A. PURPOSE

The City of Fort Wayne Redevelopment Commission (“City”) is seeking a developer or development team that shares the community’s enthusiasm and desire to redevelop a key 29-acre parcel located within the dynamic Riverfront District that will serve as an important and distinctive gateway into the City’s vibrant downtown core. This Request for Qualifications (“RFQ”) is intended to provide an opportunity for interested developers to demonstrate their capability to develop the North River Property (“Project”) consistent with the vision and goals stated herein. From this prequalification process, the City will issue a request for project proposals from the selected RFQ respondents.

Development Team – General Requirements

The City is seeking a partnership with individuals and entities that have experience in developing, financing, marketing, and managing development projects of a similar size, scope, nature and opportunity. To this end, respondents and responding teams should include appropriate disciplines needed to successfully accomplish a complex urban redevelopment project.
B. INTRODUCTION

Downtown Fort Wayne: A Decade of Growth

Downtown Fort Wayne is the heart of northeast Indiana, home to almost 800,000 residents and more than 30,000 businesses, as well as countless cultural and recreational attractions. Over the past decade, community leaders have succeeded in making downtown Fort Wayne better than ever by updating infrastructure and pursuing collaborative public-private partnerships that have created a strong business climate and exceptional quality of place.

In little more than ten years, more than $520 million dollars has been invested in downtown, including the $35 million Grand Wayne Convention Center expansion and the recent $98 million Skyline Plaza consisting of Ash Financial world headquarters, Skyline Tower, a 12-story commercial and residential center and a 1,080 space parking garage.

The Fort Wayne Redevelopment Commission, in particular, has an exceptional track record of promoting downtown public-private partnerships, and was instrumental in the completion of the baseball stadium and entertainment complex, Parkview Field; mixed-use development at The Harrison; and mixed-used development Skyline Plaza.

For anyone wanting to call downtown home, more than 200 new apartments or condominiums have come online in the last three years, and more than 400 are currently under construction or being planned. Leasing agents for the newly constructed Randall Lofts and The Harrison report full occupancy with waiting lists of people wanting to live downtown. The 2014 Zimmerman-Volk Downtown Housing Market Potential Study indicates that approximately 1,500 new units could be absorbed in downtown Fort Wayne over the next five to seven years.

Looking for entertainment? The $30 million award-winning Parkview Field, home of the Fort Wayne
B. INTRODUCTION (continued)

TinCaps, has been ranked as the No. 1 ballpark experience in Minor League Baseball by Stadium Journey magazine for the last four years. The energy generated by Parkview Field has spilled throughout downtown Fort Wayne, including the arts campus, which is home to the Fort Wayne Museum of Art, Arts United Center, History Center and more. Millions of dollars have been invested recently in these facilities and millions more are planned in projects like the renovation of the Arts United Center, the only theatre located in the Midwest designed by famed architect Louis I. Kahn.

For residents and visitors who enjoy dining, four upscale local restaurants opened their doors downtown in the last two years with a Ruth’s Chris Steak House set to open in 2018.

All these investments are creating a downtown full of energy and optimism, and there is still more to come. 2018 will be a year to remember as construction will be underway on multiple projects throughout downtown and in the Riverfront District, including over $150 million of public and private development projects along two blocks of Harrison Street from Main Street north to the river.

Two hotels are breaking ground this year. The 136-room Hampton Inn & Suites will offer convenient accommodations for visitors attending conferences and events at the expanded Grand Wayne Center; the hotel will support Fort Wayne’s growing convention and tourism industry. The hotel will also offer a rooftop bar overlooking the award-winning Parkview Field and downtown.

Meanwhile, a $28 million one-of-a-kind boutique hotel, co-developed by Vera Bradley co-founder Barbara Bradley Baekgaard and Provenance Hotels, will be under construction on a site at Harrison and Main streets. The upscale hotel will offer guests a truly memorable experience, with 125 rooms, ground-level retail, a rooftop entertainment space and distinctive rooms.
Riverfront Fort Wayne: Implementing the Vision

The revitalization in the heart of the community is sparking even more excitement for Riverfront Fort Wayne, which is attracting millions of dollars in private investment. For decades, community members have considered ways to take advantage of the history and beauty of the City's three rivers and in 2015 the community came together under the leadership of landscape architecture firm SWA to create a bold vision for the Riverfront area.

That vision is coming to life, with work already underway on the Riverfront Promenade Park, which will include a tree canopy trail, bandshell, amphitheatre, boat docks and ramps, sculptures, a playground, a distinctive pavilion and more. The City and its design and construction team, Riverworks Design Group and Hagerman Construction, are in the midst of construction, with Promenade Park set to open in the early summer of 2019.

Riverfront Fort Wayne is not about the structures, however, it’s about celebrating the City’s rich history and diversity. Thousands of northeast Indiana residents and visitors take part in events and activities every year in the riverfront area. Headwaters Park, nestled in the “thumb” of the St. Marys River, hosts dozens of festivals and private events every year and now Riverfront Fort Wayne programming is bringing even more people to the area.

Thousands attended the two-day Middle Waves music festival last year, featuring three stages and an eclectic mix of 30 performers. People also come to take advantage of the rivers and habitat, joining in birdwatching events and kayaking on the rivers. For the last three years, thousands of residents have enjoyed Dragon Boat racing as well as historic pontoon rides.

Just last year, the non-profit Friends of the River brought a custom-built boat, called Sweet Breeze, to the rivers. Modeled after an 1840s canal boat, Sweet Breeze accommodates 40 people and hosts public tours as well as private, catered parties.
B. INTRODUCTION (continued)

Plenty of opportunities already exist for biking and walking in the area. Fort Wayne’s extensive trail system provides connectivity from Headwaters Park to downtown and the new Pufferbelly Trail extension will be under construction this spring just east of the North River site.

One of the first private riverfront projects, Superior Lofts, is due to open in 2018 and will bring with it retail and restaurant space, as well as 72 loft apartments. The historic renovation of this once-obsolete manufacturing space is just steps from the under-construction Riverfront Promenade Park.

Just south of Superior Lofts, work is underway to breathe new life into the city’s oldest commercial district. Listed on the National Register, “The Landing” was once the center of Fort Wayne’s business community because it was adjacent to the Wabash and Erie Canal and later the railroad. This summer construction will begin to restore this block of buildings that are more than a century old; 70 apartments, eight restaurants and six large commercial spaces will all be part of the $35 million project.

Another adaptive re-use will bring a bar and restaurant to the area. Local restauranteur Bud Hall is moving what is locally known as the “Cambray Building,” built around the turn of the century, from the site of Promenade Park to a lot just southeast of the park.

A $61.7 million mixed-use development, which will include seven stories of retail, commercial and residential space, as well as a multi-story public parking garage, will be located east of Promenade Park. It will be under construction late summer 2018 and should be completed by late 2019/early 2020.

The public and private investments in the riverfront area will continue with a dedicated funding source in place. In 2017, with enthusiastic endorsement from the local community, Fort Wayne City Council voted to increase local income taxes to guarantee funding for future phases of Riverfront Fort Wayne development.
B. INTRODUCTION (continued)

The Site: Opportunity to Build on the Momentum of the Riverfront and Downtown

The project site is located just north of the St. Marys River and has long been sought after for redevelopment by the City and the community. The City, after numerous rounds of negotiations, acquired the expansive property in November 2017. The “North River Property” is comprised of 29 acres bounded by Clinton and Harrison streets and extends from the St. Marys River to Putnam Street. It serves as the northern gateway into Fort Wayne’s vibrant downtown. The site was previously used as a rail yard and scrap yard, dating back to 1902. The land has not been actively used since 2006. Twenty thousand motorists travel past this well-known property every day as they enter downtown from the City’s north side. The City’s downtown skyline and award-winning LED light-adorned Martin Luther King Bridge are the southern views of the North River site. To the west is a residential neighborhood that is undergoing a renaissance as new eateries and breweries are added. Just across Clinton to the east is northeast Indiana’s STEM museum, Science Central, which hosts over 140,000 individuals annually, and Lawton Park, which includes baseball fields and a popular skate park.

Property Details

- 100+ years of industrial use prior to 2006
- Extensive subsurface investigations have been conducted
- There are limited reports on building conditions detailing soil types
C. SCOPE OF REQUEST

The Developer and/or Development Team responsibilities will include the following:

1. **Planned Development/Zoning.** The master developer will be responsible for developing and implementing a planned development and requisite zoning that exemplifies and builds on the planning and design principals that complement the public investments currently in place. The planned development will be created in consultation and collaboration with the City.

2. **Master Development Schedule.** The master developer, in conjunction with the City, will be responsible for developing detailed schedules for the numerous planning, design, financing and construction phases and activities of the project.

3. **Design.** The master developer will create, in collaboration and coordination with the City, anticipated design standards and schemes based on general design criteria that supports urban development and ongoing Riverfront standards. Preference will be given to projects that demonstrate the highest and best use of the property.

4. **Financing.** The master developer will be responsible for obtaining funding for its portion of the project.

5. **Community Relations.** The master developer must commit to working collaboratively and cooperatively with the City, adjacent property owners, neighborhoods, and stakeholders. The City is interested in developers that are open to community involvement in the planning processes and can demonstrate ability to maintain open channels for public information.
D. PROPOSAL REQUIREMENTS

Statements of Qualifications (SOQ) are due by Noon EST on Friday, March 16, 2018. Ten (10) hard bound copies along with a digital copy should be mailed or hand delivered to the following address:

City of Fort Wayne
Redevelopment Department
Attention: Nancy Townsend
200 East Berry Street, Suite 320
Fort Wayne, IN 46802

The City of Fort Wayne reserves the right to disqualify any SOQ that is late or otherwise does not comply with said requirements. Once submitted, proposals will not be returned and will become property of the City. Expenses incurred in the preparation of proposals are borne by the consultant/firm with the understanding that the selected consultant/firm may not apply to the City for reimbursement of these expenses.

Questions about this RFQ should be directed to Jeanne Cook at Jeanne.cook@cityoffortwayne.org or 260-427-2119.

Statement of Qualifications Components (SOQ)

The SOQ should contain the following sections:

1. Letter of interest. Letter of introduction and interest signed by the principal(s) of respondent firm(s).

2. Statement of Understanding. Discuss the significance of the North River Property and its relationship to the community as a whole; describe the key opportunities and constraints as the team sees them from a market and planning perspective; the team’s willingness to negotiate a private-public partnership with the City; the Respondent’s view of the roles and responsibilities of the partners; and an understanding of the transformative impact this effort could have in the area. In addition, the respondent shall provide a written statement of the project concept(s). In no way is this statement of the project concept binding on eventual proposal submittals. It is intended to demonstrate the respondent’s initial ideas and programmatic response to the Project area’s development opportunities.

3. Team Identification and Management Approach. Respondents are encouraged to form teams, as they deem appropriate, to best respond to the RFQ and provide the strongest team with the ideal blending of relevant experience. The SOQ should identify and provide a general description of the firms that comprise the team. Please clearly state the name, address, email, and phone number of the person who will serve as the contact regarding this developer selection process; location of principal offices of the developer and each member firm of the team; description or form of organization (corporation, partnership, etc.); statement of years the firm has been in business under the current name and a list of other names under which the firm has operated.

4. Resumes. Given the unique nature of the project and its opportunity to further transform the Riverfront District, it is essential to fully understand the experience and capabilities of all key members of the proposed development team. Resumes of all key project team members to be involved in the project are required and
D. PROPOSAL REQUIREMENTS (continued)

should include: education and professional qualifications, relevant experience, and details regarding the specific role proposed for the project.

5. **Project Examples.** The following information is required for each key member of the proposed development team:

   a. Description of experience within the most recent ten-year period related to: completed development projects in urban core settings, integration into existing community fabric, public-private partnering, quality design, and mixed use and mixed-income development projects.

   b. Demonstration of experience in completing projects of the scale and complexity envisioned for the North River Property.

   c. Provide pertinent details on all project examples to summarize the project and demonstrate experience in the complete development of a property of this size, scope and use such as:

      1) Master planning elements and investment in public amenities (open space, parks, streets, and infrastructure).

      2) Notable architectural, urban design, and other design aspects of the project (provide photographs).

      3) Distribution of mixed use types (both as proposed and as implemented).

      4) Project and property management.

6. **References.** Provide references for the development team’s previous relevant project experience, including the name and address of the project contact, photographs and brief project descriptions. For each reference, include the contact information (name, physical address, telephone number, and email address). Provide at least three (3) such references from public agencies, private companies, major tenants, or individuals with whom the respondent has had relevant experience. Examples of relevant project experience include:

   a. High quality master planned mixed-use projects;

   b. Projects involving small business development;

   c. Projects with extremely high quality and design, including unique public realm space; or

   d. Projects in partnerships with public entities.

Any innovative aspects of previous project experience which may be relevant to the project should be described in detail.

Submissions to this RFQ shall be in the order specified above.
E. SCHEDULE AND NEXT STEPS

City will perform a review and evaluation of the submittals and will interview the teams. From this prequalification process, the City will issue a request for project proposals to the selected RFQ respondents.

The proposed timeline is as follows:

<table>
<thead>
<tr>
<th>Event</th>
<th>Date/Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFQ issued</td>
<td>February 8, 2018</td>
</tr>
<tr>
<td>Non-mandatory pre-submittal meeting in Fort Wayne*</td>
<td>February 19, 2018 at 3:00 p.m. EST</td>
</tr>
<tr>
<td>RFQ submittals due</td>
<td>By noon on March 16, 2018</td>
</tr>
<tr>
<td>Notifications for selected respondent interviews</td>
<td>Within 30 days of submittal due date</td>
</tr>
<tr>
<td>Presentations and question/follow up period</td>
<td>Within 30 to 45 days following interview notifications</td>
</tr>
<tr>
<td>Preferred respondents selected to move to request for proposals process</td>
<td>Within 30 days following presentations and follow up period</td>
</tr>
<tr>
<td>Request for proposals issued</td>
<td>Within 30 days following selection of preferred respondents</td>
</tr>
</tbody>
</table>

*Please email Jeanne.cook@cityoffortwayne.org to request conference call information.

Review and Selection Process

Upon receipt of qualifications, the City’s Selection Committee will review the qualification submittals that are received in the Redevelopment Office by the deadline. The Selection Committee will be comprised of representatives from the Redevelopment Commission and Redevelopment Department, the Mayor’s Office, the City Community Development Division, Greater Fort Wayne, Inc., and Allen County Fort Wayne Capital Improvement Board.

The intent of this RFQ is to identify qualified developers interested in developing the North River property in a creative way that builds on the community’s vision for Riverfront and is compatible with and further catalyzes the surrounding neighborhoods, corridors and the downtown. The primary basis for the Selection Committee’s consideration and selection(s) from the RFQ submittals will be the contents of the SOQ and the results of due diligence and reference checks. This information will be evaluated based on the following criteria:

1. Qualifications of Firm and Relevant Experience/Projects.
2. Relevant Public-Private Partnership Experience.
3. Strength of Project Team and Management Approach.


5. References.

6. Additional consideration will be given to projects that will generate property tax payments to the City of Fort Wayne.

The City intends to select up to five respondents to the RFQ for inclusion in a RFP process. RFP respondents not selected by the City will receive a payment from the City in an amount to be determined as partial reimbursement for time and costs incurred in preparing their response to the RFP.
F. Other

Reserved Rights

- The Commission will not reimburse any costs incurred by a respondent in the preparation of a response to this RFQ.

- Should it become necessary to revise any part of or provide additional information necessary to adequately interpret provisions and requirements of this RFQ, or respond to written inquiries concerning this RFQ, the Commission reserves the right to issue an Addendum to this RFQ to all respondents who received the initial RFQ.

- The Commission reserves the right to extend any portion of the timeline communicated in this RFQ, but only for the purpose of extending the timeline, and in such event, a new timeline will be communicated by the Commission to all respondents who received the RFQ.

- Responses to the RFQ, once tendered to the Commission, become the property of the Commission. Any restrictions on the use of data in a proposal must be clearly stated in the proposal, and although the Commission will try to accommodate requests for confidentiality, the Commission does not guarantee the security of any element of a proposal.

- No member, officer or employee of the Department of Redevelopment or member of the Redevelopment Commission, or of a local public body or agency having jurisdiction over the site, may have any interest, direct or indirect, in any sales and/or development agreement or proceeds thereof.

- The Commission may conduct ex parte communication with any and all respondents who receive this RFQ, for the sole purpose of obtaining useful information.

- The Commission reserves the exclusive right to own, possess and utilize all work product, schematics, financial information and other documentation obtained as a result of this RFQ as the Commission determines in its sole discretion. Submittal of a response to this RFQ shall be deemed the respondent’s agreement to this reserved right without the necessity of any further agreement between the parties.

Important Links

City of Fort Wayne
Riverfront Fort Wayne
Riverfront Fort Wayne on Instagram
Riverfront Fort Wayne on Facebook
Riverfront Fort Wayne on Twitter
Riverfront Fort Wayne Brand Brochure
Downtown BluePrint 2016 Update
Greater Fort Wayne, Inc