

CITY OF TUPELO, MISSISSIPPI

REQUEST FOR PROPOSALS

RFP. No. MUD22-01

FOR THE DEVELOPMENT OF CITY OWNED PROPERTY

ISSUE DATE: October 5, 2022

CLOSING LOCATION

City of Tupelo
71 East Troy Street
Tupelo, MS 38804

PROPOSAL COORDINATOR

Neal McCoy, Tupelo Convention and Visitors Bureau
P.O Drawer 47, Tupelo, MS 38802
662-841-6521, nmccoy@tupelo.net

CLOSING DATE AND TIME

Proposals must be received by 5:00 p.m., November 28, 2022

The advertising period shall be October 5 & 12, 2022. A pre-submittal conference will be held at Tupelo City Hall, 71 East Troy Street at 2:00pm on October 24, 2022. Proposals will be received no later than 5:00p.m. November 28, 2022. Proposals will be opened at 9:00am on November 29, 2022.

1. Purpose

The City of Tupelo is requesting proposals for the purchase and development of City-owned property located at 406 South Broadway Street and 418 South Spring Street and an area immediately south of the Spring Street property. A private sector developer is sought to rehabilitate and develop the property as a pedestrian oriented, mixed use, retail and entertainment hub for the south end of the historic downtown district. The development of the property must meet the City's building and development codes and will also be subject to review by the Downtown Main Street Design Review Committee.

This RFP contains a description of the property, an overview of the City's objectives and criteria for selection of a proposal.

2. Property

The proposed development location, also known as the "Gravlee" site, includes 406 South Broadway, Parcel 089P-31-113-00 (0.577273 acres) which has been cleared of the condemned structure by the City of Tupelo; 418 Spring Street, Parcel 089P-31-111-00 (0.421638 acres) which includes an existing structure; and Parcel 089P-31-110-00 (0.36555 acres). Off street parking to be included in the proposed development is being negotiated from the existing lot at 213 South Broadway, Parcel 089P-31-112-00. Cumulatively, the development occupies approximately 1 acre.

The history of this location as a historic hub for industrial growth and subsequent development of the current downtown arts and entertainment district is significant to the community. This provides an opportunity to incorporate the unique historical context and industrial character of the property into the development, helping to integrate the existing character of downtown Main Street into its southern parcels and the bordering the historic community.

This property has previously contained a weigh scale servicing the historic Tupelo Cotton Mill, the Gravlee Lumber Company, and the Gardner-Watson Ice Plant, all of which provided significant industry and development to the City of Tupelo. The Mill Village Historic District is a residential community adjacent to the property which is on the National Register of Historic Places due to its previous role as the primary residence of Tupelo Garment Company employees. The Tupelo Historic Preservation Commission provides extensive design review of new developments in Mill Village, a burgeoning artist community.

Broadway Street, which divides the property, terminates at the Burlington Northern Santa Fe Rail Line which runs near the southern boundary of the property. The section of Broadway south of Clark Street would ideally be closed to vehicular access to allow a pedestrian only area to service the development with the use of temporary or removable bollards.

The property is located in a Mixed-Use Downtown District (MUD). The objective of the MUD is to maintain and improve the vibrant downtown area as an environment that has employment and shopping opportunities, a range of housing types and parks, lodging, open space and civic uses. Due to the varying character and land uses that exist in the MUD district, the City of Tupelo has Downtown Overlay Zones that have additional standards. These overlay zones are intended to ensure that new development is compatible with the existing architectural pattern.

The property's location on the southern end of the designated Mixed Use Downtown zone provides an opportunity for growth and expansion of the downtown's thriving art, entertainment, and food culture with pedestrian connectivity to residential, recreational, retail, and service establishments.

3. Redevelopment Goals and Strategies

The City of Tupelo and the Downtown Tupelo Main Street Association has had a long steadfast vision and action plan for the Main Street corridor. That vision has paid off with a high occupancy rate in property along Main Street and it is now time to give attention to an area of Downtown Tupelo that could connect downtown to the Historic Mill Village neighborhood while creating a pedestrian friendly retail and restaurant area. Creating a pedestrian friendly area that encourages outdoor gatherings will increase nightlife and hopefully draw more citizens and visitors to the downtown area with an emphasis on after 5 p.m. and weekend hours.

4. Criteria for the property

The proposed use of the property must be for retail, entertainment, and/or restaurant establishments which service customers after traditional work hours. The design must be compatible to the downtown overlay district and keep a comparable architecture design to existing buildings or neighboring buildings.

Due diligence relative to the property's southern boundary railroad right of way must be provided. Further information for investigation related to this matter may be provided by contacting the Project Manager or during pre-submittal conference.

5. Incentives

The City of Tupelo has acquired the property and cleared condemned structures. Further participation with infrastructure, street scape, or landscaping may be available depending on the proposed project and needs assessment. Public participation in the development may or may not include, and is not limited to, tax abatement, underground utilities, waste disposal, street improvements, and/or rail road buffering and quiet zone improvements.

6. Selection

Proposals for the purchase and development of the property will be evaluated according to the following criteria, using a point system for each item:

- a. The proposer’s qualifications, represented by previous experience, proven sustainability of prior work, references supporting previous experience
Up to 20 points
- b. The proposer’s private investment, demonstrated in capacity to finance, build, market and manage the project evidenced by the number and value of previous projects and percent capital contribution.
Up to 15 points
- c. The quality, feasibility and sustainability of the project plan, including site layout, the estimated gross sales, construction details of structures, amenities and infrastructure proposed.
Up to 20 points
- d. The marketing plan, identifying the primary target market for potential businesses and their customer base.
Up to 10 points
- e. The anticipated contribution to the City’s development objectives as identified in item 3 of this proposal.
Up to 20 points
- f. The anticipated need for additional direct or indirect public costs such as utility, streetscape, or landscape.
Up to 15 points

7. General Terms and Conditions

Proprietary or confidential information: The proposer is asked for any restrictions on the use of information included in their responses, and told that proprietary information will be handled in accordance with applicable law, regulations and policy of the City of Tupelo. All proprietary or confidential information must be clearly marked as such.

Background Check: The City reserves the right to conduct a background inquiry of each proposer which may include the collection of appropriate criminal history information, contractual business associates and practices, employment histories and reputation in the business community. By submitting qualifications to the City, the developer consents to such an inquiry and agrees to make available to the City such books and records as the City deems necessary to conduct the inquiry. The City reserves the right to reject any proposal if the evidence submitted by or investigation of the proposer fails to satisfy the City that the proposer is properly qualified to carry out the obligations of a development contract.

Rights Reserved by the City: The City reserves the right to amend its evaluation criteria and to utilize, as needed, an independent review team. The City reserves the right to reject any or all submittals, to evaluate the qualifications submitted, or to request additional information. The City may also, at its option, interview developers as part of this selection process. However, selection may take place without such interviews. Therefore, proposals should be complete as submitted.

Development Review and Agreement Required: The approved project will be required to complete the approval process for a commercial development, including a development agreement with financial security for project completion. The agreement will specify the time schedule for construction of infrastructure and businesses and will include buyback provisions and other

enforcement measures. This development agreement will be subject to the approval of the City of Tupelo City Council along with any conditions and subject to the Mandatory Addendum to City of Tupelo Contracts.

8. Submittal Requirements

Proposals submitted in response to this RFP must include:

1. A letter of interest in the project which includes a purchase offer and an identified use;
2. A visual presentation of the proposed use with site details and building information;
3. A list of previously completed projects comparable in size and scope;
4. A statement of the proposer's capacity to finance the purchase and development of the property;
5. A preliminary project proposal including a timeline for proposed activity, preliminary engineering or development plan, and statement of readiness and ability to proceed on the project within a reasonable time schedule, including a proposed start date.

Proposals will be accepted and evaluated on a first-come, first-served basis. An information session for prospective proposers will be scheduled to review the city's goals for the project and proposed Memorandum of Agreement or Memorandum of Understanding between the developer and the City.