



City of Lake Wales

Request for Proposal

Redevelopment of Stuart & Wetmore Parking Lot Property (CRA)

RFP NO. 21-480

Cut along border and affix this label to your sealed proposal envelope to identify it as a “Sealed Proposal”. Be sure to include the name of the company submitting the proposal where requested.

<p style="text-align: center;">SEALED PROPOSAL – DO NOT OPEN</p> <p>SEALED RFP NO: 21-480</p> <p>RFP TITLE: Redevelopment of Stuart & Wetmore Parking Lot Property (CRA)</p> <p>DUE DATE/TIME: Friday, January 8, 2021 at 2:00:00 PM prevailing time.</p> <p>SUBMITTED BY: _____ Name of Company</p>

<p style="text-align: center;">DELIVER TO: City of Lake Wales Purchasing Department 201 West Central Avenue Lake Wales, FL 33853</p>
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Please Note: From time to time, addenda may be issued to this Request for Proposal. Any such addenda will be posted on the same website, www.lakewalesfl.gov, from which you obtained this Request for Proposal. Before submitting your proposal, you should check our website to download any addenda that may have been issued.

REQUEST FOR PROPOSAL
RFP #21-480

NOTICE IS HEREBY GIVEN that the City of Lake Wales CRA is accepting sealed proposals for:

Redevelopment of Stuart and Wetmore Parking Lot Property (CRA)

At 2:00:00 P.M., prevailing time, on Friday, January 8, 2021 in the City Commission Chambers at the Municipal Administration Building, 201 Central Ave. W., Lake Wales, Florida, proposals will be opened and read aloud to the public.

One (1) original, four (4) copies and one (1) electronic copy on USB flash drive of all proposals, including all executed documents and needed attachments, shall be placed in a sealed envelope, with the label from page 2 affixed, and delivered prior to the opening deadline, **2:00:00 P.M., prevailing time on Friday, January 8, 2021.**

Intent

The City of Lake Wales CRA is seeking a qualified proposer, through sale or lease/public-private partnership, to redevelop property located at the southeast corner of Stuart Avenue and Wetmore Street (known as the Parking Lot Property). The redevelopment of this property is for the benefit of the Community Redevelopment Area (CRA), and must incorporate the Lake Wales Connected and the CRA Redevelopment Plans.

Responding to the Request for Proposal

All persons and firms wishing to submit proposals must obtain a complete copy of the Request for Proposal and submit all required forms as outlined in the solicitation document with their response. Proposals and related forms can be accessed on the City's website, www.lakewalesfl.gov: Departments: Purchasing, or by contacting Stephanie Edwards via email at sedwards@lakewalesfl.gov.

Faxed or e-mailed responses will not be accepted. Responses may be hand delivered, mailed, or delivered via courier service to the following address:

City of Lake Wales Purchasing Department 201 West Central Avenue Lake Wales, FL 33853
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Street View from Google Maps looking Southeast at the site



Street View from Google Maps looking Southwest at the site

To accomplish the below project goals, the CRA will consider the sale of these parcels to a qualified purchaser. The CRA will also consider a lease or similar type of arrangement as part of a Public Private Partnership. As part of any agreement, the CRA will reserve the right to retain the property if development does not occur within a certain time frame.

Project Goals

The development of this parcel is expected to catalyze redevelopment, beautification, and provide for multi-family residential, retail, and office uses within Downtown. The proposed project should be attractive, stimulate additional development activity, provide opportunities to live and work, and substantially add to the improvement of Downtown.

The City of Lake Wales CRA has identified goals it is targeting through the redevelopment process for the subject property. These goals will provide a general framework for evaluating proposals. The following are expressed goals of the CRA (presented in no particular order):

- Enhance tax base
- Pursue smart growth development pattern
- Pursue development consistent with realistic market opportunities
- Create development opportunities that are attractive to conventional and/or innovative developers
- Support a reasonable and identifiable path to redevelopment of subject site in the next 2 to 4 years
- Keep process transparent to avoid the appearance of special interest conflicts
- Seek high standards and best utilization of public assets
- Pursue economically and environmentally sound, sustainable developments
- Respect and involve local stakeholder interests in design, construction, investing and utilization of site
- Promote a live, work and play environment in Downtown
- Implement the community vision for quality design and an active, mixed-use Downtown described in the Lake Wales Connected plan
- Build a relationship with the City and the CRA which will extend beyond the current proposed project

Intent

It is anticipated that the Proposer will be an experienced developer with a proven track record of successful projects relevant to this RFP and the Proposer will be required to enter into a binding development agreement with the CRA. The Proposer will agree upon terms and conditions of the selected development proposal including the establishment of a Public and Private Partnership, a development schedule under which the project will be completed and will be capable of immediately developing the Property.

It is expected that site development will commence within one year of obtaining the property or entering into an agreement from the CRA, and that building permitting will start within 18 months of property acquisition. If these timelines are not met, then the CRA reserves the right to have the property revert back to CRA ownership.

Pricing

The CRA will consider a lease of the Property. The CRA prefers a market-rate offer for purchase of the Property. The Polk County Property Appraiser's Office has assigned a Just Market Value of \$31,362 for the property. Just Market Value is typically 85% to 90% of the actual market value. However, at the CRA's sole discretion, the price could be negotiated based upon the overall development proposal and the economic benefit. This includes the projected performance of a project to achieve CRA objectives such as the promotion of residential development in the Downtown, and permanent job creation.

Lake Wales Connected

The City of Lake Wales CRA's goal is to eliminate slum and blight. To accomplish this task, the City recently adopted "Lake Wales Connected", a plan for the redevelopment of Lake Wales. "Lake Wales Connected" is a strategy for revitalization of Lake Wales' historic Downtown and one of its most important close-in neighborhoods. Together, the Downtown and Northwest Redevelopment Area comprise the "Core of Lake Wales." The core neighborhoods are meant to be inspiring, beautiful places. The essential tasks of the Lake Wales Connected Plan are to repopulate the core area neighborhoods, re-inhabit vacant buildings, and fill area streets with activity.

A key component of Lake Wales Connected is the Downtown Revitalization Plan, which covers the subject property. Included with this RFP are excerpts from the Plan that describe the intent for redevelopment in Downtown and Stuart Avenue in more detail.

The CRA-owned Parking Lot Property, while shown in the Illustrative Plan as a potential open space, is ideal for a mix of uses that further Plan goals such as retail, office, mixed use and/or live work spaces with retail/office on first floor and residential above. The CRA is open for other ideas and concepts subject to consistency with the Plan.

Currently, the subject property is used as a public parking lot. Limited parking occurs on the site, primarily to support the existing businesses along Central Avenue. Any redevelopment of this site should allow for some limited public parking in support of these uses.

To review a copy of the Lake Wales Connected Plan, please visit:

<https://www.doverkohl.com/lakewales->

The CRA also has a Redevelopment Plan that was adopted in 2018. This plan is available for review on the City's website (please see link below):

<https://www.cityoflakewales.com/DocumentCenter/View/2620/Lake-Wales-CRA-plan-Update-052318>

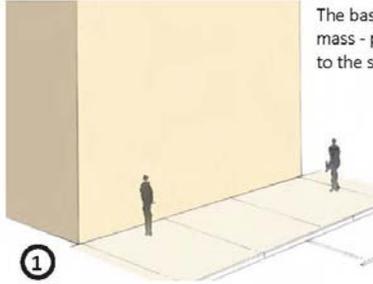
Architectural and Urban Design Considerations

The project should include quality architectural and urban design standards that enhance Downtown. Project designs must respect the criteria outlined in the Lake Wales Connected Plan, such as Building and Sidewalk Design, Stuart Avenue Design (with cross-sections), and Alley utilization.

Examples of these requirements, as applied to this property, are shown in this RFP (please see attachment). The attachment contains two versions of an ideal project design. However, the CRA is open to other concepts, subject to consistency with Lake Wales Connected.

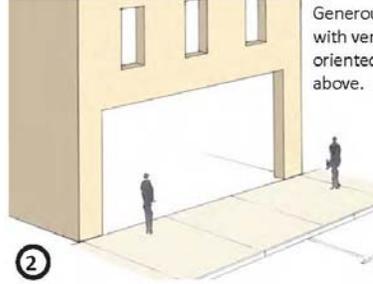
The illustrated concepts for the Stuart Avenue street design are for the portion of Stuart Avenue, east of 1st Street. However, the proposed ideas for on-street parking, street trees, and sidewalks will extend west to Wetmore Street, adjusted to fit existing dimensions.

The Basic Components of Good Storefront Buildings



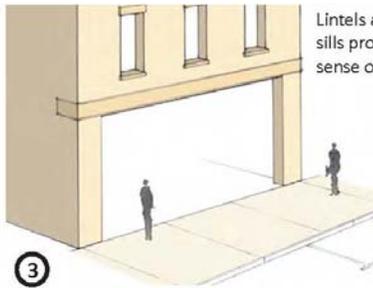
The basic building mass - placed close to the street.

①



Generous shopfront with vertically-oriented windows above.

②



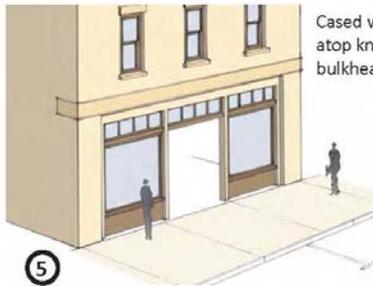
Lintels and window sills providing a sense of structure.

③



Columns sub-divide the shopfront opening and transoms to help achieve well-proportioned shopfront windows.

④



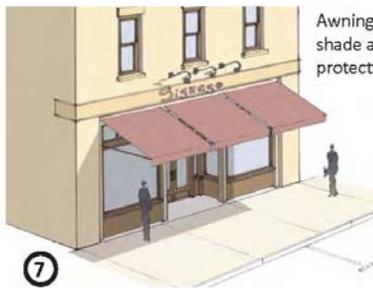
Cased windows sit atop knee-height bulkheads.

⑤



Pedestrian-oriented entrance, signage and lighting enhance the walkable experience.

⑥



Awnings provide shade and rain protection.

⑦



A gallery provides a second floor terrace.

⑧

Sidewalk Design Guide

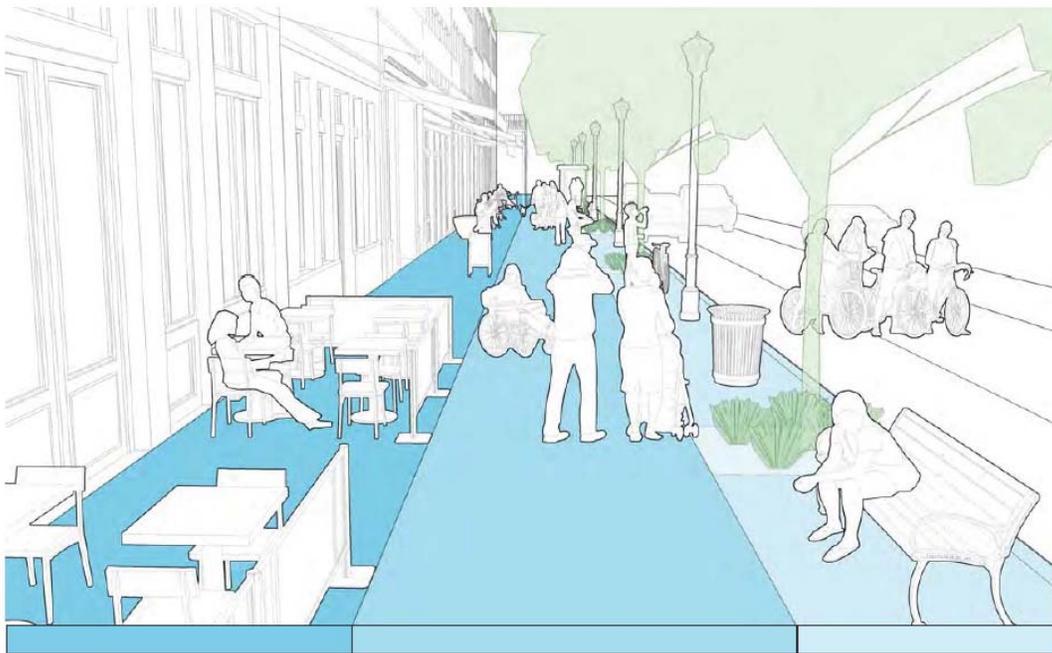
Design for People

In the Core of Lake Wales, streets should be designed for people. A special focus should be placed on the design of sidewalks, both as a space for travel and as a place for social and economic activity.

Sidewalks in the Core of Lake Wales can be divided into three primary functional zones: the Frontage Zone; the Clear Path; and the Furnishing/Landscape Zone. The purpose of each zone remains the same across the entire area, but the actual design and dimensions will vary depending on the unique character of each street and block. This design guideline should be applied to Park Avenue and other Downtown streets.

"The design of cities begins with the design of streets. To make a good city, you need good streets, and that means streets where people want to be."

- John Massengale
Street Design: The Secret to Great Cities & Towns



Frontage Zone

This is the space between the building façade or property line and the clear path. This space supplements the buildings' activities and provides a buffer between pedestrians, building appurtenances, and opening doors. It is the location for seating, signs, retail displays, and landscaping.

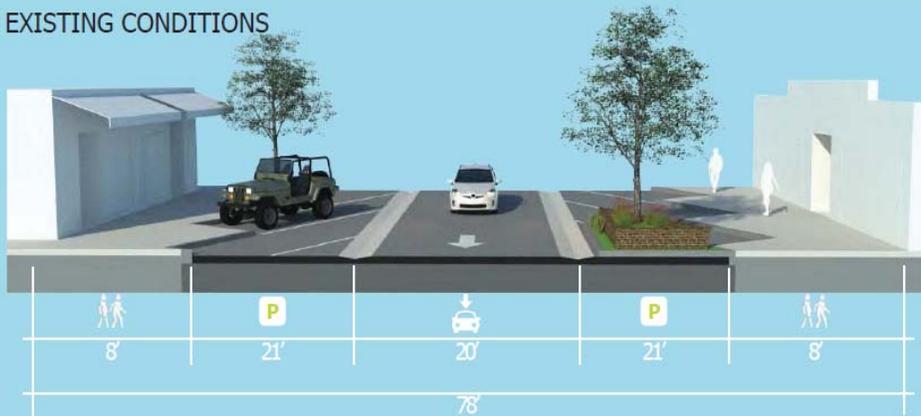
Clear Path

This is the portion of the sidewalk dedicated to pedestrian travel. It must be accessible and free of physical obstructions to allow for the movement of people. It should be well-lit and functional.

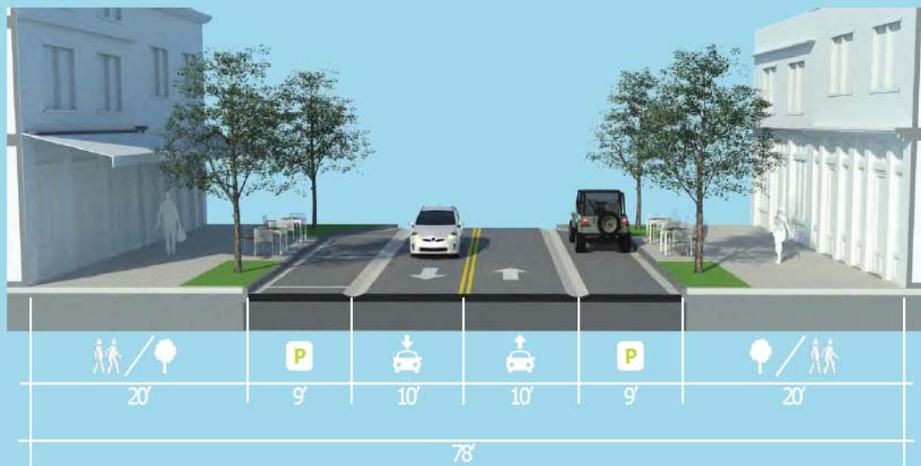
Furnishing/Landscape Zone

This space serves many functions, varying greatly depending on the type of street. Its primary purpose is to separate the clear path from motorists and provide a location for street furniture and utilities. These may include street trees, benches, storm water elements, lighting, transit stops, bike racks, and signage, to name a few.

EXISTING CONDITIONS



PROPOSED



Stuart Avenue

Existing: Stuart Avenue is a one-way street that has angled parking on both sides. This street serves as one of Downtown’s primary retail and business streets, with a design that prioritizes parking.

Proposed: Similar to the approach for Park Avenue, the proposed design converts the street into a two-way street and adding parallel on-street parking on both sides. Changing angled parking to parallel parking creates wide planting areas that allow for healthier landscape environments and wider pedestrian sidewalks. Breaks in the planting areas create additional space for outdoor dining and seating.

Design and construction techniques should be environmentally sensitive. Green Solutions are encouraged. The Proposer must include a narrative explaining any creative and innovative design solutions for “green building” and sustainability.

Land Use and Zoning Information

The subject parcel is in the DD – Downtown District Comprehensive Plan Future Land Use category and zoned C-1 Downtown Commercial.

DD - Downtown

The primary function of the Downtown District (DD) classification is to maintain the historic or traditional central business district as a vital and focal point of the city through continued enhancement of its accessibility, appearance, preservation, utilization, and facilities.

Typical uses/intensity: Financial institutions, specialty shops, restaurants, government buildings.

The DD area is intended to be a walking district with a mix of traditional downtown uses and residential. Maximum FAR of 4.0. Residential uses shall not exceed 50% of the DD area.

Development criteria: Development must be consistent with the historic and aesthetic character of the area. Mixed commercial/residential use of structures is permitted up to 12 dwelling units per gross acre. On-street parking shall be retained where possible. Creative use of existing structures is preferred over new construction. Development shall be in accord with the CRA Redevelopment Plan.

Location criteria: Existing central business districts and immediately surrounding areas.

NOTE: As of this date, the Lake Wales Comprehensive Plan is in the process of being amended to allow for a maximum residential density of 75 units per acre in the Downtown District. A Special Approval from the City Commission would allow this maximum density.

C-1 Zoning District

Information regarding permitted uses can be found in Table 23-421 of the Lake Wales Land Development Regulations.

Specific Submittal Format

Sections 1-7 shall be included in the Proposer’s submittal and shall appear “tabbed” accordingly:

I. General Information: Development Plan and Project Schedule “TAB 1”:

All responses must include general information and a development plan for the Property, which includes the following, at a minimum:

- a. Formal cover letter stating Proposer’s name and members and the Proposer’s general interest in the project.
- b. Identification of Proposer’s Principal who is authorized to interact or negotiate with the CRA or its representative. Principal’s contact name, mailing address, email address, and direct telephone number should be included.

- c. A general description of the firm and/or development team. Explain the legal organization of the firm and/or team. If a joint venture, provide a statement identifying each company and its principals that would participate financially in the proposed development and the nature and extent, or percentage, of each company or principal's interest, or contemplated interest in the development group at the time of submission.
- d. If readily available, please provide a list of professionals (Architect, Engineer, General Contractor, etc.) and applicable licenses held by the firm/team and the key personnel who will be assigned to this project. Provide the license number and explain if held by an individual or firm. Professionals must be registered and/or licensed to perform work in the State of Florida.
- e. A description of the proposed use(s) including number of residential dwelling units and/or square footage of non-residential uses, if applicable;
- f. A projected timeline for the development plan including obtaining necessary permits, commencement of construction, and completion. The CRA anticipates that the project will start building permitting within 18 months following the date of property closing/agreement;
- g. An outline for the creation and implementation of a Public Private Partnership (if proposed).

2. Experience and Qualifications Firm/Team "TAB 2":

- a. Provide a summary of the names and qualifications of the Proposer's Team and the person or persons who would be directly responsible for supervising the planning, design and construction, especially with regards to their prior experience over the past ten (10) years in accomplishing development projects of similar type.

3. Financial Benefit Analysis of the Project "TAB 3":

- a. Describe the overall economic benefits that will result from the purchase and subsequent redevelopment of the Property by your firm/team. This should include, at a minimum:
 - 1. The purchase price being offered or the proposed Public/Private Partnership arrangement.
- b. Describe any residential units proposed, if applicable, including proposed price range for sales or rental rates along with the anticipated demographic profile, disposable income, and spending habits of the tenants/owners. Special consideration will be given to a project that positively affects the redevelopment of Downtown, and the overall Core of Lake Wales financially as well as aesthetically.

4. Consistency of Project with RFP Goals "TAB 4":

- a. Describe how your project is consistent with and will advance City established/stated goals and objectives related to the Lake Wales Connected plan and the CRA Plan as outlined in this RFP.

5. **Organization and Financial Resources “TAB 5”:**

As part of the evaluation process, the City has the responsibility of taking into account the size and complexity of the project under construction and be assured that the firm/team has the organizational and financial resources required to successfully deliver the contemplated project. Please provide any information that demonstrates that a proposer meets these criteria.

6. **Firm Location “TAB 6”:**

Please provide a signed and notarized affidavit stating that the principal place of business, headquarters or other place of business has been located for more than one (1) year within the boundaries of Polk County, Florida. This affidavit is required for evaluation points to be awarded.

7. **Required Documentation “TAB 7”:**

All attachments required by this RFP document shall be fully executed by the Proposer. Failure to do so may disqualify your proposal as “non-responsive”.

Evaluation Criteria and Tentative Timeline:

EVALUATION CRITERIA	
Category	Points
1. General Information: Development Plan and Project Schedule	0-20
2. Experience and Qualifications of Firm/Team	0-10
3. Financial Benefit Analysis of the Project	0-20
4. Consistency of Project with RFP Goals	0-25
5. Organizational and Financial Resources	0-20
6. Firm Location	0-5
Total Points	0-100

TENTATIVE TIMELINE	
RFP Released to General Public	Monday, November 16, 2020
Pre-Bid Meeting (Optional)	Monday, December 7, 2020 @ 2:00PM in City of Lake Wales Commission Chamber
Cut-off for questions to be answered via addendum	December 16, 2020 by 5pm
Addendum Issued (if applicable) on website	No later than 5:00PM December 18, 2020
Proposal Opening	Friday, January 8, 2021 @ 2:00 PM
Evaluation & Selection Committee Meeting/Shortlisting	Friday, January 15, 2021 @ 2:00 PM
Presentations (if applicable)	Week January 18-22, 2021
Selection Committee Final Ranking	Week January 25-29, 2021
CRA Board Consideration on Contract Award	February 9, 2021 @ 6:00 PM

Cost Summary

The CRA will consider a lease of the Property. The CRA prefers a market-rate offer for purchase of the Property. However, at the CRA's sole discretion, the price could be negotiated based upon the overall development proposal and the economic benefit. This includes the projected performance of a project to achieve CRA objectives such as permanent job creation.

Proposed Purchase Price: _____
(Not applicable if Lease/Public Private Partnership Proposed)

Lease/Public Private Partnership

PROPOSAL AND ADDENDUM ACKNOWLEDGMENT

Receipt of Addenda Acknowledgement

Proposer shall acknowledge below the receipt of any and all Addenda, if any, to the Plans and Specifications, listing the Addenda by number and date.

Addendum No.: _____ Date: _____ Signature: _____

Proposal Acknowledgement

This acknowledgment shall be signed, in blue ink, by a corporate officer, partner, or proprietor:

I certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a proposal for the same construction, service, or material and is in all respects fair and without collusion or fraud. I agree to adhere to all conditions of this proposal and certify that I have read and understand the solicitation documents in their entirety. I have completed and submitted all proposal submittals and I am authorized to sign this proposal for the Proposer.

Authorized Signature

Date

Name of Authorized Person: _____

Title / Position of Authorized Person: _____

**SIGNATURE ACKNOWLEDGEMENT
(SUBMITTAL PAGE)**

To The City of Lake Wales CRA:

Date: _____

I certify that this proposal is made without prior understanding, agreement or connection with any corporation, firm or person submitting a proposal for the same construction, service or material and is in all respects fair and without collusion or fraud. I agree to abide by all conditions of this proposal and certify that I have read and understand the proposal documents. I have completed and submitted all proposal submittal forms, and I am authorized to sign this proposal for the proposer. In submitting a proposal to the CRA, the proposer offers and agrees that if the proposal is accepted, the proposer will convey, sell, assign or transfer to the CRA all rights, titles and interests in and to all causes of action it may now or hereafter acquire under the Anti-Trust Laws of the United States and the State of Florida for price fixing relating to the particular commodities or services purchased or acquired by the CRA. At the CRA's discretion, such assignment shall be made and become effective at the time the CRA tenders final payment to the proposer.

VENDOR NAME

AUTHORIZED SIGNATURE (MANUAL)

MAILING ADDRESS

NAME (TYPED OR PRINTED)

CITY, STATE AND ZIP CODE

TITLE (TYPED OR PRINTED)

(AREA CODE) TELEPHONE NUMBER

TOLL FREE NUMBER

(AREA CODE) FAX NUMBER

E-MAIL ADDRESS

Any other Government Agency may use this proposal. [] YES [] NO [] N/A

A City check will be accepted as method of payment. [] YES [] NO

NOTE: If Proposer checks "yes" above, Proposer agrees that the CRA will use a City check for the payment of any and all invoices submitted as a result of the performance of this proposal.

**NON-COLLUSION AFFIDAVIT OF PRIME PROPOSER
(SUBMITTAL PAGE)**

State of _____

County of _____

_____, Being first
Duly sworn, deposes and says that:

1. he/she is _____ of _____, the Proposer that has submitted the attached Proposal;
2. he/she is fully informed respecting the preparation and contents of the attached Proposal and of all pertinent circumstances respecting such Proposal;
3. Such Proposal is genuine and is not a collusive or sham Proposal;
4. Neither the said Proposers nor any of its elected and appointed officials, partners, owners, agents, representatives, employees or parties in interest, including this affiliate has in any way colluded, conspired, connived or agreed, directly or indirectly, with any other Proposer, firm or person to submit a collusive or sham Proposal in connection with such Contract or has in any manner, directly or indirectly, sought by agreement or collusion of communication or conference with any other Proposer, firm or person to fix the price or prices in the attached proposal of any other Proposer, or to fix any overhead, profit or cost element of the Proposal Price or the Proposal Price of any other Proposer, or to secure through any collusion, conspiracy, connivance or unlawful agreement any advantage against the CRA or any person interested in the proposed Contract; and
5. The price or prices quoted in the attached Proposals are fair and proper and are not tainted by any collusion, conspiracy, connivance or unlawful agreement on the part of the Proposer or any of its agents, representatives, owners, employees or parties in interest, including this affiliate.

Signed: _____

Title: _____

Subscribed and sworn to before me this _____ day of _____, 20_____

(Title)

My Commission Expires: _____

ATTACHMENT – STUART WETMORE SITE