or capabilities, including at least one reference from a lender or depository institution with which the respondent has a current relationship.

E. Litigation.

The respondent (firms and principals) must identify and describe any current, pending or threatened litigation against them related to their business or real estate dealings. The respondent must attest to having no litigation pending or contemplated against the City.

F. Obligations to the City.

The respondent must attest to having no outstanding or overdue tax, lien, or fine obligations to the City.

G. Other Available Documents: Refer to www.techridgerfq.com

RFQ Costs:

Respondents are responsible for all costs incurred in the development and submission of their information. The City assumes no contractual or other obligation as a result of the issuance of this RFQ. The City anticipates negotiating a contract with the highest rated Responder and making an award based upon the best overall value for the City. The City may, in its sole discretion, reject any and all proposals for any reason whatsoever.

Selection Committee:

All proposals will be reviewed and evaluated by a selection committee established by the City. Proposals will be reviewed and evaluated based upon information contained in the respective submission packages and their responsiveness to the submission criteria delineated below.

Proposal Evaluation Criteria

The committee shall consider the following information when evaluating submissions to determine the proposal that is in the best interests of the City:

- Quality of the development proposal, with specific attention to tenancy plans.
- Financial capability of the respondent to consummate the purchase and proceed with the development proposal in a short timeframe, in particular the respondent's ability to implement the development proposal with minimal or no government subsidy in any form.
- Qualifications of the respondent to implement its development proposal.
- Compatibility of the development proposal with site planning considerations and existing land uses within the neighborhood.
- Financial benefit to the City, with consideration to purchase price offered and future property tax generation potential of the real estate and personal property.
- The ability to create and recruit higher paying jobs for the citizens of the City.

The committee may request supplemental information when it determines the necessity, including business and personal financial statements from any of, all of, or none of the respondents. Financial statements and other business confidential information will not be subject to disclosure under Freedom of Information law.

A respondent may be disqualified if any principal or officer of the respondent, or any member of its team, has been charged or convicted of a crime chargeable as a felony within the last five (5) years.

Due Diligence Period and Development Agreement:

Sale of the Property is Subject to a Due Diligence Period and Negotiation of a Land Development Agreement. Upon written notification, the respondent recommended by the Selection Committee will have a period of approximately ninety (90) days within which to satisfy itself as to the suitability of the property for purchase and development, enter into a Land

Development Agreement (LDA) and close on the sale with the City. The City will provide the selected respondent with appropriate access to the property under the terms of an Access Agreement, for appropriate inspections and testing. The selected respondent will be required to provide appropriate insurance and indemnification, and if necessary, restore the premises to its prior condition after such testing.

The following documents are attached:

Exhibit-A: Aerial Photo of the 28 acres or Phase-I.

Exhibit-B: Aerial Photo of the entire 155 acres site.

Right to Reject Proposals; Disclaimer:

The City of St. George may elect to deem a submission non-responsive if the submission fails to comply with specific requirements of this solicitation. The City reserves the right to reject any and all proposals in its sole discretion, and to decline to offer or withdraw the RFP for this property.

The City of St. George prepared this RFQ and engaged the services of The Concord Group (“TCG”) to collect information and prepare forecasts in the *Market Opportunity Analysis Relative to the Tech Ridge Development at the Old Airport in St. George, UT* (the “Analysis”) which has been made available to proposers. The City of St. George used its best efforts in collecting and providing the information contained in this RFQ; TCG used its best efforts in an abbreviated timeframe to collect information and prepare the forecasts contained in the Analysis. Conclusions presented in the Analysis are based on evaluation of the information available from TCG’s sources and from the City of St. George as of the date of the Analysis. No guarantee is made to any information, conclusions or forecasts in the RFQ, Analysis and exhibit package. Actual results may vary materially. The City of St. George and TCG assume no responsibility for economic, physical or demographic factors which may affect or alter the opinions in the Analysis or information contained in the RFQ. The City of St. George and TCG are not obligated to predict future political, economic or social trends. In preparing the Analysis and RFQ, the City of St. George and TCG relied on information furnished by other individuals or information found in previously existing records and/or documents. Unless otherwise indicated, such information is presumed to be reliable. However, no warranty, either express or implied is given by the City of St. George or TCG for the accuracy of such information and the City of St. George and TCG assume no responsibility for information relied upon and later found to have been inaccurate. The City of St. George and TCG reserve the right to make such adjustments to the analyses, opinions and conclusions set forth in the Analysis or RFQ as may be required by consideration of additional data or more reliable data that may become available. The City of St. George assumes no responsibility for hidden or unapparent conditions of the property, subsoil, ground water or structures that render the subject property more or less valuable. No responsibility is assumed for arranging engineering, geologic or environmental studies that may be required to discover such hidden or unapparent conditions.

