



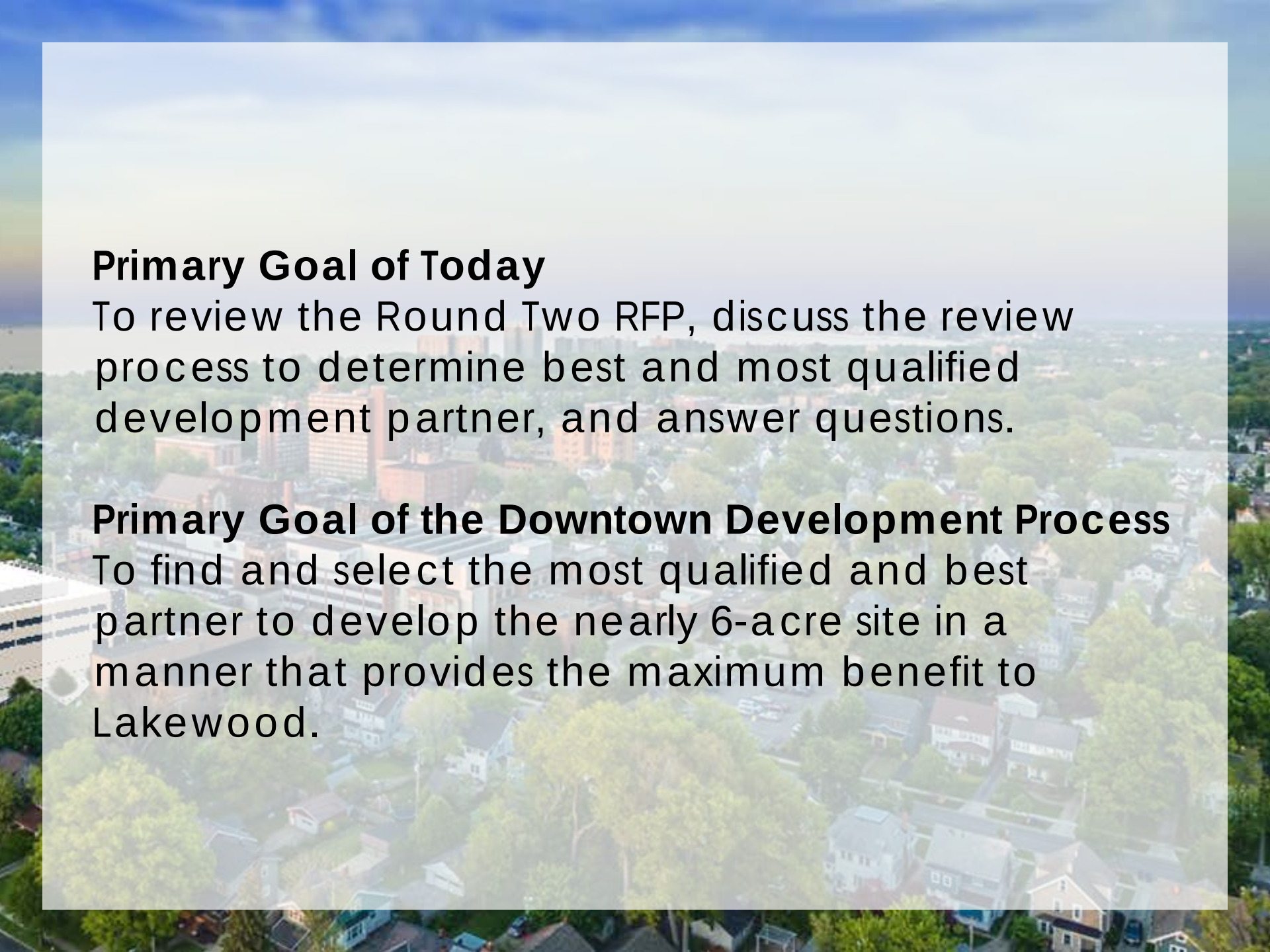
Photo Credit: Aerial Agents

DOWNTOWN MIXED USE DEVELOPMENT

In the heart of Lakewood

ROUND TWO
DOWNTOWN DEVELOPMENT RFP
October 23, 2017



An aerial photograph of a city, likely Lakewood, showing a mix of residential houses, trees, and commercial buildings. A semi-transparent white rectangular box is overlaid on the upper half of the image, containing two sections of text. The background image is slightly blurred to make the text stand out.

Primary Goal of Today

To review the Round Two RFP, discuss the review process to determine best and most qualified development partner, and answer questions.

Primary Goal of the Downtown Development Process

To find and select the most qualified and best partner to develop the nearly 6-acre site in a manner that provides the maximum benefit to Lakewood.

COUNCIL MEETING REVIEW

MEETING #1: October 16

Recap Round 1 of the process

MEETING #2: October 23

Recap Round 2 of the process

MEETING #3: October 30

Identify next steps and respond to outstanding questions

TIMELINE

January 2017

N°	S	M	T	W	T	F	S
1	1	2	3	4	5	6	7
2	8	9	10	11	12	13	14
3	15	16	17	18	19	20	21
4	22	23	24	25	26	27	28
5	29	30	31				

February 2017

N°	S	M	T	W	T	F	S
5						2	3
6	5	6	7	8	9	10	11
7	12	13	14	15	16	17	18
8	19	20				24	25
9	26	27	28				

RFQ RELEASED

PUBLIC MTG

PRE-SUBMISSION MTG

March 2017

N°	S	M	T	W	T	F	S
9							
10	5	6	7	8	9	10	11
11	12	13	14	15	16	17	18
12	19	20	21	22			
13	26	27	28	29	30	31	

ROUND 1

SOQ DUE

PANEL MTG

April 2017

N°	S	M	T	W	T	F	S
13							1
14	2	3	4	5	6	7	8
15	9	10	11	12	13	14	15
16	16	17	18	19	20	21	22
17	23	24	25	26	27	28	29
18	30						

INTERVIEWS

May 2017

N°	S	M	T	W	T	F	S
18		1	2	3	4	5	6
19						11	12
20	14	15	16	17	18	19	20
21	21	22	23	24	25	26	27
22	28	29	30	31			

RFP RELEASED

June 2017

N°	S	M	T	W	T	F	S
22					1	2	3
23	4	5	6	7	8	9	10
24	11	12	13	14	15	16	17
25	18	19	20	21	22	23	24
26	25	26	27	28	29	30	

ROUND 2

RFP DUE

July 2017

N°	S	M	T	W	T	F	S
26							1
27	2					6	7
28	9	10	11	12	13	14	15
29	16	17	18	19	20	21	22
30	23	24	25	26	27	28	29
31	30	31					

PANEL MTG

ABR/PC MEETING & INTERVIEWS

August 2017

N°	S	M	T	W	T	F	S
31			1	2	3	4	5
32	6	7	8	9	10	11	12
33	13	14	15	16	17	18	19
34	20	21	22	23	24	25	26
35	27	28	29	30	31		

CITY DUE DILLIGENCE

September 2017

N°	S	M	T	W	T	F	S
35						1	2
36	3	4	5	6	7	8	9
37	10	11	12	13	14	15	16
38	17	18	19	20	21	22	23
39	24	25	26	27	28	29	30

FINAL PANEL MTG

October 2017

N°	S	M	T	W	T	F	S
40	1	2	3	4	5	6	7
41	8	9	10	11	12	13	14
42	15	16	17	18	19	20	21
43	22	23	24	25	26	27	28
44	29	30	31				

RECOMMENDATION TO COUNCIL

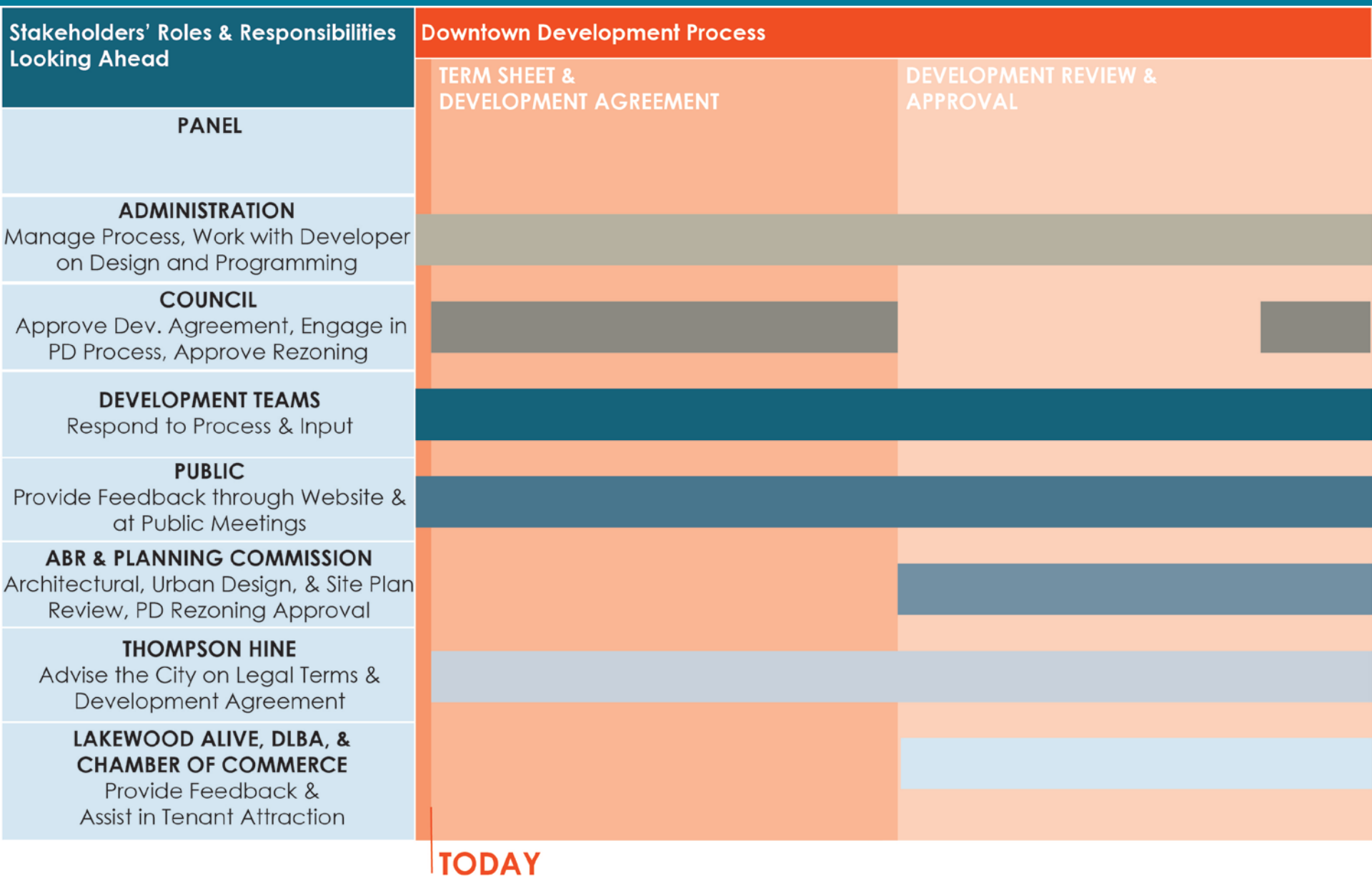
November 2017

N°	S	M	T	W	T	F	S
44				1	2	3	4
45	5	6	7	8	9	10	11
46	12	13	14	15	16	17	18
47	19	20	21	22	23	24	25
48	26	27	28	29	30		

December 2017

N°	S	M	T	W	T	F	S
48						1	2
49	3	4	5	6	7	8	9
50	10	11	12	13	14	15	16
51	17	18	19	20	21	22	23
52	24	25	26	27	28	29	30
1	31						

Stakeholders' Roles & Responsibilities to Date	Downtown Development Process	
	ROUND ONE	ROUND TWO
PANEL Recommend Best & Most Qualified Development Partner		
ADMINISTRATION Manage Process		
COUNCIL Provide Feedback & Engage in Process		
DEVELOPMENT TEAMS Respond to Process & Input		
PUBLIC Provide Feedback through Website & at Public Meetings		
ABR & PLANNING COMMISSION Round 2 Public Meeting & Provide Feedback		
THOMPSON HINE Advise the City on Legal Terms & Development Agreement		
LAKEWOOD ALIVE, DLBA, & CHAMBER OF COMMERCE Provide Feedback to Round 2 Teams		



ROUND TWO SCHEDULE

May 2017							
N°	S	M	T	W	T	F	S
18		1	2	3	4	5	6
19	RFP RELEASED				11	12	13
20	14	15	16	17	18	19	20
21	21	22	23	24	25	26	27
22	28	29	30	31			

June 2017							
N°	S	M	T	W	T	F	S
22			1	2	3		
23	4	5	6	7	8	9	10
24	11	12	13	14	15	16	17
25	18	19	20	21	22	23	24
26	25	26	27	28	29	30	
							RFP DUE

July 2017							
N°	S	M	T	W	T	F	S
26							1
27	2	PANEL MTG			6	7	8
28	9	10	11	12	13	14	15
29	16	17	18	19	20	21	22
30	23	24	25	26	27	28	29
31	30	31	ABR/PC MEETING & INTERVIEWS				

August 2017							
N°	S	M	T	W	T	F	S
31			1	2	3	4	5
32	6	7	8	9	10	11	12
33	13	CITY DUE DILLIGENCE					19
34	20	21	22	23	24	25	26
35	27	28	29	30	31		

September 2017							
N°	S	M	T	W	T	F	S
35						1	2
36	3	4	5	6	7	8	9
37	10	11	FINAL PANEL MTG			15	16
38	17	18		20	21	22	23
39	24	25	26	27	28	29	30

October 2017							
N°	S	M	T	W	T	F	S
40	1	2	3	4	5	6	7
41	RECOMMENDATION TO COUNCIL			12	13	14	
42				18	19	20	21
43	22	23	24	25	26	27	28
44	29	30	31				

November 2017							
N°	S	M	T	W	T	F	S
44				1	2	3	4
45	5	6	7	8	9	10	11
46	12	13	14	15	16	17	18
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December 2017							
N°	S	M	T	W	T	F	S
48						1	2
49	3	4	5	6	7	8	9
50	10	11	12	13	14	15	16
51	17	18	19	20	21	22	23
52	24	25	26	27	28	29	30
1	31						

RFP

PANEL ROLE:

- Feedback on Document
- Review of Responses

Round 2
Interviews

PANEL ROLE:

- Attendance at Public Meeting
- Question Formulation

Round 2
Evaluation

PANEL ROLE:

- Evaluation Criteria Scoring
- Recommendation to City

ROUND TWO PANEL REVIEW

CARNEGIE PROPOSAL

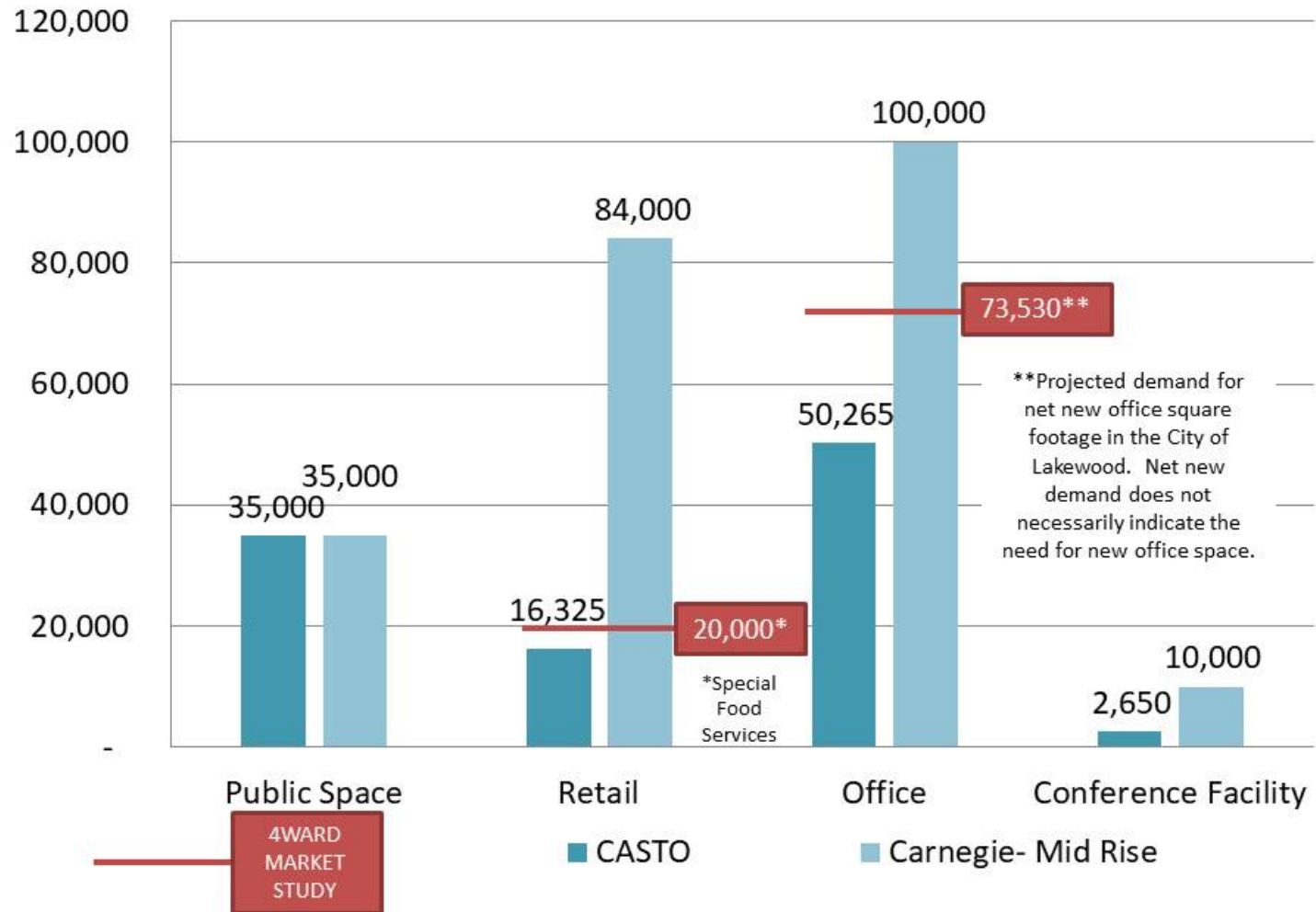


MID-RISE CONCEPT

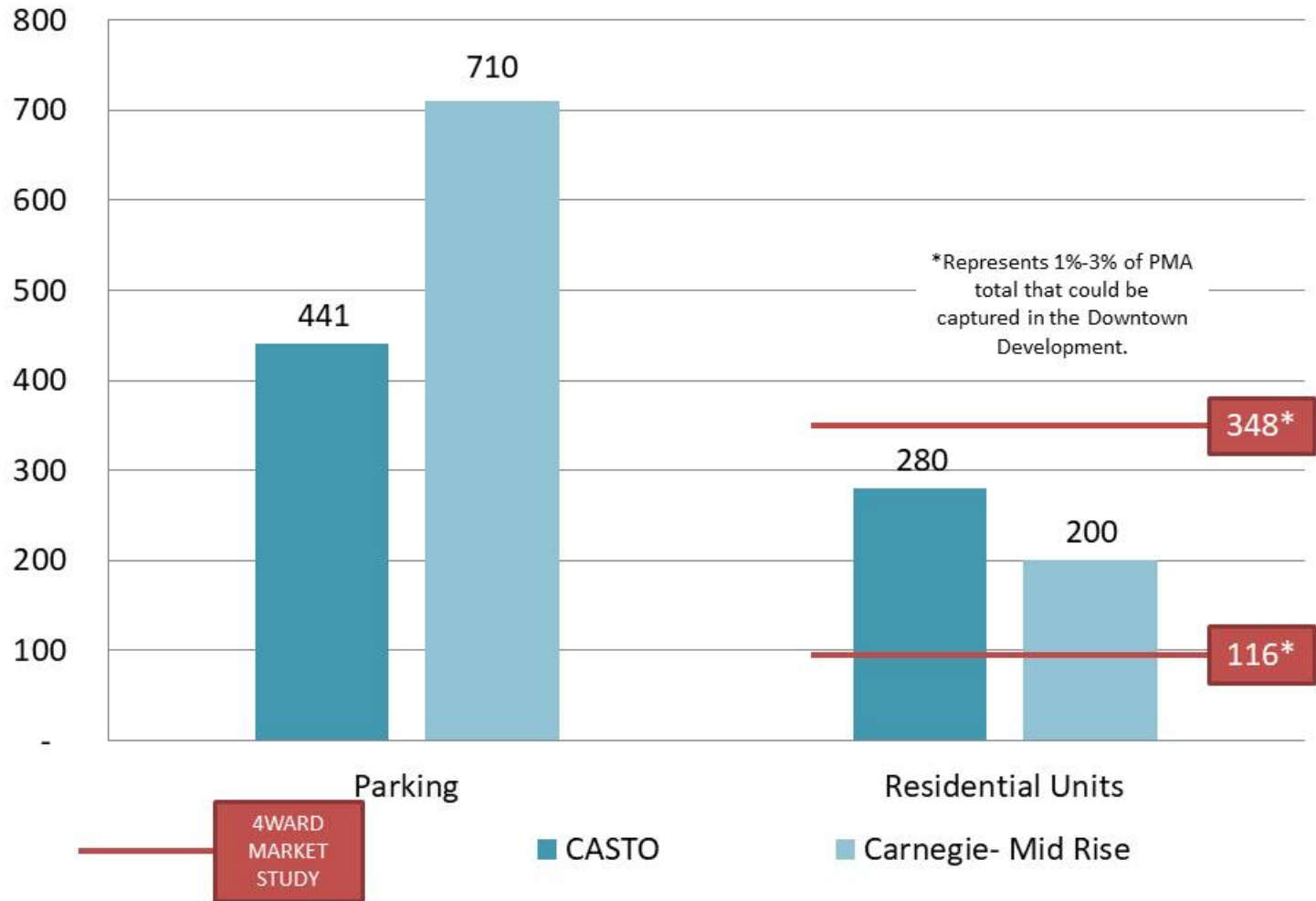
CASTO/NPR PROPOSAL



Square Footage Comparison



Unit Comparison



July 25, 2017 Joint PC/ABR Meeting



July 25, 2017 Joint PC/ABR Meeting



Downtown Development RFP: Proposals & Interview Evaluation Criteria

The objective of the RFP process is to select a private developer or development team that will develop the Site consistent with the City's Community Vision and Development Objectives.

Development Team: _____

INSTRUCTIONS TO PANEL:

- Please refer to the Round Two submission requirements (provided), which list development objectives and expectations.
- Rating- The maximum points for each category are in parenthesis.
- Qualitative Feedback- This section will help differentiate teams based on additional feedback from the panel.

CATEGORIES

RATING

Project Team (20 points)

Team's approach to facilitate project coordination and delivery.
Project management and availability.
Proposed public participation process and demonstrated experience facilitating public involvement processes.

Conceptual Design (35 points)

Degree to which the preliminary development concept and site design meets the Development Objectives.
Market targeted (housing type, retail, office, parking, etc.).
Sustainability Objectives

Project Financing, Market Analysis, Schedule, and Ownership (35 points)

Demonstrated market viability and long-term commitment to the project.
Demonstrated financial ability to complete the project through the pro forma.
Timeline and schedule.

Community Vision and Public Comment (10 points)

Responsiveness to Community Vision goals & objectives.
Public meeting and feedback from Architectural Board of Review and Planning Commission.

QUALITATIVE FEEDBACK



Evaluation Criteria

- Project Team 20 pts.
- Conceptual Design 35 pts.
- Project Financing, Market Analysis, Schedule, and Ownership 35 pts.
- Community Vision and Public Comment 10 pts.

INTERVIEWS

Team Interview Strengths	Team Interview Weaknesses
• Continued commitment to a truly mixed use transformative project. • Focus and emphasis on job retention and creation. • Strong financial commitment to the project • Executing a community planning process to deliver a great public space, along with its importance for the projects success.	• Municipal financing requirements for the project. • Uncertainty about delivering commercial components (office and retail) of the project • Performance in the public meeting • Lack of for sale housing product

FINANCIALS

RECOMMENDATION

SUBMISSIONS

DLRC
NRP/Knez
First Interstate
Coral
Finch
Casto/NPR
Carnegie
Snively

INTERVIEWS

DLRC
First Interstate
Finch
Casto/NPR
Carnegie

ROUND TWO

Casto/NPR
Carnegie

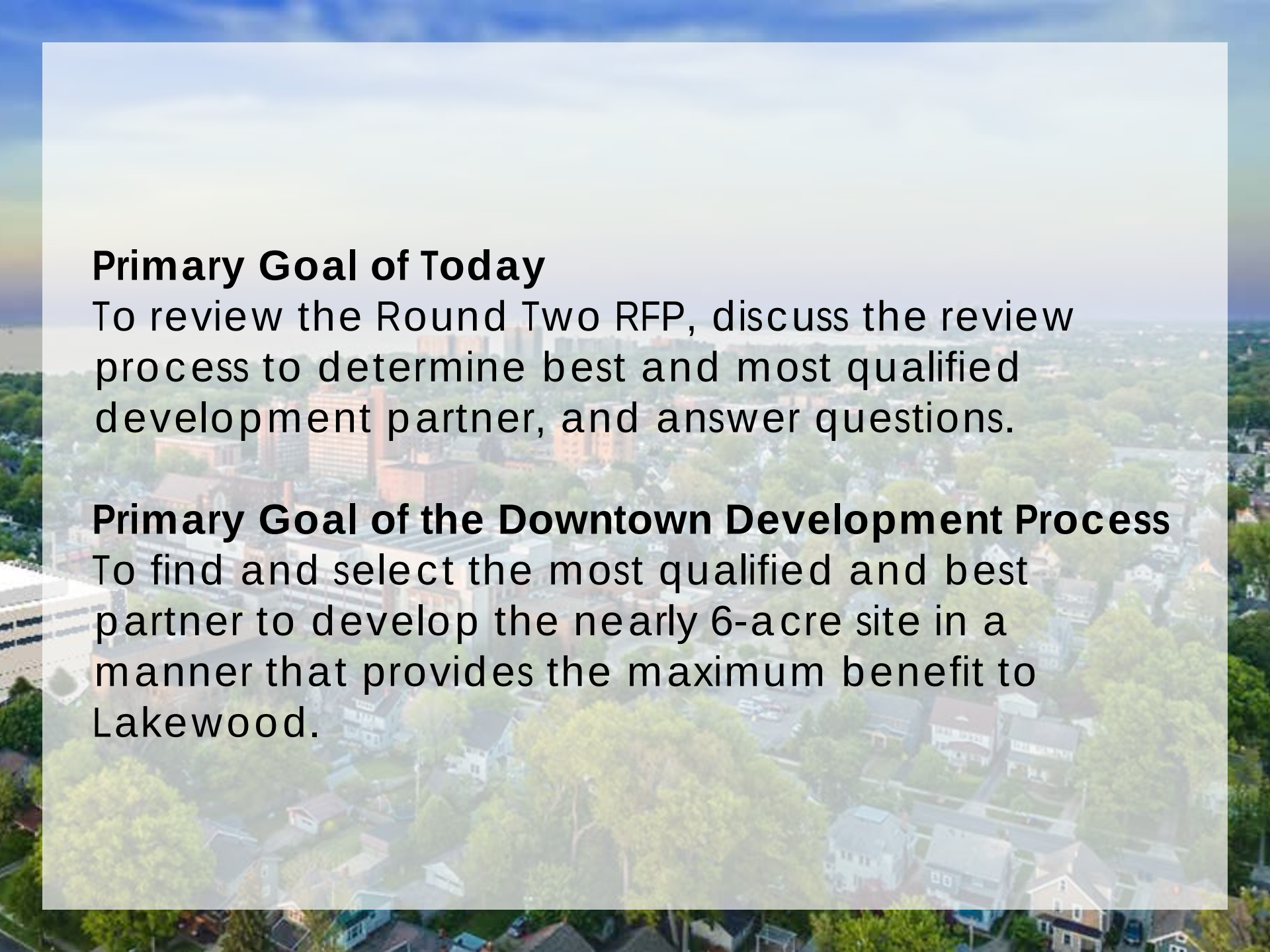
RECOMMENDATION

Carnegie
Management
&
Development
Corporation

SUMMARY OF FORMAL ACTIONS BY COUNCIL

- **Council votes on term sheet/development agreement**
- **Property rezoned to Planned Development (6 step process to occur in 2018)***
 1. Introduce to Council to rezone the property
 2. Preliminary review and approval by Planning Commission
 3. Preliminary review and approval by ABR
 4. Final review and approval by Planning Commission
 5. Final review and approval by ABR
 6. Review and approval by Council

*** Review of mix of uses, site planning, setbacks, heights, design of buildings and public space, material selection, landscaping, parking, etc.**

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Photo Credit: Aerial Agents

DOWNTOWN MIXED USE DEVELOPMENT

In the heart of Lakewood

ROUND TWO
DOWNTOWN DEVELOPMENT RFP
October 23, 2017



Glossary of Terms

Development Agreement - A legally binding agreement that addresses the issues covered in a term sheet with greater specificity and detail. The Development Agreement also will cover additional, less material terms and conditions of the deal. The Development Agreement will be recorded against the property and govern the long-term relationship between the parties.

Evaluation Criteria – developed for both round 1 and round 2 of the process as a quantitative and qualitative method to evaluate development teams and inform the panel throughout the process

Market Study – economic and real estate study conducted by 4Ward Planning to evaluate market receptive development opportunities and associated financial and fiscal implications for the former hospital site.

Panel – citizen led advisory panel with real estate development expertise

Pro-forma – refers to a method by which financial results are calculated. This method of calculation places emphasis on present or projected figures.

Request for Qualifications (RFQ) - Term used to reference round 1 of the process. Focuses primarily on project team, experience, approach, financial capacity, and references

Glossary of Terms

RFP - Request for Proposals – Term used to reference round 2 of the process. Focuses primarily on market analysis, conceptual site plans and building designs, detailed financials on how to fund the project, project schedule

Statement of Qualifications (SOQ) – Term used to reference round 1 submissions from development teams

Term Sheet - A non-binding document between anticipated parties to a development agreement describing (a) the roles and responsibilities of the parties, (b) the basic deal structure, and (c) the material rights and obligations of parties. A term sheet addresses issues at a high-level and is often in an outline format. The term sheet serves as a template from which a more detailed legally binding development agreement will be developed.