

**REQUEST FOR PROPOSAL (RFP)
DEVELOPMENT OF CITY - OWNED PROPERTY
LOCATED AT 505 NORTH THIRD STREET, CORNER OF
THIRD STREET AND NORTH STREET.**



City of Hannibal
320 Broadway
Hannibal MO 63401

SUMMARY

The City of Hannibal is issuing a Request for Proposal (RFP) from developers or interested parties to purchase and develop a parcel of city-owned property, approximately .107 acres in area (see attached map), located on the corner of Third Street (State Highway 79) and North Street; otherwise known as the Hannibal Convention & Visitors Bureau. Developers or interested parties are invited to submit information regarding a proposed use for the site including concept and financing.

Please address any questions in writing to Gail Bryant via email: director@visithannibal.com.

Responses to this RFP are due by 10:00 a.m., on or before November 1, 2019. Please mark "Bid for Property-505 North Third Street" and deliver to the following address:

City of Hannibal
ATTN: City Clerk
320 Broadway
Hannibal, MO 63401

Late responses will be returned unopened. Two (2) hard copies and one electronic copy (on a jump drive) of your proposal are required. No email submissions will be accepted.

Following a review of the submittals:

- The city retains the right to accept or reject, any or all proposals; and to waive any minor irregularities;
- The city retains the first right of refusal upon the resale of this property;
- The city may invite teams to discuss their proposal in person;
- The city may select a proposal for contract negotiation other than the one with the lowest bid; and
- The city may terminate negotiations and take such action as deemed appropriate.

About Hannibal

Hannibal is located along the Mississippi River in northeast Missouri, approximately 100 miles north of St. Louis. The community is intersected by Highway 61 (Avenue of the Saints) and Highway 36 (Chicago to Kansas City Expressway). Hannibal provides convenient, four-lane highway access to St. Louis, Kansas City, Chicago, Memphis, Des Moines, and Minneapolis.

Hannibal's most-famous son is Samuel Langhorne Clemens, known worldwide as Mark Twain. At the age of four, Sam's family moved to Hannibal from his birthplace in Florida, Missouri, about thirty miles to the southwest. Many of the popular characters featured in *The Adventures of Tom Sawyer*, *Adventures of Huckleberry Finn*, and other famous works, were based upon people Sam had known while growing up in Hannibal. Today, visitors can still tour Mark Twain's boyhood home, the Becky Thatcher house, and the famous Mark Twain Cave.

Hannibal has a proud list of well-known sons and daughters, including William Lear (designer of the Lear jet), Congressman William Henry Hatch, Navy Admiral Robert E. Coontz, sculptor John Rogers, Margaret Tobin (the "Unsinkable" Molly Brown), composer Egbert Van Alstyne, and artist James Carroll Beckwith.

Today, Hannibal is a community of approximately 18,000 people. Hannibal is a wonderful place to live, work, shop, or simply visit. Hannibal has a number of local industries, including General Mills, Watlow Electric, Buckhorn Rubber, Cosmoflex, Spartan Metal, Enduro Industries, Continental Cement, Hannibal LaGrange University, Hannibal Regional Medical Complex, the Hannibal Clinic, and nearby BASF.

Hannibal has a modern, Home Rule Charter form of government. The city offers a full range of public services which include police, fire, parks and recreation, public works, streets, inspections, tourism, library, and airport. Three separate fire stations are strategically located throughout the community. Hannibal has more than 20 public parks scattered throughout, and an ever-growing multi-use trail system. Community facilities are complemented by the Admiral Coontz Recreation Center, beautiful riverfront and marina located on the Mississippi River, and an aquatic park within walking distance from downtown Hannibal.

Aside from Hannibal's unique historic district, the community has grown into a thriving haven for artisans, musicians and the performing arts.

With \$163 million of public and private investment in the last 2 years, Hannibal is "On the Move".

Why Hannibal Retail?

Hannibal is a world-class business location – home to global companies in the heart of northeast Missouri. Our dynamic companies, well-educated and highly skilled workforce, award-winning school systems and cultural amenities make "Mark Twain's Hometown" one of the most desirable places to live. Hannibal has evolved into a regional hub for employment, retail and tourism.

- Hannibal is center to a Greater Market Trade Area with a population of over 31,000 (10-mile ring) with over 12,387 households. The Trade Area Draw is defined by more than a 15% Surplus of Retail Sales
- Hannibal is ideally located at the crossroads of the Chicago-Kansas City Expressway and the Avenue of the Saints – 4-lane highway systems that carry a combined 40,000 vpd through Hannibal
- The Daytime Population in Hannibal grows by over 20% as commuters travel to the market for employment and shopping
- For consumers who live in the Primary Trade Area, the next closest major retail is over 20 miles away. This provides significant opportunity for commercial and retail development
- Hannibal LaGrange University and a satellite campus for Moberly Area Community College have enrollments in excess of 2,000 students
- The Hannibal Regional Airport accommodates executive jet travel, and commercial air service is available within a 30-minute drive time

Quick Facts:

- Hannibal has an overall retail Pull Factor of 1.21
- Total population rises to over 136,000 within a 30-mile ring
- Total Households over 40,000 in a 20-mile ring
- Median HH Income \$48,282 in a 20-mile ring
- Hannibal Fire Department is in the top 1% in the state of Missouri with an ISO rating of 2.
- Approximately 500,000 tourists visit Hannibal each year

THE OPPORTUNITY

The City of Hannibal, Missouri is seeking an innovative public/private partnership to design and implement a redevelopment or reuse at the address of 505 North Third Street, Hannibal, MO. See attachments.

The physical and economic revitalization of the Hannibal community is a priority. Development of the project site is a key step in the attainment of the long-term vision for the Mark Twain Avenue corridor. This development will augment planned infrastructure and land use projects that are improving the physical appearance of the corridor. Streetscape improvements, façade improvements, and rebranding the corridor are a few projects that are being considered with the commencement of redevelopment. This property is located in an Historic District and priority will be given to a reuse generating downtown traffic and sales tax.

PROJECT OBJECTIVES

Renovation of the building and/or new construction in this area will serve as a catalyst for additional redevelopment. Respondents are encouraged to develop proposals that create visual interest and appeal from the sidewalk and incorporate art and landscaping. Sustainable design elements are encouraged.

The Site represents an opportunity for a public-private partnership. Responsive proposals should demonstrate: (1) successful experience with similarly scaled developments, (2) economic and social benefits to the City, and (3) consistency with applicable plans, regulations and visions for the area. Proposals must include sufficient information and evidence of legal and financial ability of the respondent to carry out the project.

PROJECT SCOPE

Please incorporate a project scope statement which details a site plan, floor plans, parking plan, landscape & lighting and amenities, with renderings showing the reuse of the building as a part of the submission.

LOCAL INCENTIVE PROGRAMS - Retail

Purpose

Provide local incentive programs for new or expanding businesses in Hannibal, Marion and Ralls Counties.

Eligibility

Local incentive programs are discretionary. Eligibility varies with individual programs and is based on the company's core business operations.

Funding Limits

Funding limits are determined based upon the project's minimum capital investment; number of new jobs created and net new sales tax dollars.

Application/Approval Procedures

HREDC must first offer program benefits in the form of a formal proposal. The company must return the accepted proposal within 90 days of the proposal date. All incentives must be approved prior to the start of construction, purchase of equipment or hiring of new personnel.

Available Programs

Incentives: (FOR QUALIFYING PROJECTS)

- Real Estate Property Tax Abatements
- Community Improvement Districts
- Tax Increment Financing
- Transportation Development Districts
- Neighborhood Improvement Districts
- Low Cost/No Cost Land Options
- Build to Suit Scenario/Bond Financing
- Waiver of Municipal Fees & Charges
- Negotiable Local Utilities
- Streamlined Permitting Process and Facilitation of Approvals
- Sales & Use Tax Abatements on Building Materials and Equipment
- Assistance with Infrastructure Improvements – CDBG Programs
- HUBZone Program
- USDA/SBA Loan Guarantee Programs
- Incentives Coordination and Assistance

SUBMITTAL REQUIREMENTS

Two (2) hard copies and one electronic copy (on a jump drive) of your proposal are required. No email submissions will be accepted.

Responses must include the following information:

A. Team Qualifications

1. Provide the name, address, telephone numbers, and e-mail addresses of the team or interested parties. Identify the individual(s) within the team authorized to serve as the spokesperson for the team.
2. Provide documentation demonstrating that the developer or interested parties are qualified to undertake the proposed project, including portfolio samples.

B. Financial Information

Describe the financial strength and financial qualifications, which would contribute to the feasibility of project completion. Please include information regarding equity contribution and other sources of capital. Include financial projections and a business plan.

C. Vision Statement

Describe your vision for the project site. Be specific in describing the overall project, types of uses, quality of design and financing. Explain your concept of a partnership with the City of Hannibal that would be forged to achieve the vision. Explain, in detail, your plan to either renovate or demolish the building on site and proposal alternative buildings and materials. Describe how your vision will reflect the unique assets and eclectic qualities of Hannibal.

D. Description of Recommended Process

Describe a recommended process, timeline and stakeholder responsibilities for the project, in the event that you are selected for the project. Please include a time frame from concept development through construction.

EVALUATION OF RESPONSES

The City of Hannibal will consider each proposal to evaluate the feasibility of renovating the building or new construction, community benefits, and the overall ability to accomplish the City's concept goals. The City may ask potential candidates to demonstrate a financial commitment to the project.

The Selection Committee will conduct a fair and impartial process for the selection of a developer(s) based upon satisfaction of the development objectives in this RFP. Preference will be given to for-profit proposals.

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