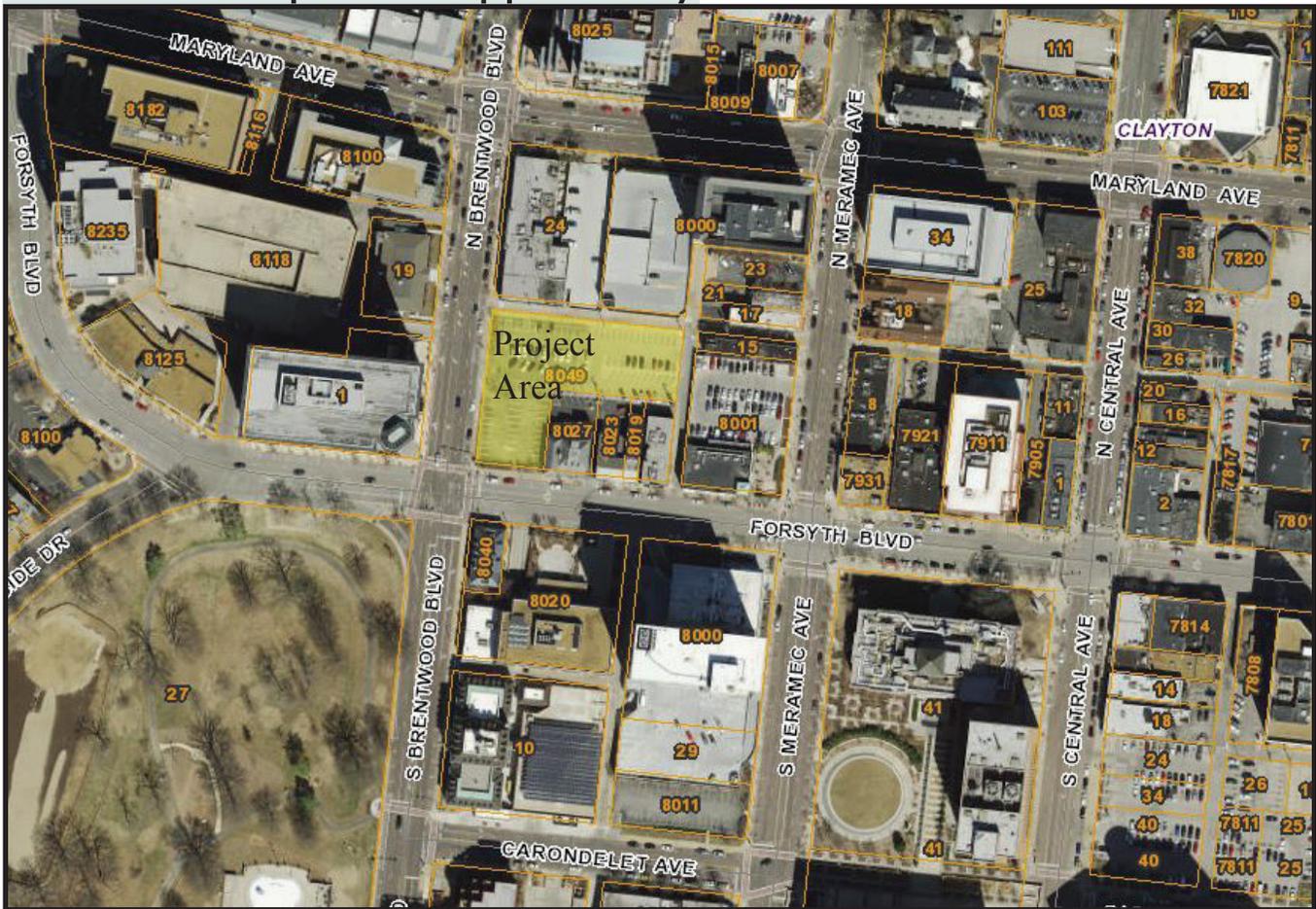


Request for Proposals



Prime Development Opportunity



For Information:
Gary Carter
Director of
Economic Development
Tel: (314) 290-8467
Email: gcarter@claytonmo.gov

Proposals Due:
August 3, 2015 3 p.m. CST

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parcel view



parcel location in Downtown Clayton

Executive Summary

Prime Development Opportunity – The City of Clayton, Missouri is pleased to present to qualified developers a prominent development site in downtown Clayton.

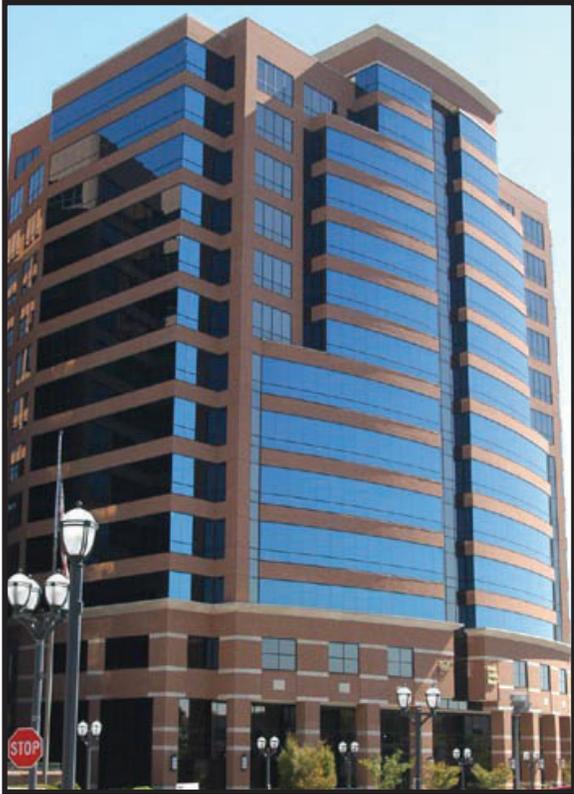
The City of Clayton is best described as a vibrant, secure suburban community with a metropolitan flair. It is one of the most desirable communities in which to live and work in the St. Louis region. The available site (Project Area), at the intersection of Forsyth Avenue and Brentwood Boulevard, offers unparalleled access to all the amenities of Clayton and the greater St. Louis area. The future developer will benefit from the Project Area’s visibility and strategic location in immediate proximity to

corporate headquarters, the St. Louis County government, fine dining establishments, hotels, boutiques, and upscale residential areas. The Project Area has views of Clayton’s Shaw Park, an urban park that includes greenspace, sports fields, aquatic center, ice rink, and pavilions.

The purpose of this Request for Proposals (RFP) is to create a signature development by use of a firm with the experience and financial resources necessary to do so.



Ritz-Carlton Hotel, Plaza Condos, & Crescent Condos



Merrill Lynch Center

Graybar Electric Headquarters Building



Maryland Walk Condos



Shaw Park Plaza

Development Potential



Downtown Master Plan future vision for the Park View District



The City of Clayton, a suburban community with urban characteristics, has the second largest concentration of workers in the metropolitan St. Louis area. Currently, there is approximately seven million square feet of office space in downtown Clayton. Restaurants, specialty boutiques and hotels are also prevalent in downtown Clayton. Clayton’s central location and convenient access to several interstates, major transportation arteries and light rail, place it within minutes of almost anywhere in the region. As a result, downtown Clayton has exhibited significant commercial and residential development in recent years, making available land for development unique.

- The Project Area is well positioned in both size and location to support various uses; including office, hotel, retail, and residential.
- The Project Area is one parcel consisting of 37,462 square feet (0.86 acres).
- The Project Area currently serves as a surface parking lot.
- Current zoning is High Density Commercial (HDC), which permits a variety of uses.
- The Project Area is within the Park View District of the Downtown Master Plan. The Park View District calls for high and mid-rise buildings along the eastern and northern edges of Shaw Park that capitalize on the exceptional views of and adjacency to the park.
- The Project Area is generally bound by Forsyth Avenue on the south, Brentwood Boulevard on the west, Meramec Avenue on the east, and Maryland Avenue on the north.
- St. Louis County Parcel ID Number: 18K311008



PARK VIEW DISTRICT

- EXISTING BUILDINGS
- PROPOSED DEVELOPMENT PROJECTS (AS OF APRIL 2010)
- POTENTIAL DEVELOPMENT PROJECTS
- POTENTIAL RENOVATION PROJECTS

Downtown Master Plan future vision for the Park View District

Clayton Submarket



The Project Area is in the Clayton submarket, a thriving metropolitan area in the heart of the St. Louis region and home to several *Forbes* and *Fortune 500* headquarters, offices and branches, significant privately held businesses, and the administrative and judicial functions of St. Louis County. Clayton offers outstanding accommodations and is only 15 minutes from Lambert-St. Louis International Airport and just 12 minutes from downtown St. Louis. Clayton has over 80 restaurants, five hotels, including the area's only Ritz-Carlton. The region's light rail system has two stops in Clayton.

Clayton residential areas include some of the finest homes in the St. Louis area as well as new condominium developments and apartments. Many of the residential areas are within walking distance to downtown Clayton. Within Clayton, average household income is \$124,185 and the median home value is \$540,644.

The City's public schools are ranked among the nation's best by *Newsweek* with 96 percent of high school graduates going on to college. Clayton is home to several private educational institutions including Washington University in St. Louis. Washington University is one of the country's premier research universities and is currently ranked 14th in the nation by *U.S. News and World*

Report. As a result, Clayton businesses benefit from a well-educated workforce.

Clayton is considered the most desirable office location in the entire St. Louis metropolitan area. The Clayton office market has shown continual positive absorption. The overall vacancy rate is 8.3 percent with an average asking rate of \$22.17 per square foot. The strength of the Clayton office market is further demonstrated by the completion of the 486,000 square foot world headquarters building for Centene Corporation in June, 2010. Prominent tenants include Centene Corporation, DTZ, UMB Bank, Armstrong Teasdale and other large regional and national law firms.

Demand for space in Clayton remains strong and has garnered the attention of national developers. In addition to the Centene office tower, St. Louis County is currently constructing a \$100 million, 240,000 square foot family courts facility. Recently, a 250 unit rental apartment tower was approved and is in the beginning stages of site work. The City has three other large residential projects under various stages of review and consideration. All pending development applications are available for review on the City's website, www.claytonmo.gov/government/departments/planning_development_services.

Clayton Corporate Community	
Enterprise Rent-A-Car	Armstrong Teasdale
Brown Shoe	Husch Blackwell
Centene Corporation	Rubin Brown
Commerce Bank	Olin Corporation
Graybar Electric	Barry-Wehmiller

Project Proposal

The City of Clayton desires to develop the Project Area with uses consistent with the updated Downtown Master Plan. The Plan is available online through the City’s website, www.claytonmo.gov/business/economic_development/downtown_master_plan.

On November 23, 2010 the City of Clayton adopted the Downtown Clayton Master Plan Update and Retail Strategy. The Downtown Master Plan has six key districts that each have a unique development, character, and competitive advantage. The Project Area is in the Park View District. This planning district calls for high and mid-rise buildings along the eastern and northern edges of Shaw Park that capitalize on the exceptional views of and adjacency to the park. The Downtown Master Plan suggests zoning in the Park View District for buildings at a minimum of two stories but no maximum.



EXISTING BUILDINGS
PROPOSED DEVELOPMENT PROJECTS (AS OF APRIL 2010)
POTENTIAL DEVELOPMENT PROJECTS

Response Format

Responses should include the proponent's proposed project, qualifications and must address, at a minimum, the following information:

- I. Proposed Project Description (to include but not limited to the following):
 - i. Use(s)
 - ii. Building(s) characteristics
 1. Dimensions
 2. Square feet by general use
 3. Parking
 4. Sustainability aspects
 - iii. Design
 1. Unique features
 2. Materials
 - iv. Anchor tenants
 - v. Financial Sources and Uses
2. Qualifications:
 - a. Proponent Information
 - i. Complete name of developer
 - ii. Names of any development partners, joint venture participants, and, if known, the names of any prospective tenants for the project
 - iii. Address of developer
 - iv. Contact person for developer
 - v. Affiliated or parent organizations
 - vi. Form of Business entity (i.e., corporation, limited partnership, etc.)
 - b. Proponent's Development Background

The developer should specifically respond to the following criteria based upon the specific past experiences (where applicable) and abilities of the developer, its parent companies, its affiliates, all substantial investors or key employees.

 - i. A list and summary description of all development projects completed in the last five years, including the development timetable and the amount and the sources of financing for each
 - ii. Identification and full description of specific project experience that is related to and that would uniquely qualify the firm to undertake development of the Project at the Project Site, including:
 1. The uses (office, retail, parking, etc.) associated with the prior developments

2. The project costs and methods, amounts and sources of financing
3. Experience addressing public infrastructure improvements needed for the project
4. Experience integrating innovative parking solutions for office and mixed-use projects located in an urban environment
5. Photographs or other graphic representations of the prior developments
- iii. Experience working with public-private partnerships, including appropriate financial structures
- iv. Experience working with civic and community/neighborhood organizations on design and development issues
- v. A description of the developer's past community involvement and/or plans to participate in the community
- vi. Experience developing projects with LEED or other appropriate standards for establishing sustainable design
- vii. Ability to distinguish the Project as a premier development in the St. Louis region
- viii. Identification of any properties in which the firm has an ownership or management interest in the St. Louis region
- ix. Proposed project organization and staffing and relevant experience of assigned staff
- x. Relevant experience of any development partners

c. Developer's Financial Background

Developer shall provide evidence of its financial capacity to complete the Project and, if necessary, the methods available to the Developer to finance the Project in the current market. The City may request more detailed financial information if, in the City's opinion, more detailed information is necessary to adequately evaluate the Developer's capacity to complete the Project.

3. Developer Disclosures

- a. A statement as to whether the developer, its parent companies, or any Substantial Investor has been delinquent in the payment of any federal, state or local taxes, or is currently disputing their obligations to pay such taxes.
- b. A statement as to whether the developer, its parent companies, or any Substantial Investor has failed to satisfy any judgment, decree, or order of any administrative or judicial tribunal.

- c. A statement as to whether the developer, its parent companies or a Substantial Investor has ever filed or had filed against it a proceeding in bankruptcy or has ever been involved in any formal process to adjust, defer, suspend or otherwise work out the payment of any debt or ever had one or more projects foreclosed upon or repossessed.
- d. A statement as to whether the developer, its parent companies or any Substantial Investor has contractually agreed to develop a land site which has not been successfully completed. If so, an explanation as to why this occurred.

Selection Process

City of Clayton staff, together with any necessary consultants, will evaluate the proposals and may request additional information from proponents in order to assist in this evaluation. Developers submitting proposals may be asked to make one or more presentations and participate in interviews. A shortlist may be developed depending upon the number of responses to the RFP. Proposals will be evaluated for completeness and final selection will be made based upon the proposal that is determined to be the most advantageous to the City of Clayton, taking into consideration all information, qualifications, proposals, financial resources, and other information presented. At the conclusion of the selection process, the City will negotiate a development agreement, or other appropriate agreement, with the selected developer.

Key criteria in selecting shall include but is not limited to the following:

- Compliance with Downtown Clayton Master Plan and Streetscape Plan
- Density/Intensity of development
- Use(s)
- Tenant mix
- Required City financial commitment
- On-site parking capacity
- New jobs to the region
- Design
- Sustainable building practices



Ritz-Carlton Hotel

Submission Requirements

Proposals, qualifications and experience should be addressed to:

Gary Carter
Director of Economic Development
City of Clayton
10 North Bemiston Avenue
Clayton, Missouri 63105

All proposals are due Monday, August 3, 2015 at 3 p.m. Central Standard Time. For questions, please contact Gary Carter at (314) 290-8467.

The proposal package must bear the following mark:

“PROPOSALS FOR DEVELOPMENT OF DOWNTOWN CLAYTON”

The proposal package shall include:

1. Five hard copies and one electronic copy on a USB drive.
2. A cover letter including the following information:
 - a. Name, address and phone number of proponent
 - b. Name, address and phone number of anyone authorized to represent proponent
 - c. Name, address, phone number, and email address of a designated contact person for all notices and communications regarding the submittal

Reservations/Stipulations

1. This RFP does not commit the City to award a contract, to defray any costs incurred in the preparation of a response to this request, or to procure or contract for services. All submittals in response to this RFP become the property of the City as public records. All submittals in response to this RFP may be subject to public review, on request.
2. The City reserves the right to reject any or all proposals: to select one or more respondents; to void this RFP and the review process and/or terminate negotiations at any time; to revise any conditions and stipulations contained herein, as convenient or necessary; to negotiate fees, rates and financial arrangements, etc. at the appropriate time; to establish further criteria for selection to; ask proponents to submit additional information or evidence to their qualifications and experience; waive informalities in the submittals; and to negotiate with proponents. Selection is dependent upon the negotiation of mutually acceptable contract(s) with the successful respondents.

3. As the selection process moves forward, the successful remaining developer(s) may be required to pay fees to cover expenses of the city related to the evaluation of the RFP including legal, financial and other related expenses at the sole discretion of the City.
4. By accepting this RFP and/or submitting proposals in response thereto, each proponent agrees for itself, its successors and assigns, to hold the City harmless from and against any and all claims and demands of whatever nature or type, which any such proponent, its representatives, agents, contractors, successors, or assigns may have against any of them as a result of issuing this RFP, revising this RFP, conducting the selection process and subsequent negotiations, making a final recommendation, selecting a proponent or negotiation, or executing an agreement incorporating the commitments of the selection proponent.
5. Proponents shall carefully examine this RFP and shall make all necessary investigations to fully inform themselves as to the local conditions and requirements under which work is to be performed.
6. By submitting proposals, each proponent acknowledges having read this RFP in its entirety and agrees to all terms and conditions set out in this RFP.
7. By submitting proposals, each proponent acknowledges and agrees that the City has the right to make any additional inquiry or investigation it deems appropriate to substantiate or supplement information contained in proponent's proposal and authorizes the release to the City of any and all information sought in such inquiry or investigation.
8. Any misrepresentations or false statements, whether intentional or unintentional, shall be sufficient grounds for the City to remove proponents from consideration at any time.



Enterprise Rent-A-Car Campus



Centente Corporation Headquarters

Additional Information

City of Clayton

www.claytonmo.gov

Clayton Chamber of Commerce

www.claytoncommerce.com

St. Louis County

www.stlouisco.com

State of Missouri

www.mo.gov

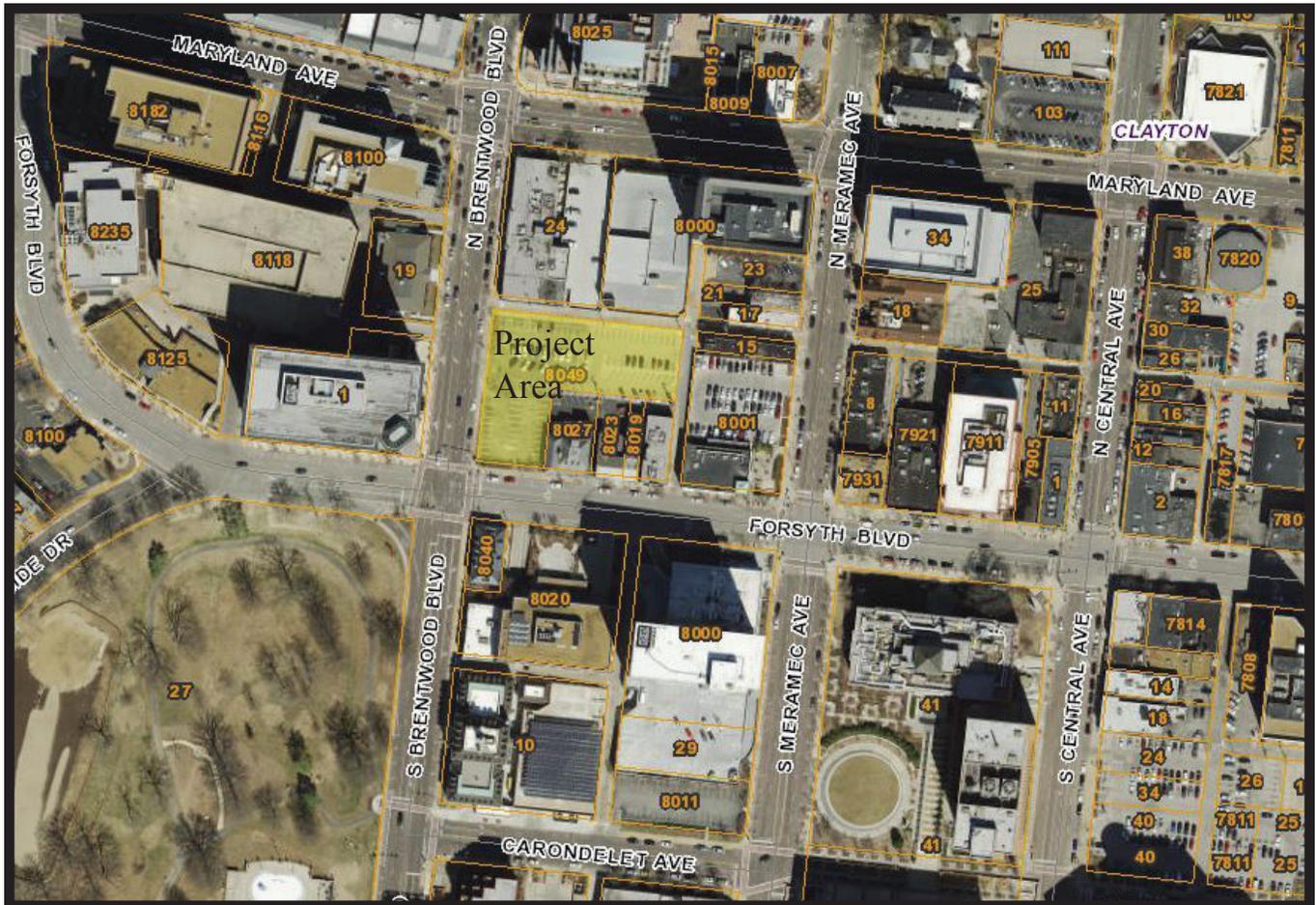


Food Truck Sundays in Shaw Park



St. Louis Art Fair in Downtown Clayton

Request for Proposals



Please Mail Proposals To
Gary Carter
Director of Economic Development
City of Clayton
Clayton, Missouri 63105

Proposals Due
August 3, 2015 3:00 p.m. CST