

**REQUEST FOR QUALIFICATION STATEMENTS (RFQS) TVN0102
FOR THE DEVELOPMENT OF THE**

Development of the Walter E. Long Metropolitan Park Golf Course & Amenities

RFQS ISSUED: May 19, 2014

MANDATORY PRE-SUBMITTAL MEETING: June 4, 2014

RESPONSE DUE: July 8, 2014



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INVITATION

The City of Austin (COA) is pleased to announce an opportunity to design, build and operate a municipal golf course (Property) on over 700 undeveloped acres within Walter E. Long Metropolitan Park located ten miles east of downtown Austin (see map on page 24).

Opportunity

This Request for Qualifications (RFQS) provides interested developers an opportunity to demonstrate capability and vision for the development and operation of a premier municipal public golf destination at the Walter E. Long Metropolitan Park. The City of Austin with its outdoor lifestyle, population and economic growth, public support for parks, open space, and recreation and earned reputation for innovation and business friendly policies offers all the ingredients for a successful public-private partnership.

Austin is home to a passionate and growing golf community that supports over 25 private golf clubs and resort facilities and another 20 daily fee and municipal courses. That said, a course at Walter E. Long Park is uniquely situated to succeed. The park is located just off State Highway 130 - a high speed toll road that connects Austin (a fast-growing, sunbelt, technology driven city) to Williamson County (the fastest growing county in the country). This prime location also provides easy access to Bergstrom International Airport and other regional attractions such as Circuit of the Americas (Formula 1 racing), Austin City Limits Festival (ACL), and South by Southwest to mention a few.

Partnership

The City of Austin seeks responses from experienced developers or development teams willing to enter into a public-private partnership in accordance with the principles and procedures outlined herein. The Developer shall maintain and manage operations of the Property following completion of the development. The Developer, as manager of the Property, will be entrusted by the City to provide access and equal opportunity to services and programs administered by the Developer that are comparable to other City of Austin municipal golf facilities, meet the needs of the community, and for which the Developer may charge fees. The Proposal must demonstrate the plan for the management and operation of golf operations for the Property. Respondents should consider including the following roles at a minimum on their Development teams:

1. Development entity (lead team member)
2. Golf Course Architects
3. Real estate broker
4. Planner
5. Civil engineer
6. General contractor
7. Marketing/sales support
8. Financial partner
9. Environmental Architect (or equivalent discipline)

VISION

Project Goals

The Walter E. Long Metropolitan Park is a one of a kind property that provides endless opportunities for activities that maximize the natural setting. The City of Austin’s goal is to develop a PGA quality golf course designed by a Landscape Architect with experience in the professional golf industry. With the property's rolling hills, bountiful wildlife, waterfront access and unspoiled setting, the course has the potential to become an anchor for new development in the area.

Due to the sheer size of the property and its easy access, the City anticipates several additional amenities to be developed along with the course, while preserving its natural beauty and the unique character of Austin. Many of these characteristics are incorporated in the “Imagine Austin” Visionary Goals which include being “livable, Natural & Sustainable, Creative, Educated, Mobile & Interconnected, Prosperous, Valuing & Respecting People”.

Some of those goals may be facilitated by including the following types of amenities:

- Hike & bike trails
- Audubon Cooperative Sanctuary
- Botanical Gardens
- Entertainment venues
- Facilities for hosted events, parties, receptions, etc.
- Fishing and waterfront activities

In addition to these activities, Respondents should insure that the course and surrounding development concepts incorporate and respond to City of Austin sustainability initiatives related to environment, economics and equity. Developers should endeavor to create unique and innovative Public Private Partnerships including non profits and responds to community ideas and concerns (see Exhibit F).

History

The City of Austin has a long and storied tradition supporting and developing the game of golf. In 1899, Hancock Golf course became the first golf course community created in Austin. During the ensuing 115 years, Austin’s golf courses were witness to civil rights battles for desegregation and women’s liberties and have grown and prospered as the City evolved from a sleepy university town to a City of international prominence. Some of the most unique personalities of the game got their start in Austin. From the legendary golf teacher Harvey Pennick, who placed his lasting impression on all of Austin Golf, to more than 20 PGA tour professionals calling Austin home today, Austin is a City where world class golf takes place and people like to keep it “weird”.

The City of Austin currently owns and operates five municipal golf courses and is in the process of purchasing a sixth course on the southern section of the City of Austin. As the city’s population continues to increase, so will the need for municipal facilities that will provide quality golf experience at an affordable price.

VISION, CONT.

A municipal golf course at Walter E. Long Metropolitan Park has been long-envisioned. It was an integral part of the original 1968 Walter E. Long Proposed Development Plan and remained in the 1978 revision. The City envisions a municipal golf course that will not only serve the communities recreational needs, but provide a substantial public benefit to economic development efforts in the eastern section of the City of Austin as well.

ABOUT THE PROJECT AREA

The COA acquired the Walter E. Long Metropolitan Park properties in 1965. Constructed in 1967, Lake Walter E. Long's primary function is to provide water for turbines used in the production of electricity from petroleum-based fuels for Austin Energy, as well as serve as a cooling reservoir for the Decker Power Plant. The power plant and surrounding parkland are managed by the City of Austin, with the Lower Colorado River Authority governing the water. In 1969, the property opened to the public and become known as Walter E. Long Metropolitan Park.

Walter E. Long Metropolitan Park yields endless amounts of outdoor recreational activities. At almost two square miles, the lake features open spaces for boating, jet skis, swimming, sand volleyball courts, picnic sites, tables, grills, walking, running, biking and restrooms available throughout the park. Acclaimed by our fishing community, Lake Long offers abundant varieties of fresh water stock.

Planning

In 1968, the COA created a Proposed Development Plan for Walter E. Long Metropolitan Park (Exhibit A). The plan was revised in 1978 (Exhibit B). In both plans the eastern section of the park was designated for golf course development. Improvements to the park have followed the Proposed Development Plan as funding has become available.

In 2010, the Parks and Recreation Department published a Long Range Plan for Land, Facilities and Programs with the recommendation for Phase II development for the Walter E. Long Metropolitan Park.

[Link](#)

ADJACENT LAND USE

Travis County Exposition Center

Travis County Exposition Center is a premiere multipurpose facility in the East Austin area. The Exposition Center's Luedcke Arena, Skyline Club, Show Barn, Banquet Hall and expansive grounds on 128 acres are equipped to handle any type of large event. The facilities are adjacent to one another with convenient, paved parking for 4,000 automobiles. The Exposition Center is the permanent home to the Star of Texas Fair and Rodeo.

ADJACENT LAND USE, CON'T.

Capitol City Trap and Skeet Club

The Capitol City Trap and Skeet Club is home to two 5-Stand fields, five Skeet fields, two Trap fields, one Double Trap field, one Wobble Trap field, and two twelve station walk-through sporting clay Courses. Each shooting station simulates different hunting situations; shooting an overhead crow flight, driven pheasant, double rabbits racing across the field, springing teal, sporty dove, crazy quail and many other exciting challenges. Memberships are available as well as private events including corporate outings.

Hill Country Austin Radio Control Association

Austin Radio Control Association, (ARCA) is a non-profit organization of people gathered together to promote the hobby of Radio Controlled Model Aviation. ARCA is an active, Academy of Model Aeronautics (AMA) sanctioned club, hosting several live events and competitions throughout the year, inviting industry members, spectators and pilots from other clubs all over the nation.

REGIONAL ECONOMIC GROWTH FACTORS

The City of Austin is one of the fastest growing cities in the country and has been named the Best City for the Decade by Kiplinger Finance Magazine. The small town feel and southern hospitality creates a backdrop for drive for ingenuity, creativity, diversity and equality. Known as the Live Music Capital of the World, Austin is home to University of Texas and many other Colleges the State Capital, a growing Film Industry and Formula One just to name a few of the city's attractions. The Imagine Austin Comprehensive Plan is the new guide for the future growth of the city proclaiming "We Will Become a City of Complete Communities".

The Parks and Recreation Department has over seventeen thousand acres of land throughout the greater Austin area and is home to over two hundred parks, twelve preserves, and twenty six greenbelts. Austin's active lifestyle is facilitated by over one hundred miles of hike and bike trails and the nation's largest inventory of municipally owned swimming pools. Six public golf courses, twenty recreation centers, four museums, two art centers, two hillside theaters, a nature and science center, an education center and the Botanical Gardens serve the City's interest as well.

Zilker Park

One of the crown jewels of the Parks and Recreation Department is Zilker Park. With over three hundred, fifty acres in the center of town, the park is the home of Barton Creek Pool. The pool is fed from underground springs with an average temperature of 70 degrees, making it an ideal year-round attraction for swimmers and fitness enthusiasts. Over the years, Barton Springs Pool has drawn people from all walks of life with visitors in excess of 800,000 per year.

REGIONAL ECONOMIC GROWTH FACTORS, CONT.

Circuit of the Americas

Another local attraction that makes Austin such a desirable destination is the Circuit of Americas. The multi-purpose facility hosts some of the most prestigious racing events in the world, including the Formula 1 Grand Prix. Built around a state-of-the-art 3.4-mile circuit track with capacity for 120,000 fans and an elevation change of 133 feet, the facility is designed for any and all classes of racing – from motor power, to human power. Circuit of The Americas is ideally situated on a 1000-acre site in southeast Austin, approximately two miles from Austin Bergstrom International Airport, with scenic views of downtown. Far more than a racetrack, Circuit of The Americas is a world-class performance venue with some the top entertainment acts in the world today playing regularly at the state-of-the-art-amphitheater which takes full advantage of the climate found in Central Texas.

Austin City Limits

Austin City Limits is the longest running music program in television history, the only television show to have been awarded the Presidential Medal of the Arts, and was recently recognized by Time magazine as one of the 10 most influential music programs of all time. Since 1974, the show has presented a huge variety of musical styles and genres, hosting everyone from Willie Nelson to BB King to Foo Fighters. The show was enshrined as a Rock & Roll Landmark in the Rock & Roll Hall of Fame and Museum at the beginning of its 35th season in 2009. Austin City Limits hosts between 60 — 100 acts per year at its new Moody Theater, which is a state-of-the-art, 2,700 person capacity live music venue.

ACL Festival

Long renowned as the “Live Music Capital of the World”, Austin, TX is home to the annual three-day Austin City Limits Music Festival that takes place on 46-acres in Zilker Park. The “ACL Fest” brings together over 130 acts from all over the world for two consecutive weekends. Approximately 75, 000 fans attend the festival each day and close to 225,000 over the entire weekend event.

According to an impact analysis by Angelou Economics, when the festival ran for a singular weekend in 2012, it generated more than \$102 million in local economic impact. Early figures for the two-weekend long 2013 festival showed 38% of participants were from Texas, but outside Austin; 21% were from across the U.S., outside of Texas; and 4% international. Of the international visitors, the most travel from Mexico. Of the U.S. guests, the most travel from California. Of the Texas visitors, the most travel from Houston. Since 2006, the Austin City Limits Music festival has contributed more than \$7.4 million to the Austin Parks Foundation for beautification projects. In addition to that, they have given \$5 million toward renovating the City of Austin's Auditorium Shores.

REGIONAL ECONOMIC GROWTH FACTORS, CONT.

South by Southwest (SXSW)

Over 50 venues throughout the City of Austin host noted filmmaker, musicians and multimedia artists from around the world to showcase music and interactive media during this internationally-recognized annual event. The music event has grown from 700 registrants in 1987 to over 16,000 registrants. As Austin has grown and diversified, film companies and high-tech companies have played a major role in the Austin and the Texas economies. In 1994, SXSW added a film and interactive component to accommodate these growth industries.

In 2013, the SXSW events had a \$218 million impact on the City of Austin's Economy, according to a report commissioned by SXSW organizers. This figure was up from \$190 million in 2012. Attendance at core SXSW events hit an all time high of 41,700 attendants in 2013, helping contribute to the festivals record-breaking economic impact.

SITE CONSIDERATIONS

Utilities / Easements

The park contains Austin Energy utility lines running from the Decker Power Plant on the North West side of Walter E. Long Lake and to the South East corner of the property. Currently, the park does not receive water, sewer, electric or any other utility services.

Zoning

The property is zoned as parkland with the surrounding area comprised of a broad range of land uses and zoned and un-zoned land. It contains a mix of suburban residential development, several mobile home parks, large-lot single-family homesteads, large tracts of vacant and agricultural lands, and numerous smaller-scaled warehouse and industrial uses.

Tax Increment Financing Zone

The Course property is not within an existing tax increment-financing zone.

Taxing Jurisdictions

The following taxing jurisdictions apply to the Course property:

- City of Austin
- Travis County
- Travis county Healthcare District
- Manor ISD
- Austin Community College District

SITE CONSIDERATIONS, CON'T.

Priority Woodlands

Exhibit D graphically delineates quality woodlands within the potential development area of the Course. These woodlands are divided into two designations potential priority and significant. Extracted from a 2006 Tree canopy survey, this map was created by City of Austin Development Review to identify areas likely to contain woodlands designated as priority or significant. Proposals should be conscious and sensitive to the protection of these natural resources. There are currently no management plans for the woodland areas; however, PARD continues to survey within Walter E. Long Metropolitan Park to identify significant woodland areas.

Flood Plain

The proposed Course property is located within the Walter E. Long Lake Watershed and contains small areas of floodplain surrounding the lake. (Exhibit C)

Heritage Trees

An analysis of the site will be necessary to identify heritage trees on the property. The Developer will work with the City arborist to determine whether or how any identified heritage trees on the site might be incorporated into the design of the project. [Link](#) to City Code, Chapter 6-3 Trees and Vegetation

Blackland Prairie Grass

The Decker Tallgrass Prairie Preserve (DTPP) and the Indian Wildlife Sanctuary (IWS) are both located within the Walter E. Long Metropolitan Park and are dedicated to the restoration, preservation and management of Blackland Prairie. Blackland Prairie is a tallgrass grassland, historically influenced by fire and grazing, that supports a diverse wildlife community. It has been identified as high priority conservation by the COA, Travis County, Texas Parks and Wildlife Department, World Wildlife Fund, and other organizations (see Exhibit E).

TRANSPORTATION NETWORK

The major highways connecting Austin to the Course site include HWY 290 to the North of the property. Texas 130, a Toll built that runs along the East side of the property to connect Major roadways. Also Decker Lake Road and MLK Boulevard/969 run East and West connecting to HWY 183 into Austin.

State Highway 130 Toll Road

The SH 130 is the fast, nonstop alternative to I-35 that runs East of the City of Austin. Whether it's a bypass around downtown Austin traffic or a quicker way to the airport, SH 130 is about getting where you're going faster and with a lot less stress. In addition to Austin, SH130 provides direct connections to San Antonio (80 miles to the south); Circuit of the Americas (10 miles to the south); the cities of Georgetown, Pflugerville, Hutto and Waco (to the north). SH130 also provides connectivity to SH171 and SH290 that provide connections to Bastrop, Elgin and Houston (to the east).

TRANSPORTATION NETWORK, CON'T.

Austin-Bergstrom International Airport Expansion

Recent growth patterns suggest that the airport will need additional space for both passengers utilizing the terminal concourse and aircraft parking at the terminal gates as soon as 2015. In keeping with the recommendations in both the 2003 and 2008 Master Plan and Master Plan Phasing Projects, respectively, the new space will be added to the eastern end of the existing terminal facility with a proposed completion in fall 2017. This \$240 million expansion will “balance” the terminal and provide much needed space for the ever-expanding passenger and aircraft operational numbers.

The east terminal gate expansion will provide approximately 70,000 square feet (a 23% increase) of new hold room space, concessions, restroom facilities, and concourse circulation space to name a few. It also provides the added concourse footprint that will accommodate seven to eight additional aircraft parking spaces on the apron for both domestic and international airline operations. This near-term expansion will provide an approximate 30% increase in aircraft operational capacity. The expanded terminal will accommodate approximately 4 million additional passengers per year for a total of 15 million annual passengers – an increase of 27%.

British Airways

British Airways launched its inaugural flight between Austin, Texas and London, England in March of 2014, marking the first regular transatlantic nonstop service for the city of Austin. The carrier has its home base at London Heathrow and is one of the world’s busiest international airport flying to more than 70 different countries.

MANDATORY REQUIREMENTS

All elements discussed within this section are mandatory and must be met within the context of an operation and maintenance agreement revocable at the discretion of the City of Austin Council.

Public Nature of the Course

The City has long held a vision for the use of the land as a municipal golf course. Submissions to this RFQS must reflect the fact that this is going to be a public facility that is as accessible to the public as any other of our municipal golf courses or other recreational areas.

The City also recognizes that additional revenue generating opportunities exist within the property and Respondents are encouraged to include ideas for additional amenities in their project concept submittals, while retaining the public access requirement. The goal is to create a facility that invites all citizens to enjoy the property by maximizing its potential.

MANDATORY REQUIREMENTS, CON'T.

Financial Resources

Developer shall be able to establish and demonstrate that it has access to financial resources to:

- Raise debt and equity capital to develop and complete the development of the property
- Manage and operate the Course in a financially sustainable manner that ensures and promotes public nature of the Course.
- Develop and maintain the Course in accordance with all applicable federal, state, and local laws, rules, and regulations, including those relating to procurement and bonding.

Design Element

- Developer shall use a golf course architect or golf course design firm with extensive proven experience in golf course design.
- Design should incorporate environmentally sustainable practices, materials and operational plans for all developed facilities.
- Design should incorporate to the greatest degree possible conservation and preservation of natural features and habitat.
- The Course should meet the needs of the community and be open to the public.

Infrastructure

The Developer shall be responsible for construction of the property at a minimum to include, but not be limited to:

- Clubhouse with areas for corporate meeting space, special events, locker rooms with showers, kitchen with catering and food and beverage capabilities
- Cart barn facility with capacity to house and charge electric golf carts
- Maintenance building to stock equipment and supplies
- One or more eighteen (18) hole golf course with driving range and practice facilities
- Public Parking component for patrons and visitors
- Security measures incorporated in all elements of the developed facilities

Management Operations

The Developer shall maintain and manage operations of the Property following completion of the development. The Proposal must demonstrate the plan for the management and operation of golf operations and other amenities for the Property, including the following:

- Provide access and equal opportunity to services and programs administered by the Developer
- To deliver services and programs comparable to other City of Austin municipal golf facilities,
- To meet the needs of the community

MANDATORY REQUIREMENTS, CON'T.

Land Use Compliance

- Subchapter E – Design Standards and Mixed Use [Link](#)
- Critical Water Quality Zone [Link](#)
- Impact of Flood Plain
- State and Local Parkland Development Regulations [Link](#)
- Austin City Code Title 25: Land Development Code [Link](#)
- Drainage Criteria Manual [Link](#)
- Environmental Criteria Manual [Link](#)
- Adhere to all applicable Federal, State and Local procurement laws.

Community Considerations

- Exceeding Green Building Minimums [Link](#)
- Mobility and Connectivity per Americans with Disabilities Act (ADA) regulations
- Variety of Public Amenities, i.e. Food and Beverage Service
- Public Art and/or Education
- Public Audubon Trail and Park Pedestrian Connectivity
- Other Public Benefits

DEVELOPER RESPONSIBILITIES

Development of the Course shall be constructed within the Walter E. Long Metropolitan Park; and subject to Federal, State, and Local laws, regulations, requirements and all other requirements in this solicitation. Timing and design of the construction of the improvements will be subject to negotiation with the Developer.

Financial

Developers or development teams shall provide detailed economic impact and financial analysis of the proposed development for each of the first ten years and include the following information in the responses:

- Taxes: Sales, property, and any other taxes.
- Jobs: New jobs created, both temporary and permanent.
- Investment: Construction value and square footage of development.
- Other Economic Factors: Any other economic factors affected by the development.
- Other potential revenue to the City

DEVELOPER RESPONSIBILITIES, CON'T.

Utilities

The Developer shall be responsible for extending, developing, upgrading and permitting any utilities and all operational components to meet City standards for the development of the Course and the ongoing cost of utilities.

Imagine Austin Guidelines

The Developer shall clearly demonstrate in the proposal how the development of the Course property conforms to and furthers the City's cultural, social, economic and infrastructure development to meet the Imagine Austin's Vision Goals:

- Austin is Livable
- Austin is Natural and Sustainable
- Austin is Mobile and Interconnected
- Austin is Prosperous
- Austin Values and Respects its People
- Austin is Creative
- Austin is Educated.

To the extent that the vision, goals, and policy established by the City in connection with the Course development conflict with the Imagine Austin Guidelines, the City's vision, goals and policy take priority.

[Link](#)

Development Fees

Except as expressly set out herein, the Developer is expected to fully fund all fees, costs and expenses associated with the development of the Course property, including, but not limited to, all pre-development costs and ongoing management of operations.

REQUIRED AGREEMENTS

The Qualification Statement Responses will be used by the City to identify qualified Respondents for further consideration and interviews. Ultimately, the City will select a developer or development team from the Respondents (Successful Respondent) who will enter into Agreements with the City.

Exclusive Negotiating Agreement (ENA)

The ENA will establish a period during which the Developer shall have the exclusive right to negotiate with the City the terms and conditions of a Master Development Agreement. While the ENA is in effect, the City agrees not to actively negotiate with any other entity to act as a master developer of this project or solicit bids or proposals to do so. Exhibit U provides key terms and conditions to be included in the ENA. Negotiations with the Developer will begin immediately after approval by City Council.

REQUIRED AGREEMENTS, CON'T.

Master Development Agreement (MDA)

The MDA will establish obligations for the design, construction, maintenance, operation, and management of the Property.

DEPOSIT

Each Respondent, in order to proceed beyond City Staff review must submit a cashier's check in the amount of two checks totaling \$10,000.00 payable to the City of Austin (the "Deposit") with the qualification statement response. Upon receipt of the two cashier's check, the City will immediately be entitled to one check for \$5,000.00 as independent consideration to the City's review of the response (the "City's Review Fee") The City will be entitled to the City's Review Fee whether or not the City selects the Respondent for further negotiations. The City will, however, return the second check for \$5,000.00 as the remainder of the Deposit (the Deposit minus the City's Review Fee) (the "Remainder of the Deposit") to any applicable Respondent if that is not ultimately selected for exclusive negotiations with the City.

When the City identifies the Successful Respondent, the City will immediately be entitled to the Successful Respondent's Remainder of the Deposit as a fee for entering into negotiations for the Exclusive Negotiation Agreement. Therefore, the City will not refund any portion of the Deposit to the Successful Respondent even if the City does not ultimately enter into any agreement with the Successful Respondent for redevelopment of the Walter E. Long Metropolitan Park property.

Upon execution of the Exclusive Negotiation Agreement, the Successful Respondent will be required to submit an additional deposit of \$10,000.00 (the "Additional Deposit"). The City will immediately be entitled to the Additional Deposit as a fee for entering into negotiations for a master development contract. Therefore, the City will not refund any portion of the Additional Deposit to the Successful Respondent even if the City does not ultimately enter into a development contract with the Successful Respondent.

SELECTION PROCESS

An interdepartmental team will conduct the developer selection process. The team reserves the right to reject any or all responses or to terminate development negotiations at any time. Once the team has made a final decision, the recommended submission will be presented to the Austin City Council for approval to negotiate and execute a contract. The Austin City Council is the final decision-maker regarding this selection

Upon receipt of qualifications, a selection Committee will review the qualifications and project concepts proposed by the respondents to this RFQS. This committee will be comprised of key COA staff, including representation from multiple disciplines within the Parks and Recreation Department. Also, if needed, the Committee will review any supplemental written responses. The COA reserves the right to request clarification or additional information from individual respondents and to request some or all respondents to make presentations to the City, staff, community groups, or others.

SELECTION PROCESS, CON'T.

For each RFQS respondent, rankings of the Committee will be used to determine a composite ranking of respondents. Based upon the composite rankings, the Committee will select finalist RFQS respondents to be invited to present their concepts to the City Council. As part of the evaluation process, the COA expects to interview some, but not necessarily all, of the developers that submit qualifications statements

Following analysis of RFQ responses, the selection Committee reserves the right to reject all proposals or to move immediately to selection of a Master Developer. The Committee reserves the right to assess and determine the most qualified respondents in its sole and exclusive discretion.

KEY DATES

The selection process to be carried out as part of this Request for Qualifications (RFQS), includes the following steps and schedule:

Publication and distribution of RFQS:	May 19, 2014
Pre-Submission conference:	June 4, 2014, (time and locations to be determined)
Last day to submit questions	June 18, 2014, 3:00 p.m.
RFQS response deadline:	July 8, 2014, 4:00 p.m.
Interviews:	July 29, 2014
Final Recommendation:	August 1, 2014
City Council Approval	September 25, 2014

PROPOSAL FORMAT

Prefacing the proposal, the Proposer shall provide an Executive Summary of three (3) pages or less, which gives in brief, concise terms, a summation of the proposal. The proposal itself shall be organized in the following format and informational sequence:

Part I - Business Organization

State full name and address of your organization and identify parent company if you are a subsidiary. Specify the branch office or other subordinate element which will perform, or assist in performing, work herein. Indicate whether you operate as a partnership, corporation, or individual. Include the State in which incorporated or licensed to operate. More specifically, the response shall include information about the development entity to be used by the Respondent including: Identification of the Development Entity, Identity of Principals, Development Team and Management Team.

Identify the Development Entity: Identify the legal entity constituting the Respondent that will accomplish the financing, development and implementation of the project. Include all intended joint venture and limited partners. To the extent the entity is created, provide proof of authority to do business in Texas and, as applicable, a certificate of good standing. If publicly traded, include stock exchange and trading symbol. Indicate the percentage interests of each of the partners and provide a complete listing of names, titles, addresses and telephone numbers. Also, provide the name of the principal in charge.

Identity of Principals: Provide an accurate and thorough description of the Respondent. Include the names of principals, home office location, number of employees, sales and development volume in dollars per year for the last five years and all office locations.

Part II - Concept and Solution Proposed

Define in detail your understanding of the requirement presented in the Scope of Work of this request for proposal and your system solution. Provide all details as required in the Scope of Work and any additional information you deem necessary to evaluate your proposal.

Part III - Development Plan

Describe your detailed conceptual development plan for accomplishing required work for the development of the property. Include such time-related displays for design and construction, graphs of conceptual plans, and charts as necessary to show tasks, sub-tasks, milestones, and decision points related to the Scope of Work and your plan for accomplishment. Specifically indicate:

A description of your work development work plans by tasks. Detail the steps you will take in proceeding from Task 1 to the final tasks. The successful developer, development team will be expected to utilize the vision described in the RFQS of the facility and build a new community destination that addresses connectivity, public amenities, sustainability, and neighborhood fit appropriate to the City of Austin.

PROPOSAL FORMAT, CON'T.

The description of the development concept can include the mix of uses (e.g., recreation elements, food and beverage service, entertainment venues, gallery space, cultural/educational space, etc., combined with active use for example; youth and/or senior leagues, fitness and exercise space, discounted rates for neighborhood residents etc., as applicable to the specific plan), as well as the amount of parking to be provided for each use and how it will be provided (underground parking garage, above ground parking garage, as applicable, shared parking with other developments or entities).

The description must also include an explanation of the relationship of the project's scale and mass to the surrounding developments. Graphic conceptual plans for the proposed project are required. Graphics must include, at a minimum, a site plan, elevation and sections that illustrate the location, size and relationship of the mix proposed uses including parking and access improvements.

A development time line is required. Respondents shall provide a proposed design and construction timetable, including timelines showing all approvals required from other entities involved in the project. The timeline submission period should include details for the period from Developer selection to completion of construction.

Submittals shall also include the technical factors that will be considered in the section above, and the depth to which each will be treated, including a discussion and details of the following:

- **Public Involvement:** Description of the public involvement planned, including the role of the development entity, involvement of the public sector and unique challenges of the project.
- **Concessions and Incentives:** To the extent that a Respondent is proposing any City concessions or incentives, those proposed concessions and incentives should be specifically and clearly articulated in the response.
- **Public Facilities:** The City desires to maximize opportunities for public facilities within the property and encourages each Respondent to suggest appropriate public facilities in their response.
- **Use of Federal Funding:** To the extent the Respondent identifies opportunities to receive and utilize federal funding; such opportunities should be disclosed in the response.
- **Other Public Benefits:** It is anticipated that the Respondent will identify and propose other public benefits that would be part of the response.

The City contemplates the public display of all or a portion of the development plan from Respondents that meet the minimum mandatory requirements for consideration

Part IV – Program Considerations

Respondents shall provide conceptual drawings of all of the following elements.

- Rental space for events – interior and exterior
- Site improvements for shore line
- Innovative Sustainability elements – including water quality, energy efficiency/co-generation, etc.
- Concession Opportunities – such as food and beverage service

PROPOSAL FORMAT, CON'T.**Part V – Economic Impact Analysis:**

Provide an economic impact and financial analysis of the proposed development for the first ten years, showing impacts for taxes, jobs and other economic factors as described in Section 0500, Scope of Work.

Part VI – Project Management Structure:

Provide a general explanation and chart which specifies project leadership and reporting responsibilities; and interface the development and management teams with City project management and team personnel. If use of subcontractors is proposed, identify their placement in the primary management structure, and provide internal management description for each subcontractor.

Part VII – Developer/Development Team Prior Experience:

Describe only relevant experience for personnel with respect to the development and operation of other commercial and public projects, clearly distinguishing the experience of the Respondent (including joint venture partners) from that of consultants and other team members of who are proposed to be actively engaged in the project. Supply the project title, year, and reference name, title, present address, and phone number of principal person for whom prior projects were accomplished.

For each project identified, Respondent shall provide the following information:

- Identification. Statement of the project name and type.
- Developer. Identification of the developer and an explanation, if different from the identity of the Respondent.
- Location. Identification of the location, including address and photographs of the project.
- Size and Uses. Description of the size, mix of uses and tenants.
- References. Identification of two references with contact names and telephone numbers.

Part X - Personnel:

Include names and qualifications of all professional personnel who will be assigned to the development team and management team. State the primary work assigned to each person and the percentage of time each person will devote to this work. Identify key persons by name and title. Provide all resumes.

Public Entity Contact Information. Identification of involved public entities, including references and contact information.

Part XI – Financial Capability and Capacity:

The City recognizes that under certain circumstances, this information could be construed as confidential and sensitive. Therefore, the City will treat this portion of the submission as confidential, to the extent that is not already public and to the extent allowed by law. Respondents may submit proprietary financial information in a separate envelope from the response labeled “Confidential”. However, the separate envelope is due to City by same time and date as required by the **RFQS** for Qualification Statement responses.

PROPOSAL FORMAT, CON'T.

In order to demonstrate access to equity capital and financing resources to carry out the proposed project, provide in the response the information listed below:

- **Portfolio.** Composition of current real estate portfolio.
- **Financing Commitment History.** Recent history (last three years) in obtaining financing commitments including the type of project, financing source (s), amounts committed, etc.
- **Audited Financial Statements.** Audited Financial Statements for the last three years, including cash flow statements and balance sheets and, if publicly held, the most recent 10K and 10Q filings.
- **Pending Projects.** A listing and description of all pending projects under enforceable funded contracts, including status, development schedule and financial commitment required of the Proposer. Also provide a description of the project financing method, sources and amounts and indicate any working relationship on other projects with members of the development team.
- **Sources of Debt and Equity Capital.** The identity and description of the specific sources of debt and equity capital, including relationships to the Respondent (e.g., outside lender, parent company) and contact information.
- **Funding Source Action.** A discussion of whether any funding sources or financial institution have threatened to take or have taken any adverse action against the Respondent or joint venture partner, such as terminating or restricting the use of funds, anytime during the past five years.
- **Legal Action.** A description of any pending or past legal action against Respondent, its principals and associates within the last five years including, but not limited to, legal action resulting from charges of financial misconduct or impropriety against the Respondent, its principals or associates. Additionally, provide a description of all notices of termination and claims of damage received on all projects within the last five years. Describe all claims on performance and payment bonds received by Respondent, its principals and associates within the last five years.
- **Bonding Capacity.** A description of Proposer's bonding capacity and any claims of default or termination within the last five years.

Part VIII - Non-Collusion, Non-Conflict of Interest, and Anti-Lobbying:

On November 10, 2011, the Austin City Council adopted Ordinance No. 20111110-052 amending Chapter 2-7, Article 6 of the City Code relating to Anti-Lobbying and Procurement. The policy defined in this Code applies to Solicitations for goods and/or services requiring City Council approval under City Charter Article VII, Section 15 (Purchase Procedures). During the No-Contact Period, Offerors or potential Offerors are prohibited from making a representation to anyone other than the Authorized Contact Person in the Solicitation as the contact for questions and comments regarding the Solicitation.

If during the No-Contact Period an Offeror makes a representation to anyone other than the Authorized Contact Person for the Solicitation, the Offeror's Offer is disqualified from further consideration except as permitted in the Ordinance.

PROPOSAL FORMAT, CON'T.

If a Respondent has been disqualified under this article more than two times in a sixty (60) month period, the Purchasing Officer shall debar the Offeror from doing business with the City for a period not to exceed three (3) years, provided the Respondent is given written notice and a hearing in advance of the debarment.

The City requires Offerors submitting Offers on this Solicitation to provide a signed Section 0810, Non-Collusion, Non-Conflict of Interest, and Anti-Lobbying Affidavit certifying that the Offeror has not in any way directly or indirectly made representations to anyone other than the Authorized Contact Person during the No-Contact Period as defined in the Ordinance. The text of the City Ordinance is posted on the Internet at: <http://www.ci.austin.tx.us/edims/document.cfm?id=161145>

Part IX - Proposal Acceptance Period:

All proposals are valid for a period of one hundred and twenty (180) calendar days subsequent to the RFQS closing date unless a longer acceptance period is offered in the proposal.

Part X - Proprietary Information:

All material submitted to the City becomes public property and is subject to the Texas Open Records Act upon receipt. If a Proposer does not desire proprietary information in the proposal to be disclosed, each page must be identified and marked proprietary at time of submittal. The City will, to the extent allowed by law, endeavor to protect such information from disclosure. The final decision as to what information must be disclosed, however, lies with the Texas Attorney General. Failure to identify proprietary information will result in all unmarked sections being deemed non-proprietary and available upon public request.

Part XI - Authorized Negotiator:

Include name, address, and telephone number of person in your organization authorized to negotiate Contract terms and render binding decisions on Contract matters.

Part XII - Exceptions

Be advised that exceptions to any portion of the Solicitation may jeopardize acceptance of the Proposal.

Part XIII - Proposal Preparation Costs

All costs directly or indirectly related to preparation of a response to the RFQS or any oral presentation required to supplement and/or clarify a proposal which may be required by the City shall be the sole responsibility of the Proposer.

EVALUATION CRITERIA

Development Concept (30 Points)

How well the respondent explained how the Project will advance: successful public-private or public-public partnerships, key economic development goals, sustainability, understanding of city goals (particularly public access), design quality, and a positive community impact (broadly).

Community Benefit (25 Points)

Adherence to the COA's goal of creating a "public" facility that benefits the entire community.

Qualifications of Firm and Relevant Experience/Projects (20 Points)

The respondent's demonstrated experience in projects of similar size and scope, prior experience negotiating with public partners.

Financial Capacity (15 Points)

The respondent's ability to develop projects of similar size and scope and access to additional financing.

Proposed Revenue (10 Points)

Amount of funding the COA will receive of the anticipated revenue.

INTERVIEWS (An additional 25 points maximum may be applied at the discretion of the City if required).

Each respondent must initially submit one (1) bound original proposal and eight (8) pdf versions that are an exact duplicate of the original on CD - Rom or USB. Additional Copies shall be submitted and must be received by 4:00 p.m. on July 8, 2014 at the following address:

City of Austin Purchasing Office

Attention: RFQS TVN0102

Municipal Bldg.

124 W. 8th St., Rm 308

Austin, TX 78701

Receptionist Phone (512)974-2500

SITE TOUR AND PRE-SUBMISSION CONFERENCE

The COA will be providing a site inspection tour/Pre-Submission conference prior to the RFQS submission. The conference shall be held at the following place and time:

Date & Time to be determined

Turner Roberts Recreation Center

7201 Colony Loop Dr.

Austin, TX 78724

QUESTIONS AND CLARIFICATIONS

Questions regarding this RFQS process must be directed in writing (e-mail or mail) to the below contact. The COA will respond to all questions in writing to all registered respondents through an RFQS Addendum.

Note: There will be a NO-CONTACT period associated with this RFQS from April 14, 2014 until the award and execution of a contract. During this period, the ONLY authorized contract regarding this RFQS is the following City of Austin Representative:

Terry V. Nicholson

Senior Buyer Specialist

Purchasing Office

City of Austin

terry.nicholson@austintexas.gov

THE DEADLINE FOR SUBMITTING QUESTIONS TO THE AUTHORIZED CONTACT SHALL BE JUNE 18, 2014 AT 2:00 PM.

Written Explanations or Clarifications

Any material information given to one Offeror concerning a Solicitation will be furnished as an Addendum to all Offerors who have been issued a Solicitation. Any explanation, clarification, interpretation or change to the Solicitation made in any other manner is not binding upon the City, and Offerors shall not rely upon such explanation, clarification, interpretation or change. Oral explanations or instructions given before the award of the Contract are not binding. Requests for explanations, clarifications or interpretations may be faxed to the City at (512) 974-2388. The fax must clearly identify the buyer's name and solicitation number.

GENERAL CONDITIONS

Chapter 176, Conflict of Interest Disclosure

In accordance with Chapter 176 of the Texas Local Government Code, Offeror must file a Conflict of Interest Questionnaire with the Office of the City Clerk no later than 5:00 P.M. on the seventh (7th) business day after the commencement of contract discussions or negotiations with the City or the submission of an Offer, or other writing related to a potential Contract with the City. The questionnaire is available on line at the following website for the City Clerk:

<http://www.austintexas.gov/department/conflict-interest-questionnaire>

There are statutory penalties for failure to comply with Chapter 176.

Opportunity To Protest

The Purchasing Officer has the authority to settle or resolve an claim of an alleged deficiency or protest. The procedures for notifying the City of Austin of an alleged deficiency or filing a protest are listed below. If you fail to comply with any of these requirements, the Purchasing Officer may dismiss your complaint or protest.

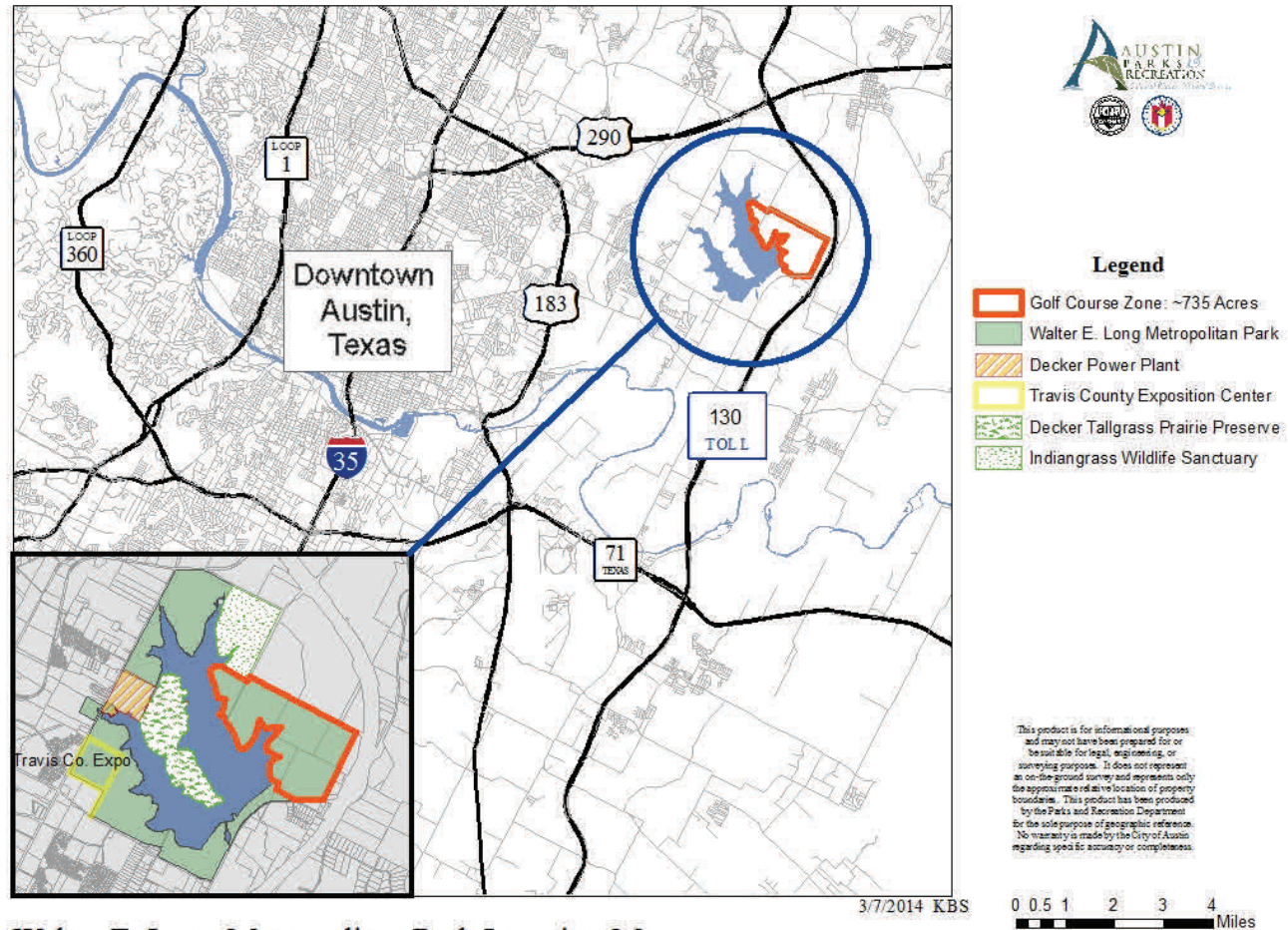
- A. **Prior to Offer Due Date:** If you are a prospective Offeror and you become aware of the facts regarding what you believe is a deficiency in the solicitation process before the Due Date for receipt of Offers, you must notify the City in writing of the alleged deficiency before that date, giving the City an opportunity to resolve the situation prior to the Offer Due Date.
- B. **After Offer Due Date:** If you submit an Offer to the City and you believe that there has been a deficiency in the solicitation process or the award, you have the opportunity to protest the solicitation process or the recommended award as follows:
 - i. You must file written notice of your intent to protest within four (4) calendar days of the date that you know or should have known of the facts relating to the protest. If you do not file a written notice of intent within this time, you have waived all rights to protest the solicitation process or the award.
 - ii. You must file your written protest within fourteen (14) calendar days of the date that you know or should have known of the facts relating to the protest unless you know of the facts before the Offer has been closed. If you know of the facts before those dates, you must notify the City as stated above.
 - iii. You must submit your protest in writing and must include the following information:
 - (1) your name, address, telephone, and fax number;
 - (2) the solicitation number and the CIP number, if applicable;
 - (3) a detailed statement of the factual grounds for the protest, including copies of any relevant documents.

GENERAL CONDITIONS, CON'T.

- iv. Your protest must be concise and presented logically and factually to help with the City's review.
- v. When the City receives a timely written protest, the Purchasing Officer will determine whether the grounds for your protest are sufficient. If the Purchasing Officer decides that the grounds are sufficient, the Purchasing Office will schedule a protest hearing, usually within five (5) working days. If the Purchasing Officer determines that your grounds are insufficient, the City will notify you of that decision in writing.
- vi. The protest hearing is informal and is not subject to the Open Meetings Act. The purpose of the hearing is to give you a chance to present your case, it is not an adversarial proceeding. Those who may attend from the City are: representatives from the department that requested the purchase, the Department of Law, the Purchasing Office, and other appropriate City staff. You may bring a representative or anyone else that will present information to support the factual grounds for your protest with you to the hearing.
- vii. A decision will usually be made within fifteen (15) calendar days after the hearing.
- viii. The City will send you a copy of the hearing decision after the appropriate City staff has reviewed the decision.
- ix. When a protest is filed, the City usually will not make an award until a decision on the protest is made. However, the City will not delay an award if the City Manager or the Purchasing Officer determines that:
 - (1) the City urgently requires the supplies or services to be purchased, or
 - (2) failure to make an award promptly will unduly delay delivery or performance. In those instances, the City will notify you and make every effort to resolve your protest before the award.

Negotiations

The City reserves the right to negotiate all elements which comprise the Offeror's Response to ensure that the best possible consideration be afforded to all concerned.



Walter E. Long Metropolitan Park Location Map

EXHIBITS

The following documents may be found as attached Exhibits:

1. EXHIBIT A: 1968 Walter E. Long Metropolitan Park: Proposed Development Plan
2. EXHIBIT B: 1978 Walter E. Long Metropolitan Park: Proposed Development Plan Revised
3. EXHIBIT C: Walter E. Long Metropolitan Park: General Floodplain Map
4. EXHIBIT D: Walter E. Long Metropolitan Park: Priority Woodlands
5. EXHIBIT E: DTPP and IWS Management Plan
6. EXHIBIT F: Community Outreach Comments
7. EXHIBIT G: Exclusive Negotiation Agreement Key Terms & Conditions
8. EXHIBIT H: Offer Sheet