



City of Lake Wales

Request for Proposal

*CRA Property at 39 Lincoln Avenue*

*RFP NO. 22-505*

**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.**

**SEALED PROPOSAL – DO NOT OPEN**

SEALED RFP NO: 22-505

RFP TITLE: Redevelopment of 39 Lincoln Avenue W

DUE DATE/TIME: Wednesday, February 16, 2022 at 2:00:00 PM  
prevailing time.

SUBMITTED BY: \_\_\_\_\_  
Name of Company

DELIVER TO:  
City of Lake Wales  
Purchasing Department  
201 West Central Avenue  
Lake Wales, FL 33853

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](http://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 #22-505**

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

**Redevelopment of the CRA Property at 39 Lincoln Ave W**

**At 2:00:00 P.M., prevailing time, on Wednesday, February 16, 2022** in the City Commission Chambers at the Municipal Administration Building, 201 Central Ave. W., Lake Wales, Florida, and 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, **2:0:00 P.M., prevailing time on Wednesday, February 16, 2022.**

**Intent**

The City of Lake Wales is seeking a qualified proposer to, through sale or lease/public-private partnership, redevelop certain parcels on Lincoln Ave for the benefit of the Community Redevelopment Area (CRA), and incorporating 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](http://www.lakewalesfl.gov): Departments: Purchasing, or by contacting Stephanie Edwards via email at [sedwards@lakewalesfl.gov](mailto: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
--

## Summary

### RFP for Purchase or Lease of CRA Owned Property at 39 Lincoln Ave W

The City of Lake Wales CRA is open to hearing development proposals for one parcel located at 39 Lincoln Ave W identified as follows:

Lot 1– is identified as Polk County Parcel Number 27-29-35-879000-001010, located in Block 1 of the Lake Wales Land Company subdivision, as recorded in Plat Bk 5, Page 11 of the public records of Polk County Florida (shaded area).



Property Appraiser Aerial Photo

To accomplish this goal, the CRA will consider the sale of these parcels to a qualified purchaser. 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 these parcels are expected to catalyze redevelopment, beautification, and provide for retail, office, and housing within the Northwest Neighborhood. The proposed project should be attractive, stimulate additional development activity, and provide opportunities to live and work, and substantially add to the improvement of the Lincoln Avenue Business District.

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
- 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 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.

## **Lake Wales Connected**

The City of Lake Wales Community Redevelopment Agency's (CRA) 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.

Included with this RFP are excerpts from the Plan that describe the intent for Lincoln Avenue in more detail. The CRA-owned properties on Lincoln Avenue are ideal for retail commercial, office, mixed use, and/or live work spaces with retail on first floor and residential above. The CRA is open for ideas and concepts subject to consistency with the Lake Wales Connected Plan (The "Plan").

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.lakewalesfl.gov/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 the Northwest community. Project designs must respect the criteria outlined in the Lake Wales Connected Plan, and shown in this RFP. The intent of the illustrations is to show the intended design concept for this property. Furthermore, every eligible proposal should submit a concept similar to the illustration below, addressing the City's desire for a bungalow style restaurant, outdoor seating, and parking on the Southside of the building.



Sample Restaurants:

Red Door – Lakeland, FL



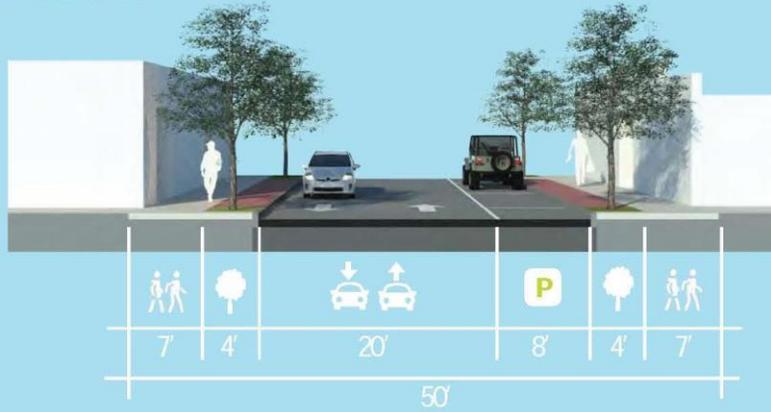
Graze – Tomball, TX



Southern Fresh – Safety Harbor, FL



EXISTING CONDITIONS



PROPOSED



## Lincoln Avenue

**Existing:** Lincoln Avenue has recently been upgraded with sidewalks and pedestrian-scaled lights. There is on-street parking on one side. Existing trees are in 4' wide tree wells.

**Proposed:** To encourage growth of larger canopy trees, the tree planting wells can be widened. On the north side of the street, landscaped bulb-outs can alternate with on-street parking spaces to accommodate wide planting areas, and a widened sidewalk as well.

## The New Main Street Buildings

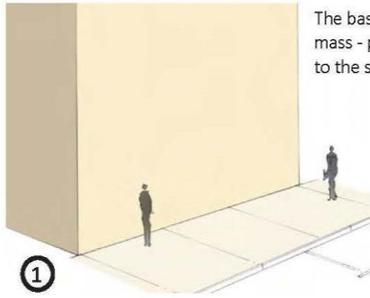
The first goal should be to re-inhabit the buildings that already exist in the Core. Then, underutilized properties and “lost spaces” such as surface parking lots should be evaluated; many will be good development sites as revitalization picks up momentum. Because the priority is to add to—not to destroy—the Downtown fabric to find places to build as growth returns, small scale infill buildings on these lost spaces will be a prime opportunity to add new buildings that fit with the historic character. Once confidence and development interest grows even more, eventually owners of existing, obsolete single-story buildings will start to view their properties as redevelopment sites, too.

The infill buildings are a great chance to showcase the Core’s renewed commitment to design. Parking lots along Lincoln Avenue are well suited to small-scale, incremental development. Once small buildings are added, the Avenue will be faced with doors, windows and storefronts instead of blank walls and parked cars. With new mixed use buildings on Lincoln Avenue, great care should be given to the architectural components that make for a good building-to-street relationship that encourages pedestrians and improves sales per square foot. (See facing page.)



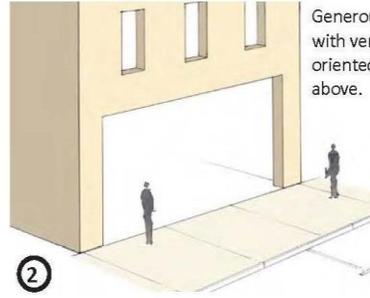
Left: A new Main Street Building on Lincoln Avenue.

## The Basic Components of Good Storefront Buildings



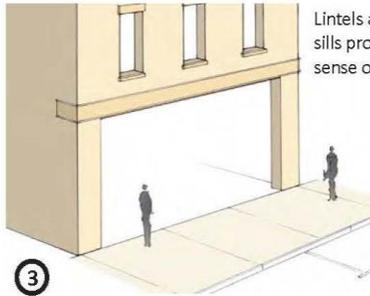
The basic building mass - placed close to the street.

①



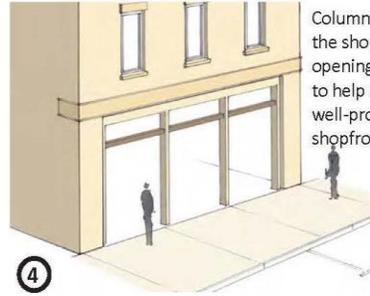
Generous shopfront with vertically-oriented windows above.

②



Lintels and window sills providing a sense of structure.

③



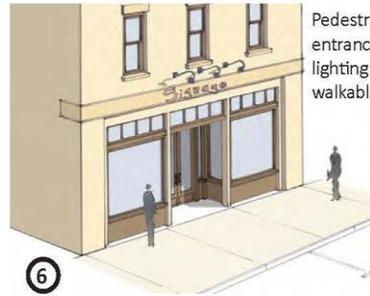
Columns sub-divide the shopfront opening and transoms to help achieve well-proportioned shopfront windows.

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

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**

CRA property at 39 Lincoln Avenue is located in the DD – Downtown land use category and zoned C-1 Downtown Commercial District.

### **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 25 dwelling units per gross acre. Residential densities of up to 75 dwelling units per gross acre may be allowed with special approval. 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.

### **C-1, Zoning Districts**

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. The intent of this request is not to require a proposer to assemble a project team solely for the purpose of answering this question. However, if the information is readily available, then please provide.

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;

**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.

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.

**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 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/Local Preference “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. Special consideration will be given to a local business/resident located within the greater Lake Wales area.

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/Local Preference	0-5
<b>Total Points</b>	<b>0-100</b>

TENTATIVE TIMELINE	
RFP Released to General Public	Wednesday, February 2, 2022
Cut-off for questions to be answered via addendum	February 9, 2022 @3P.M.
Addendum Issued (if applicable) on website	February 9, 2022
Proposal Opening	February 16, 2022 @2P.M.
Evaluation & Selection Committee Meeting/Shortlisting	Week of February 21-25, 2022
Presentations (if applicable)	Week of February 21-25, 2022
Selection Committee Final Ranking	Week of February 21-25, 2022
CRA Board Consideration on Contract Award	March 8, 2022 @3P.M.

## 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: \_\_\_\_\_