

ST. LOUIS COUNTY PORT AUTHORITY

REQUEST FOR PROPOSALS

FOR

**A MARKET ANALYSIS & FEASIBILITY STUDY FOR THE
REDEVELOPMENT OF THE FORMER JAMESTOWN MALL SITE
ST. LOUIS COUNTY, MISSOURI**

August 12, 2021

**Proposals Due:
September 13, 2021 by 3:00 pm
St. Louis County Port Authority
John Maupin, Chair
c/o Sandberg Phoenix & Von Gontard, P.C.
120 S. Central Ave., Suite 1600
Clayton, MO 63105
Attn: Andrew C. Ruben, Esq.**

GENERAL

The St. Louis County Port Authority (the “Port”) is seeking proposals from qualified firms to provide a complete, market analysis and feasibility study of all potential redevelopment opportunities for the former Jamestown Mall site. The approximately 140-acre property is located at 175 Jamestown Mall in north St. Louis County, Missouri 63034 (the “Property”). The Property is located at the intersection of N. Lindbergh Blvd (US Highway 67) and Old Jamestown Rd, one mile west of Missouri Route 367. The analysis is intended to assist the Port in identifying opportunities for the adaptive reuse of the Property that are commercially feasible, given the existing market conditions, and aligns with needs/desires of the surrounding community.

The Port is a political subdivision of St. Louis County established under Chapter 68 of the Revised Statutes of Missouri and Chapter 816 of St. Louis County Revised Ordinances and is governed by a seven-member Board of Commissioners. Its primary focus is on promoting economic development.

BACKGROUND

Jamestown Mall was originally developed in 1972 as an enclosed shopping center, with four multi-story anchor stores – Dillard’s, Macy’s, Sears and JC Penney – surrounding a single-story atrium with a number of in-line stores, a food court and a movie theatre. The Mall was permanently closed in 2014 and is currently owned by the Port. A single, approximately 2-acre contiguous parcel is under separate ownership and has been operated as an event space for a funeral home operator. The Property has undergone some limited environmental remediation and extensive salvage of interior and exterior metal components.

The Property has been the subject of prior planning and redevelopment efforts. Previous planning studies for re-positioning the Property include the following:

- Urban Land Institute Advisory Panel Report, September 2009;
- Jamestown Mall Area Plan (May 2011), prepared by Dover, Kohl & Partners; and
- Jamestown Mall Community Engagement Summary Report (January 2018), prepared by Vector Communications.

The Property also has been the subject of two redevelopment RFPs issued by the Port in 2018 and in 2020. No action was taken following the 2018 RFP and a proposal to purchase and redevelop the Property for a light industrial/logistics use with limited retail was withdrawn due to a lack of community support.

In anticipation of future redevelopment, the Port currently plans to solicit bids to conduct environmental remediation, demolition all structures and improvements and subsequent site grading.

SCOPE OF WORK

The Port is seeking a highly targeted and results-oriented assessment of the potential redevelopment of the site. Study findings will include information on the potential mix of land uses the intensity of development, target markets (demographic segments and commercial uses), market absorption rates, projected development timelines, and estimates of development cost for each concept for the Property. Time is of the essence in completing the work.

The tasks anticipated to be performed under the contract shall include, but may not be limited to, those described below.

Task 1: Planning Due Diligence

Review existing plans and Property related documents to provide context and avoid duplication of effort.

The Property has been the subject of significant redevelopment planning and analysis, and it is expected that the selected consultant will leverage existing information to prepare and inform the market analysis and feasibility study and identify any gaps. These documents include the ULI Study, Dover Kohl Plan and the 2018 Community Engagement report. Additional background documents include geotechnical and environmental reports, an appraisal and an ALTA survey. The Port is presently in the process of securing remediation and demolition and grading bids and will share the scope of work and cost estimates with the selected consultant.

Task 2: Market Area(s) Determination Determine and define the market area(s) for all potential use categories. This will entail data collection and geographic presentation regarding potential uses that address the needs and desires of the surrounding community and North County generally as well as providing context for how the redeveloped site fits within the broader County and region. The market area(s) could be substantially similar or different for each type of use. The consultant will provide characteristics and trends that may impact and/or provide context for each use.

Task 3: Site Analysis, Community Amenities and Features

Provide site and surrounding area geographic contextual analysis and proximity to community services.

- Document the nature of existing uses, looking at the general character of the surrounding neighborhoods and properties, as well as planned developments that can be identified.
- Identify zoning characteristics currently, and potential zoning changes associated with the uses, particularly any potential mix of uses, that optimize the success of uses and land value.
- Examine and document all potential synergistic mixed-use scenarios that would add and deepen the value proposition connected with individual uses.
- Examine and document existing transportation infrastructure and any proposed major improvements as they may relate to proposed uses. Examine access and internal traffic management and parking on site related to each of the uses, as well as mixes of uses and associated parking scenarios, particularly with respect to consistency with design standards and code compliance.
- Investigate and document the location and types of public and private support facilities and services currently serving the existing population (i.e., hotels, restaurants, shopping, medical, public transportation, and recreation/leisure/entertainment facilities).
- Identify all existing utilities, including communication utilities, and characterize strengths, weakness and service provision challenges associated with their capacity to service each use.

Task 4: Economic Context and Analysis

Review the economic conditions shaping and affecting the market area(s) within the context of St. Louis County and the larger region and how these conditions impact the market for the proposed uses. This review is anticipated to include, but may not be limited to, the following:

- trends in labor force within the market area(s), the County and the region;
- size and nature of employment and residential and commercial investments currently within the market area(s), the County and the region, and recent growth and/or decline in employment and investments by sector and how they may relate to the uses; and

- major stimuli or disruptions to the economy, both current and expected, as they may relate to the uses.

Task 5: Socio-Economic and Demographic Context and Analysis

Analyze demographic and socio-economic data and trends within the market area(s), placing them in a county-wide and/or regional context, as appropriate, and detail their impact on the proposed uses, including, but not limited to:

- recent trends in population and household growth and current projections of population and household growth over the next 15 years;
- characteristics of the current households, including family type, tenure, age distribution, and household type; and
- current income characteristics of the population within the market area, including income, buying power and disposable income by tenure.

Task 6: Market Area(s) Supply Analysis for each Use.

Research and clearly explain the market area(s) supply for each of the uses to help the Port understand as completely as possible the potential positioning of the Property among current and emerging supply of the same uses and use categories.

Task 7: Market Area(s) Demand Estimate and Analysis for each Use.

Research and clearly explain the market area(s) demand for each of the uses over the next five to ten years using the best available data and employing appropriate survey techniques as may be useful to provide a robust understanding of the demand for the uses. Approaches and data presentation should be aligned with industry-standard reporting for private sector real estate (commercial and residential) demand modeling and may be subject to third party review and analysis before preparation of a final report.

Task 8: Feasibility Outcomes and Conclusions for each Use

Prepare an opinion as to the feasibility of each of the uses and potential mixes of uses in the market area(s) based on the market area(s) supply and demand analyses with a recommendation as to the optimal use of the Property that aligns with the desires of the community. The analysis should consider the following factors, as appropriate, with attendant explanation of how these factors weighed into the analyses and recommendation for the optimal use for the Property:

- Capital investment cost ranges
- Operating cost ranges
- Infrastructure Modifications
- Labor market considerations
- Code / Zoning compliance
- Business risk analysis
- Growth potential
- Anticipated timeline for development
- Regional and National Residential and Commercial Trends

Task 9: Community Engagement and Feedback

Develop and implement a community engagement strategy that provides the opportunity for residents,

businesses, institutions, and local leadership to provide input into the assessment and analysis of needs and potential uses identified for the Property. The strategy should build upon prior planning and engagement efforts but should not be duplicative. It is anticipated that the consultant will present final outcomes and findings in at least two public forums.

Task 10: Progress Meetings

Conduct kick-off and regular meetings with Port staff to secure input and to report progress. It is anticipated that the consultant will also prepare for and participate, in person, if appropriate, in presentations to the Port Board on the study's methodology and outcomes. Virtual presentations may be acceptable or required depending upon public health directives.

DELIVERABLES

All draft and final reports and appendices will be prepared and made available to Port staff in digital, writable file formats compatible with Port software and approved by the Port (Word, Excel, Powerpoint, CAD, etc.), with duplicate versions in read-only format (PDF). All documents will follow consistent formatting and style guidelines. Drafts for Port review will be supplied electronically, and eight (8) bound, hard copies of each document accepted as final versions by Port will be provided by the Consultant.

Consultant will include as deliverables two copies of any large-scale presentation boards prepared for public presentation and accepted as final versions by Port.

PROPOSAL FORMAT

Materials submitted should generally outline the respondent's qualifications with respect to the applicable Scope of Services and specifically respond to the following factors:

1. Experience of Firm. Provide a detailed description to demonstrate the experience of the individual or firm with the applicable Scope of Services or projects of a similar nature. Include the type and number of clients served, as well as the size, scope, and nature of the projects involved. Identify any prior experience working with the Port or similar governmental or quasi-governmental organizations. Specifically identify any projects or conflicts that may impact the Services.
2. Experience/Qualifications of Assigned Professional(s). Provide the qualifications of the key personnel proposed for the engagement. Designate the individual(s) who will have primary responsibility for oversight of the Services. Provide the qualifications of all sub-consultants that would provide any portion of the Services.
3. Availability and Approach. Provide a statement of the firm's availability to provide the Services and a description of the firm's approach to provide the Services. Indicate the firm's ability to begin performance of services quickly upon engagement and authorization to proceed with limited start-up costs or delay.
4. Minority Participation. Provide a description of the firm's approach to minority participation in providing the Services.
5. Timeline. Provide a timeline for completion of the Market Analysis.
6. Proposed Fees/Expenses. Proposals shall clearly state all fees and expenses to be charged for the

performance of the Services:

If based on an hourly rate, provide the hourly rates (with any applicable nonprofit discounted rate) to be charged for each individual who would be assigned to this engagement and a general description of how billable hours will be allocated among key personnel.

Provide an explanation if fees will be calculated on any other basis. Itemize the type of expenses (other than fees) for which your firm would seek reimbursement.

A five percent (5%) proposal discount shall be applied to MBE firms during the evaluation process. The proposal discount shall lower the eligible MBE firm's price proposal but shall not reduce the contract award amount. In order to qualify for the proposal discount, the eligible MBE firm shall include with its proposal a copy of a current MBE certification approval letter issued by a federal, state, or local governmental entity.

SELECTION CRITERIA

Proposals submitted will be reviewed for completeness and qualifications. Selection of a firm will be made on the basis of the following criteria:

1. Qualifications of the firm;
2. Qualifications of the individuals assigned from the firm and of any sub-consultants;
3. Availability and approach to provide the Services;
4. Approach to minority participation;
5. Timeline for completion of the Market Analysis;
6. Cost, after application of any applicable MBE discount, as described above; and
7. Responsiveness of the firm to the RFP categories.

The St. Louis County Port Authority actively encourages submission of proposals from disadvantaged business enterprises and companies owned by minorities, women, immigrants, and veterans. The Port does not discriminate on the basis of race, color, religion, creed, sex, sexual orientation, gender identity, age, ancestry, national origin, disability, or veteran status in consideration of this award. Equal Opportunity Employer.

TERMS AND CONDITIONS

The following terms and conditions apply to all proposals:

1. The Port reserves the right to reject any and all proposals submitted; to select one or more responding parties; to void this RFP and the review process and/or terminate negotiations at any time; to select separate responding parties for various components of the scope of services; and to select a final party/parties from among the proposals received in response to this RFP. Additionally, any and all RFP project elements, requirements and schedules are subject to change and modification. The Port also reserves the unqualified right to modify, suspend, or terminate at its sole discretion any and all aspects of this RFP process, to obtain further information from any

and all responding parties, and to waive any defects as to form or content of the RFP or any responses by any party.

2. This RFP does not commit the Port to award a contract, defray any costs incurred in the preparation of a response to this RFP, or contract for any services. All submitted responses to this RFP become the property of the Port as public records. All proposals may be subject to public review, on request, unless exempted as discussed elsewhere in this RFP.
3. By accepting this RFP and/or submitting a proposal in response thereto, each responding party agrees for itself, its successors and assigns, to hold the Port, the St. Louis Economic Development Partnership and its affiliated entities, St. Louis County, the City of St. Louis, and all of their various agents, commissioners, directors, consultants, attorneys, officers and employees harmless from and against any and all claims and demands of whatever nature or type, which any such responding company, 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 responding party/parties or negotiating or executing an agreement incorporating the commitments of the selected responding party.
4. By submitting responses, each responding party acknowledges having read this RFP in its entirety and agrees to all terms and conditions set out in this RFP.
5. Responses shall be open and valid for a period of ninety (90) days from the due date of this RFP.

SUBMISSION OF PROPOSALS

To be considered, proposals must be received **no later than 3:00 p.m. CDT, September 13, 2021**. Proposals received after the deadline identified above may not be considered.

Questions about this RFP and electronic proposals should be sent by email to Beth Noonan at bnoonan@ced-solutions.com. Hard copy proposals should be submitted as follows:

St. Louis County Port Authority
John Maupin, Chair
c/o Sandberg Phoenix & Von Gontard, P.C.
120 S. Central Ave., Suite 1600
Clayton, MO 63105
Attn: Andrew C. Ruben, Esq.