



REQUEST FOR PROPOSALS *TO*
PURCHASE & REDEVELOP PROPERTY *AT*
20 FEDERAL PLACE *IN THE*
CITY OF YOUNGSTOWN, OHIO



ISSUED BY: THE CITY OF YOUNGSTOWN, OHIO
ISSUED: THURSDAY, APRIL 01, 2021
RESPONSE DEADLINE: TUESDAY, JUNE 01, 2021

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1. Introduction

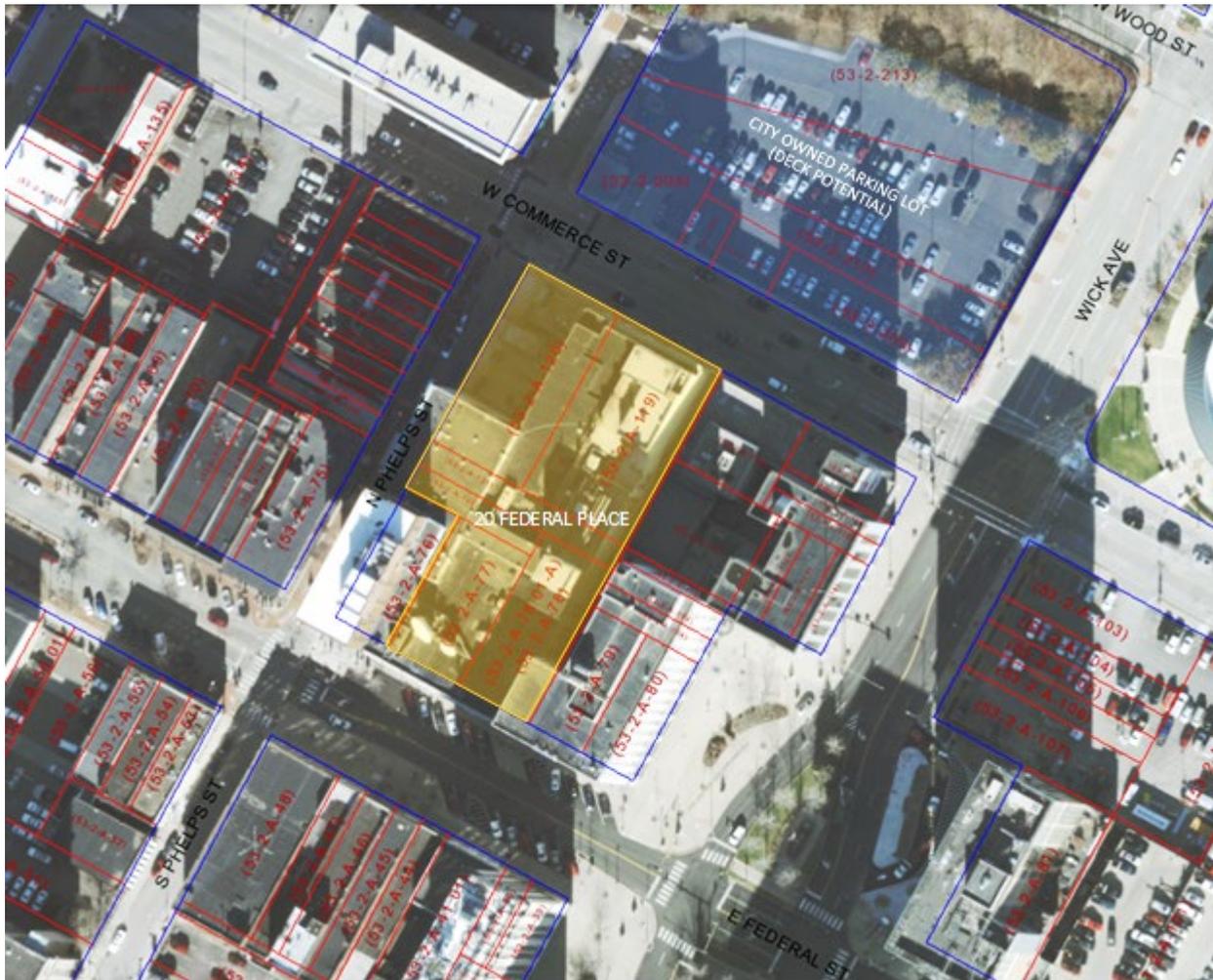


The City of Youngstown, Ohio (“City”), in collaboration with Appalachian Community Capital, Steadfast City Economic & Community Partners, Scarlet Oak Capital Impact, and Strollo Architects LLC, (the “Issuer”), is issuing this public Request for Proposals (“RFP”) seeking proposals (“Proposal”) to purchase and redevelop the property at 20 Federal Place (the “Property”), which consists of the 332,000 square foot building shown above.

The intention of this RFP is to solicit proposals from developers (“Respondents”) that will contract to purchase the Property from the City of Youngstown to complete the redevelopment of the Property according to the provisions, terms, and conditions determined by the City, some of which are contained herein. Other terms and conditions may be developed in response to specific Proposals and incorporated into agreements that may include incentives for the redevelopment of this historic property.

The City of Youngstown has partnered with Appalachian Community Capital and Steadfast City Economic Community Partners to identify a proposal which most closely matches the highest and best use for the Property. The City and their partners have created a clear path toward redevelopment of the Property by engaging with stakeholders, identifying potential development opportunities, determining appropriate development incentives, and providing an Investor Prospectus (the “Prospectus”).

2. The Property



The City of Youngstown and their partners are proactively working to attract developers to purchase and redevelop the property at 20 Federal Place. This sale will be made pursuant to R.C. 721.03 and any other applicable law of the Ohio Revised Code or City Charter. This brief overview provides general information on the Property for consideration by potential Respondents.

The Property includes six (6) parcels (highlighted in the above image) and contains a total parcel area of 1 acre. The 20 Federal Place building is 7-stories and offers 332,000 square feet of floor area. Built in 1926 as a luxury department store by Strouss-Hirschberg Company, 20 Federal Place remains one of Youngstown’s most imposing and significant historic properties. This historic prominence is recognized by the building’s designation on the National Register of Historic Places since 1986.

Please refer to the Investor Prospectus (available online via the City of Youngstown’s main RFP webpage) for further details regarding building history, location, and floor plans.

3. Redevelopment Opportunities

The goal for 20 Federal Place is to reach the full economic potential of the Property through adaptive mixed-use redevelopment, while preserving its historic character. The Property's optimal location and diverse set of floor plates offers a wide range of suitable commercial and residential uses, as further detailed in the Investor Prospectus. Please note, the vision in the Investor Prospectus will be used as a guide to evaluate the Respondent's proposal.

4. Respondent Commitments

Each Respondent must affirmatively state the following in its Proposal:

- (1) Respondent will enter into a contract to purchase or option to purchase the Property at 20 Federal Place from the City of Youngstown on terms acceptable to the City; and
- (2) Respondent will seek any requested development incentive package as part of the redevelopment process, but Respondent understands and acknowledges that the availability of any incentive is contingent upon approval by the applicable governing bodies and requested incentives may or may not be available; and
- (3) Respondent will, as requested by the City, complete a variety of pre-contractual review(s) and negotiations with the City and any required City boards that may be involved in the proposed redevelopment. Respondent understands and agrees that such reviews may include Architectural/Core, Urban Design and Economic/Financial reviews and that if such reviews do not result in outcomes acceptable to the City, negotiations with respect to incentives may be terminated. Respondent further agrees to submit review-related materials to the City as requested; and
- (4) Subsequent to approvals by the City, if such approvals are secured, Respondent will enter into a Redevelopment Agreement with the City requiring the Respondent to redevelop the Property according to the conditions negotiated with the City. Respondent agrees to complete improvements within a specified term as negotiated in its redevelopment agreement with the City; and
- (5) Respondent agrees to pay and be responsible for all applicable fees of the State of Ohio, City of Youngstown, and any other state or city agency or board required in connection with the Proposal, the redevelopment, applications, and incentives associated with the redevelopment of the Property.

5. Required Contents of Any Proposal

Each Respondent must provide, at a minimum, the following information:

- (1) Primary **contact information** (name, phone, address, email) for the Respondent; and
- (2) Confirmation that the Respondent will **purchase and redevelop** the Property (based on the specific intentions of the Respondent); and
- (3) A summary of **qualifications** (including full development team); and
- (4) A description of **past or current projects** undertaken by the Respondent similar to the redevelopment; and
- (5) A description of **experience using development incentive tools** (i.e., New Market Tax Credits, Historic Tax Credits, Opportunity Zones, Tax Increment Financing, etc.); and
- (6) A narrative of the **proposed redevelopment** including proposed uses and how it achieves the vision of the Investor Prospectus; and
- (7) A narrative of the **proposed improvements and investments** in the Property; and
- (8) A narrative of the **architectural approach and character** of the redevelopment; and
- (9) An estimate of **job creation and economic impact** resulting from redevelopment; and
- (10) A **parking plan** to accommodate the full redevelopment demand; and
- (11) An **operating pro-forma for the proposed redevelopment** (at minimum, the pro-forma should include the following items: rent and expense assumptions, sources and uses, and annual cash flow for the project including any debt service and ongoing financing fees); and
- (12) Evidence to support **financing capability and the financial strength / capacity** to complete the proposed redevelopment as part of any agreement, including any financial commitment letters from lenders, equity partners, or contributors and/or other sources of financing; and
Given the current market uncertainty due to the COVID-19 pandemic, we understand lender and equity partner commitments may be difficult to obtain prior to the submittal deadline. In absence of such commitments, please attempt to demonstrate interest from these partners in the project. Qualifications and experience (items 3 and 4) will also be considered as a demonstration of the financial capability of the respondent to complete the proposed Redevelopment.
- (13) A **proposed redevelopment timeline**, including project phases and an estimated completion of the proposed redevelopment.

6. Required Form of the Proposal

- (1) All proposals must be clearly marked “Response to the Request to Purchase and Redevelop the Property at 20 Federal Place; and
- (2) All proposals must be complete and include all of the information requested in Section 5 of the RFP; and
- (3) All proposals must be stapled or bound, on eight and one-half (8 ½”) by eleven inch (11”) white paper printed on one or both sides, with a minimum of 11pt font; and
- (4) All proposals must clearly identify the Respondent (including primary contact information) on the front cover, which may be released by the City as public information upon receipt of the proposal; and
- (5) Each Respondent must submit eight (8) complete hard copies of each proposal **and** an electronic copy in the form of a PDF.

Sealed proposals must be addressed as follows and delivered to the below address no later than **4:00pm ET, on Tuesday, June 01, 2021**. Proposals received after the deadline will be reviewed until a redeveloper is selected.

City of Youngstown, Ohio
Community Planning & Economic Development
City Hall 4th Floor
ATTN: Sharon Woodberry
26 South Phelps Street
Youngstown, OH 44503

Respondents should ask for a receipt for hand-delivered sealed proposals, and respondents should maintain delivery receipts from paid delivery services. The electronic copy should be e-mailed to bids@youngstownohio.gov with a copy to doug@steadfastcity.com. Please note, submittal of the electronic copy, in absence of delivering hard copies, does not constitute an official RFP response.

7. Selection Process and Criteria

Responses will be reviewed by the City of Youngstown as they are received. The City will use interviews, presentations, and the following criteria in its selection process to evaluate submitted proposals:

- (1) The Respondent's compliance to the Required Form of the Proposal (page 6); and
- (2) The Respondent's agreement to Respondent Commitments (page 4); and
- (3) The Respondent's summary of qualifications (including full development team); and
- (4) The Respondent's experience from past / current projects similar to the redevelopment; and
- (5) The Respondent's experience using development incentive tools; and
- (6) The proposed redevelopment's ability to achieve the vision of the Investor Prospectus; and
- (7) The proposed improvements and investments in the Property; and
- (8) The architectural approach and character of the proposed redevelopment; and
- (9) The job creation and economic impact resulting from the proposed redevelopment; and
- (10) The ability of the parking plan to accommodate the full redevelopment demand; and
- (11) The proposed redevelopment's operating pro-forma; and
- (12) The Respondent's financing capability and financial strength / capacity to complete the proposed redevelopment; and
- (13) The proposed redevelopment timeline.

The City reserves the right to reject any or all proposals and further reserves the right to waive any technicalities.

8. Questions Regarding This RFP

Any and all questions or requests for clarification with respect to the RFP or additional information about the site and facility must be submitted in writing or via e-mail to:

Allison Gray
Vice President
Steadfast City Economic & Community Partners
4500 South Kingshighway Boulevard, Suite 28
Saint Louis, Missouri 63109

Phone: 314-480-2641

E-Mail: allison@steadfastcity.com

A timely response will be issued as questions are received. The Issuer shall not be obligated to respond to any question. Responses to all questions will be sent electronically to the questioner and made publicly available online via the City of Youngstown's main RFP webpage.

Additionally, Respondents may attend RFP building walk-throughs and open Q & A sessions scheduled on Thursday, April 15 and Friday, April 16. Please contact Allison Gray (see above) to receive further information regarding these events.

9. General Conditions for Submission of Proposal

The City of Youngstown reserves the right to reject any or all Proposals for any reason whatsoever, to select one or more Respondents; to void or reissue this RFP, to terminate the review process and/or terminate negotiations at any time; to revise any conditions and stipulations contained herein, as convenient, desirable or necessary; to further negotiate fees, rates and financial arrangements, etc.; to establish further criteria for selection; to ask Respondents to submit additional information or evidence of their qualifications and experience; to waive informalities in the proposals and in the proposal process; to negotiate with successful Respondents. Through submittal, the Respondent is indicating that all information provided is true and correct. The City is not responsible for any cost incurred by any Respondent in the submission of its Proposal or in taking any action thereafter.

10. Request for Proposals Schedule

Issuance of Request for Proposals	Thursday, April 01, 2021
RFP Building Walk-Through and Q & A	Thursday, April 15, 2021
RFP Building Walk-Through and Q & A	Friday, April 16, 2021
Proposal Submittal Deadline	4:00pm ET, Tuesday, June 01, 2021
Respondent Interviews	July – August 2021
Respondent Presentations to City Council	August 2021
Selection of Redeveloper	August 2021
Execute Redevelopment Agreement	October 2021