

# Request for Qualifications

Prime Development Opportunity



Clayton, Missouri



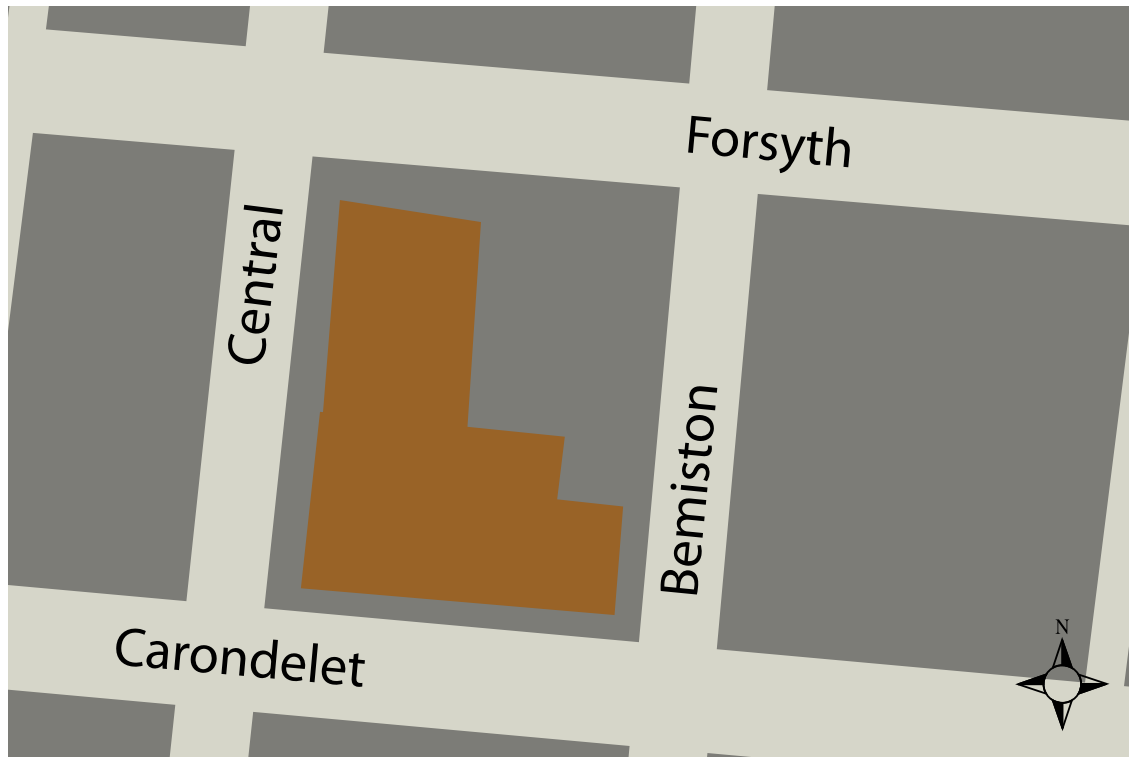
---

# Table of Contents

---

1	Request for Qualifications	
	A. Executive Summary . . . . .	2-3
	B. Development Potential . . . . .	4-5
	C. RFQ Responses . . . . .	6-7
	D. Mixed-Use/Office Destination . . . . .	8-9
	E. Clayton Submarket . . . . .	10-11
	F. Project Proposal . . . . .	12-13
<hr/>		
2	Response Guidelines	
	A. Response Format . . . . .	14-16
	B. Selection Process . . . . .	.17
	C. Submission Requirements. . . . .	18-19
	D. Reservations/Stipulations . . . . .	20-21
<hr/>		
3	Additional Information	
	A. Contact and Other Information . . . . .	.22

---



---

# 1-A. Executive Summary

**P**rime Development Opportunity – St. Louis County Port Authority, an affiliate of St. Louis County Economic Council, St. Louis County’s economic development agency, is pleased to present to qualified developers a prominent development site in the central business district of Clayton, Missouri. Clayton is a thriving metropolitan area

all the amenities of Clayton and the St. Louis region. The future developer will benefit from the Project Area’s visibility and strategic location in immediate proximity to the St. Louis County courts and administrative offices, a multitude of fine dining establishments, hotels, and boutiques, and upscale residential areas. The purpose of this Request for



located at the heart of the St. Louis region and considered the area’s most prestigious office submarket. The available site (Project Area), located at the intersection of Forsyth and Central, offers unparalleled access to

Qualifications (RFQ) is to identify developers with the experience and financial wherewithal to create a signature mixed-use development for the Project Area including a new Class A office complex.

*Shops and galleries along Maryland Avenue*



*The Ritz-Carlton*



*Outdoor café along Central Avenue*



*Folke Filbyter*

---

# 1-B. Development Potential

The City of Clayton, a suburban community with urban characteristics, has the second largest concentration of workers in the metropolitan St. Louis area. Currently, there is approximately seven million square feet of office space in the Clayton Central Business District. Restaurants, galleries, specialty boutiques, shops and hotels are also prevalent in downtown Clayton. Clayton's central location and convenient access to several interstates, major transportation arteries and light rail, place it within minutes of almost anywhere in the region. As a result, the Clayton Central Business District has exhibited significant commercial and residential development in recent years, making available land for development scarce.

The Project Area is well positioned in both size and location to support office, retail and other commercial uses within Clayton.

- The Project Area consists of two contiguous parcels totaling 84,300 square feet (1.93 acres).

- The site occupies approximately three-fourths of the city block bound by Forsyth on the north, Bemiston on the east, Carondelet on the south and Central on the west.



*MetroLink station in Clayton*

- Current zoning is High Density Commercial (HDC), which permits a variety of uses including a mixed-use office commercial development. City of Clayton officials have stated that the property's location warrants the greatest height and density permissible in downtown Clayton.
- The Project Area features excellent access to interstates, major thoroughfares, and MetroLink (the region's light rail system) as well as the many restaurants, shops, hotels, and other amenities.

*Shaw Park*



*Government Center*

---

# 1-C. RFQ Responses

**R**esponses to this Request for Qualifications (RFQ) will be evaluated on the basis outlined and recited herein.

The Port Authority requests that responses follow the format described herein including responses to the specific questions and criteria requested in the response format section. The Port Authority also encourages the inclusion of any additional or supplemental information which may illustrate or clarify responses.

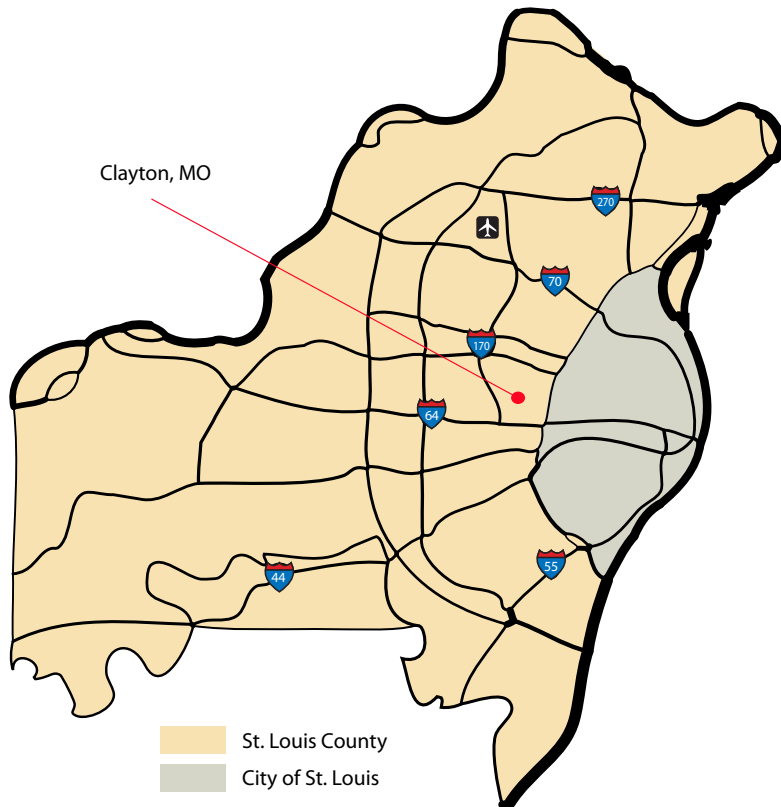
*The Center of Clayton*



*Maryland Walk*



*Maryland Avenue*



<b>Site A&amp;B Statistics:</b>	
Location	Clayton, Missouri
# of parcels	Two
<b>Site A</b>	
SF	54,600
Current use	Parking lot
Owner	Port Authority
<b>Site B</b>	
SF	29,700
Current use	Small retail shops Second-story offices
Owner	Montgomery Family Partnership

**St. Louis County, Missouri**

- Nearly one million residents – approximately one-fifth of the state’s population
- 91 municipalities throughout the County’s 525 square miles
- As Missouri’s largest county, St. Louis County claims a fourth of the state’s payroll, a fifth of its businesses and nearly a quarter of its total jobs
- Highest per capita personal income in the region and state
- Over \$23 billion in total assessed value for real and personal property – constitutes 25 percent of the state’s total
- AAA bond rating – St. Louis County is the only county in Missouri and one of 35 nationwide to hold a AAA bond rating ranked by the three top agencies

# 1-D. Mixed-Use/Office Destination

Situated in the heart of Clayton, the Project Area is the signature location in the central business district. The subject property consists of two parcels. The first parcel contains 54,600 square feet and is used as a surface parking

lot (Site A). The second parcel consists of 29,700 square feet and contains small retail shops with second-story offices (Site B). The Port Authority owns Site A and a Montgomery Family Partnership owns Site B.





## 1-E. Clayton Submarket

The Project Area is located in the City of Clayton submarket, a thriving metropolitan area located in the heart of the St. Louis region and home to the administrative and judicial functions of St. Louis County. Clayton offers outstanding accommodations and is only 15 minutes from Lambert-St. Louis International Airport and just 12 minutes from downtown St. Louis. Clayton has over 65 restaurants and numerous hotels, including the area's only Ritz-Carlton hotel. The area's light rail transit system recently was expanded to include two stops in Clayton. The City of Clayton also completed an update to the its downtown master plan (a copy is available at [www.ci.clayton.mo.us/index.aspx?location=804](http://www.ci.clayton.mo.us/index.aspx?location=804)).

Clayton residential areas include some of the finest homes in the metropolitan area as well as new condominium developments and apartments. Many of the residential areas are within walking distance to the central business district. Within the 63105 zip code,

median household income is \$73,193 and the median home value is \$638,325.

The City's public schools are among the top five in the State of Missouri and ranked among the nation's best by *Newsweek* with 95 percent of high school graduates

### Commercial Statistics for Clayton:

No. of businesses in Clayton:	2,000
Est. in/out daytime population:	80,000
Persons Employed in CBD:	35,000

### Significant Corporations in Clayton:

1. Enterprise Rent-A-Car (HQ)
2. Brown Group (HQ)
3. Centene Corporation (HQ)
4. Commerce Bank, St. Louis
5. Rehab Care (HQ)
6. Graybar Electric (HQ)
7. Olin Corporation (HQ)
8. Furniture Brands (HQ)
9. The Ritz-Carlton, St. Louis
10. Ernst & Young
11. Barry-Wehmiller
12. Merrill Lynch



going on to college. Clayton is home to several private educational institutions including Washington University in St. Louis. Washington University is one of the country's premier research universities and is currently ranked 13th in the nation by *U.S. News and World Report*. As a result, Clayton businesses benefit from a vibrant, educated workforce.

Clayton is considered the most desirable office location in the entire St. Louis metropolitan area. It is home to numerous Forbes and Fortune 500 company headquarters and/or branch offices. The Clayton office market showed positive absorption during 2009. The overall vacancy rate was 8.7 percent and its Class A vacancy rate was only 6.6 percent, the lowest in the St. Louis metropolitan area and among the lowest of the major metropolitan markets nationwide. The low vacancy rate enables Clayton to achieve the area's highest Class A lease rates, which currently average \$27.49 per square foot, 17 percent higher than any other market in the region.

The strength of the Clayton office market is

further demonstrated by the completion of the 486,000-square-foot world headquarters building for Centene Corporation in June 2010. This office tower is 95 percent leased with asking rents of \$32 per square foot. Prominent tenants include Centene Corporation, Cassidy Turley, UMB Bank, Armstrong Teasdale and other large regional and national law firms.

Despite the national economic downturn, demand for space in Clayton remains strong and has garnered the attention of national developers. In addition to the Centene office tower, examples of recently completed projects include Maryland Walk, a 17-story condominium building; DeMun Pointe, a green, mixed-use project including 27 condominium units; and The Crescent, a nine-story, mixed-use project including office, retail and restaurants. Another project that has been announced is Carondelet Village, a large retail, entertainment, hotel, and office project. Finally, the desirability of the Clayton's office market is evidenced by Brown Shoe Company's consolidation of its workforce to Clayton and its plans to expand its corporate headquarters in Clayton with a new campus-style development.

Proposed Development Site

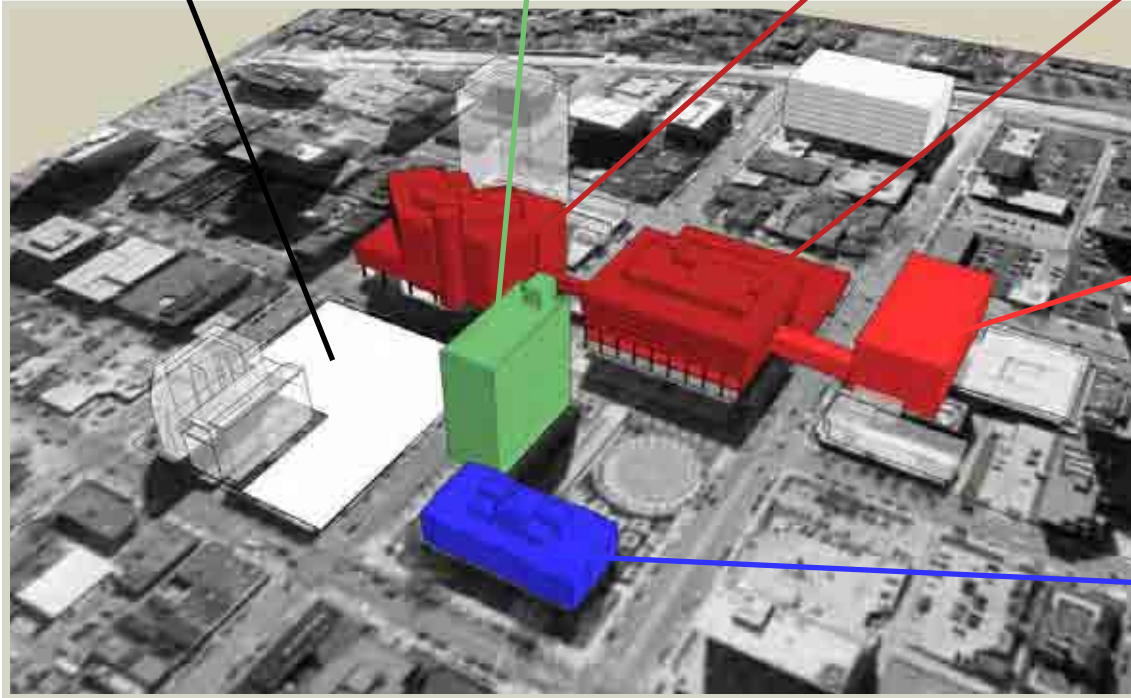
County Government Center

Justice Center

Courts Building

Proposed Family Courts Facility

Police (Annex)



---

# 1-F. Project Proposal

The Port Authority and Montgomery each desires to develop a mixed-use development including a new Class A office complex with appropriate complementary uses and garage parking. The project is consistent with the City of Clayton's updated downtown master plan. The Port Authority and Montgomery have entered into a joint development agreement whereby the parties have agreed that the project site should include both Site A and Site B in order to create greater density and flexibility as well as attract more suitable and mutually advantageous proposals for the construction and development of the project. A copy of the joint development agreement is available upon request.

Montgomery contemplates that it will enter into a joint venture with the selected developer which will own or lease Site B and lease Site A from the Port Authority pursuant to a 99-year ground lease including an option to purchase Site A and all improvements thereon. As part of the project,

Montgomery desires a minimum of 4,000 square feet of usable space for its retail banking facility and office needs, drive-through capacity and the right to have its name prominently identified with the name of the office structure. In return for the use of Site A, the Port Authority requires that the project include 75,000 square feet of usable office space to be used rent-free by the Economic Council, World Trade Center Saint Louis and other St. Louis County offices for approximately 15 years together with garage parking sufficient for employees and invitees.

Information related to Montgomery and its related entities and individuals is available online: [www.montgomery-companies.com](http://www.montgomery-companies.com).



---

---

## 2-A. Response Format

Responses should include the proponent's qualifications and must address, at a minimum, the following information:

### I. Qualifications:

#### A. Proponent Information:

1. Complete name of developer
2. Names of any development partners, joint venture participants, and, if known, the names of any prospective tenants for the project
3. Address of developer
4. Contact person for developer
5. Federal Identification Number(s)
6. Affiliated or parent organizations
7. Form of business entity (i.e., corporation, limited partnership, etc.)
8. All addresses where developer, their parent companies and affiliates do business

#### B. General Project Concept:

For purposes of effectively evaluating the Developer's qualifications and experience/capacity to construct the Project at the Project site, Developer shall describe the general concept it envisions for the development of the Project including anticipated size of building(s), potential uses, and unique design elements that Developer may use.

#### C. Proponent's Development Background

The developer should specifically respond to the following criteria based upon the specific past experiences (where applicable) and abilities of the developer, its parent companies, its affiliates, all substantial investors or key employees.

1. A description of the history and heritage of the developer

- 
2. A list and summary description of all development projects completed in the last five years, including the development timetable and the amount and the sources of financing for each
  3. Identification and full description of specific project experience that is related to and that would uniquely qualify the firm to undertake development of the Project at the Project Site, including:
    - The uses (office, retail, parking, etc.) associated with the prior developments
    - Special features (telecommunications, fibre optics, IT, etc.)
    - The project costs and methods, amounts and sources of financing
    - The manner in which previous projects complemented the surrounding neighborhood or community
    - Experience addressing public infrastructure improvements needed for the project
    - Experience integrating innovative parking solutions for office and mixed-use projects located in an urban environment
    - Experience using minority and women owned businesses in contracting
    - Photographs or other graphic representations of the prior developments
  4. Copies of any marketing, promotional or advertising plans related to the identified similar development projects
  5. Experience working with public-private partnerships, including appropriate financial structures
  6. Experience working with civic and community/neighborhood organizations on design and development issues
  7. A description of the developer's past community involvement and/or plans to participate in the community
  8. Experience developing projects with LEED or other appropriate standard for establishing sustainable design
  9. Ability to distinguish the Project as a premier mixed-use office commercial development in the St. Louis region
  10. Ability to attract tenants and other businesses to the Project
  11. Demonstrated experience satisfying strict development timetables
  12. Capacity to effectively manage the workload required for a project of the magnitude proposed

- 
- 
13. Identification of any properties in which the firm has an ownership or management interests in the St. Louis region
  14. Proposed project organization and staffing and relevant experience of assigned staff
  15. Relevant experience of any development partners

NOTE: Graphic submissions of relevant project experience shall include copies that are reproducible in both 11 x 17 and 30 x 40 formats.

#### D. Developer's Financial Background

Developer shall provide evidence of its financial capacity to complete the Project and, if necessary, the methods available to Developer to finance the Project in the current market. The Port Authority may request more detailed financial information if, in the Port Authority's opinion, more detailed information is necessary to adequately evaluate the Developer's capacity to complete the Project.

## II. Developer Disclosures

- A. A statement as to whether the developer, its parent companies, or any Substantial Investor has been delinquent in the payment of any federal, state or local taxes, or is currently disputing their obligation to pay such taxes.
- B. A statement as to whether the developer, its parent companies, or any Substantial Investor has failed to satisfy any judgment, decree, or order of any administrative or judicial tribunal.
- C. A statement as to whether the developer, its parent companies or any Substantial Investor has ever filed or had filed against it a proceeding in bankruptcy or has ever been involved in any formal process to adjust, defer, suspend or otherwise work out the payment of any debt or ever had one or more projects foreclosed upon or repossessed.
- D. A statement as to whether developer, its parent companies or any Substantial Investor has contractually agreed to develop a land site which has not been successfully completed. If so, an explanation as to why this occurred.

IT IS REQUESTED THAT STATEMENTS OF QUALIFICATIONS FOLLOW THE ABOVE FORMAT. SUPPLEMENTAL AND ADDITIONAL INFORMATION TO ILLUSTRATE OR CLARIFY RESPONSES IS ENCOURAGED.



## 2-B. Selection Process

**S**taff of the Port Authority/Economic Council and representatives from Montgomery, together with any necessary consultants, will evaluate the submissions and may request additional information from proponents in order to assist in this evaluation. Developers submitting qualifications may be asked to make one or more presentations and participate in interviews. A shortlist may be developed depending upon the number of responses to the RFQ. Submissions will be

evaluated for completeness of qualifications, and final selection will be made based upon the submission that is determined to be most advantageous to the Port Authority, taking into consideration all information, qualifications, proposals, financial resources, and other information presented. At the conclusion of the selection process, the Port Authority will negotiate a development agreement, or other appropriate agreement, with the selected developer.



## 2-C. Submission Requirements

**S**ubmissions of statements of interest, qualifications and experience should be addressed to:

Jacqueline Davis-Wellington  
Executive Vice President  
St. Louis County Economic Council  
121 S. Meramec, Suite 900  
Clayton, Missouri 63105

The Port Authority reserves the right to continue to accept submissions until a firm is selected. For questions, please contact Jacqueline Davis-Wellington at 314.615.7663.

The proposal package must bear the following mark:

“QUALIFICATIONS FOR DEVELOPMENT  
OF CLAYTON CENTRAL BUSINESS DISTRICT.”



The proposal package shall include:

1. A certified check in the amount of \$1,000 made payable to St. Louis County Port Authority, in a sealed, standard sized envelope addressed as above. This is a non-refundable filing fee required of all proponents.
2. Five hard copies and one electronic copy on disc or other electronic storage device.
3. A cover letter including the following information:
  - Name, address and phone number of proponent
  - Name, address and phone number of anyone authorized to represent proponent
  - Name, address, phone number, and telecopier number of a designated contact person for all notices and communications regarding the submittal

*Clayton artwork: Man on a Horse, Youth, Original designs enhance sixteen aluminum traffic control boxes in the central business district, and Clayton Caryatid.*

*Taste of Clayton*



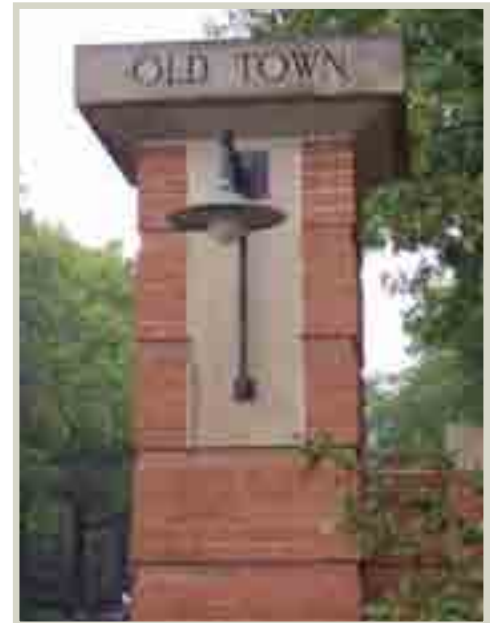
*St. Joseph's Church*



## 2-D. Reservations/Stipulations

1. This RFQ does not commit the Port Authority or Montgomery to award a contract or contracts, to defray any costs incurred in the preparation of a response to this request, or to procure or contract for services. All submittals in response to this RFQ become the property of the Port Authority as public records. All submittals in response to this RFQ may be subject to public review, on request.
2. Port Authority, Montgomery and the Selection Committee reserve the right to reject any or all proposals; to select one or more respondents; to void this RFQ and the review process and/or terminate negotiations at any time; to revise any conditions and stipulations contained herein, as convenient or necessary; to negotiate fees, rates and financial arrangements, etc at the appropriate time; to establish further criteria for selection; to ask proponents to submit additional information or evidence of their qualifications and experience; to waive informalities in the submittals; and to negotiate with proponents. Selection is dependent upon the negotiation of mutually acceptable contract(s) with the successful respondents.
3. As the selection process moves forward, the successful remaining developer(s) may be required to pay fees to cover expenses of the Port Authority, Economic Council and Montgomery related to the issuance, administration and evaluation of the RFQ including legal, financial and other related expenses at the sole discretion of the Port Authority.

- 
4. By accepting this RFQ and/or submitting qualifications in response thereto, each proponent agrees for itself, its successors and assigns, to hold the Selection Committee, Port Authority, Economic Council, St. Louis County, and Montgomery, and all of their various agents, commissioners, directors, consultants, attorneys, officers, and employees, harmless from and against any and all claims and demands of whatever nature or type, which any such proponent, its representatives, agents, contractors, successors, or assigns may have against any of them as a result of issuing this RFQ, revising this RFQ, conducting the selection process and subsequent negotiations, making a final recommendation, selecting a proponent or negotiating, or executing an agreement incorporating the commitments of the selected proponent.
  5. Proponents shall carefully examine this RFQ and shall make all necessary investigations to fully inform themselves as to the local conditions and requirements under which work is to be performed.
  6. By submitting qualifications, each proponent acknowledges having read this RFQ in its entirety and agrees to all terms and conditions set out in this RFQ.
  7. By submitting qualifications, each proponent acknowledges and agrees that the Selection Committee, Port Authority, Economic Council, and Montgomery have the right to make any additional inquiry or investigation they deem appropriate to substantiate or supplement information contained in proponent's proposal and authorizes the release to the selection committee, Port Authority, Economic Council, and Montgomery of any and all information sought in such inquiry or investigation.
  8. Any misrepresentations or false statements, whether intentional or unintentional, shall be sufficient grounds for the selection committee, Port Authority or Montgomery to remove proponents from consideration at any time.



*Historic Clayton*

# 3-A. Additional Information

City of Clayton . . . . . [www.ci.clayton.mo.us](http://www.ci.clayton.mo.us)

Clayton Chamber of Commerce . . . . . [www.claytoncommerce.com](http://www.claytoncommerce.com)

St. Louis County Economic Council . . . . . [www.slceec.com](http://www.slceec.com)

St. Louis County . . . . . [www.co.st-louis.mo.us](http://www.co.st-louis.mo.us)

## Please Mail Submissions To:

Jacqueline Davis-Wellington  
Executive Vice President  
St. Louis County Economic Council  
121 S. Meramec, Suite 900  
Clayton, Missouri 63105

314.615.7663

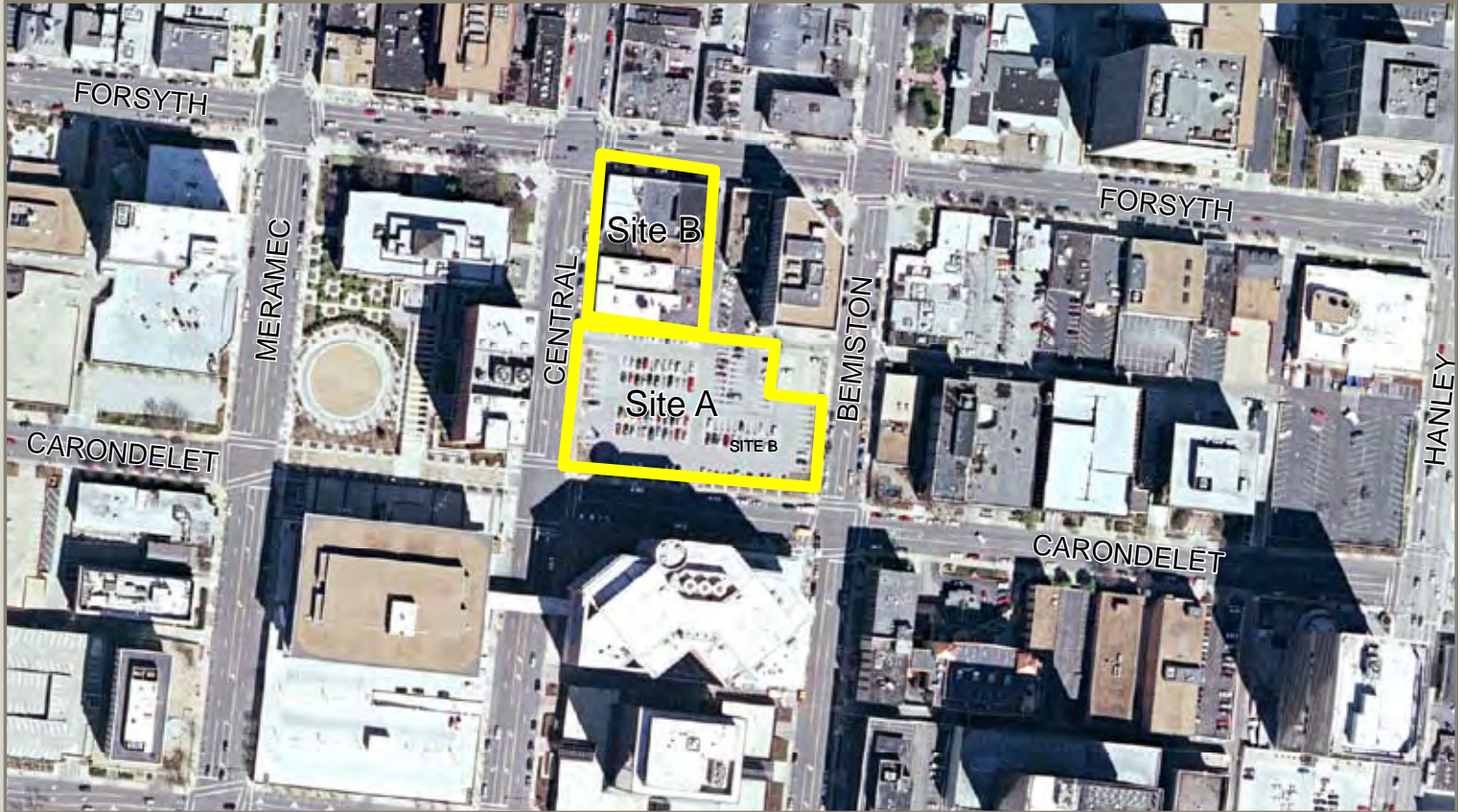
[jwellington@slceec.com](mailto:jwellington@slceec.com)



*Shaw Park Pool*



*Mixed-use development*



St. Louis County Economic Council  
121 S. Meramec Avenue  
Suite 900  
St. Louis, MO 63105

314.615.7663 • [www.slcec.com](http://www.slcec.com)



314.615.7663