Request for Expressions of Interest
for the
Talent Gateway Property
“Small town... big dreams”

DEADLINE FOR SUBMITTALS:
Wednesday, September 20, 2017, 3:00 p.m.
The Talent Urban Renewal Agency (“TURA”) was formed in 1991 as a long term investment strategy by the City to eliminate blight and deterioration and improve assessed values within a defined area in downtown Talent. The Agency designs and builds streets, sidewalks and parks; replaces old water lines; puts some power lines underground; installs street lights and trees; builds parks and civic spaces; assists economic development; and provides facade improvement grants for commercial and historic structures. The Agency is managed by an Executive Director and governed by City Council. It is a separate legal and financial entity, with a financial structure different from that of City Government. The Agency receives a portion of local property taxes, calculated each year according to changes in assessed value within the urban renewal boundary. Funding for projects comes from the private sale of bonds, which are repaid with a portion of property tax revenue over the life of the Agency, or through short term borrowing. Currently, the Agency plans to have all projects completed and bonds paid off by July 17, 2019. For more information on TURA or this Request for Expressions of Interest (RFEI), please contact:

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PO Box 445
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I. PROJECT INTRODUCTION: DEVELOPMENT OFFERING OVERVIEW

The Talent Urban Renewal Agency (TURA) is seeking expressions of interest from creative, experienced development teams to redevelop the “Talent Gateway” site located on Highway 99 at West Valley View Road, at the eastern gateway to historic Downtown Talent. TURA envisions a phased mixed-use project which serves to catalyze further growth and redevelopment in a manner which respects the distinct and charming qualities of Downtown Talent and which enjoys solid community support.

TURA acquired this 4.23 acre site in early 2017. The site will be affected by future street improvements planned by TURA (see attached plan). With planned right-of-way dedications, the net acreage of the site will be approximately 4.04 acres. The new road improvements will extend Wagner Street from the recently-constructed roundabout on the north edge of the Gateway site south and west to Wagner’s intersection with Talent Avenue.

The redevelopment of this property has the potential to contribute significantly to the rejuvenation of Downtown Talent. The complete criteria on which TURA will base its selection is set forth in Section IV of this offering, on page 15.

Development Offering Overview

This offering is intended to be very flexible. TURA is not seeking detailed proposals or architectural plans for the site, although it will not reject any specific proposals that developers or others may seek to put forward. Rather, TURA seeks expressions of interest from developers, business owners, or others who have a compelling vision for the site (including preliminary thoughts about programming, phasing, and deal structure) and who can demonstrate the capacity and experience to deliver on that vision.

TURA is open to a broad range of ideas and uses – new mixed use development, makerspace, residential, retail, and/or office/commercial. TURA is open to a variety of options regarding phasing of development, as well as responses from teams which are only interested in developing a portion of the site as opposed to the entire 4.23 acres. TURA welcomes responses to this RFEI which affect not only the Talent Gateway site, but which incorporate other nearby parcels as well. There are a broad range of possible deal structures that TURA will consider – such as outright purchase, land sale contract, ground lease, lease with an option to purchase, or some form of joint
venture. Moreover, in partnership with other funding entities, TURA has identified a variety of measures that it will consider to assist in the feasibility of the project, depending on the responsiveness of the proposal to TURA’s objectives. These measures are summarized in Section II (page 3).

The citizens of Talent are very engaged in their downtown, and the TURA Board is deeply committed to actively seeking community input in a series of public workshops. Please see Section III for a summary of community ideas for the project.

Simply put, TURA seeks the team that can demonstrate the capacity to deliver a project that best fulfills its goals as expressed in the Selection Criteria.

This Request for Expressions of Interest (RFEI) sets forth TURA’s intentions for this project, including the selection criteria, selection process, and other information and requirements. Once it has selected a preferred team, TURA intends to enter into exclusive negotiations with that team, with the intention of initiating at least the first phase of development as early as Spring, 2018. The deadline for responses to this RFEI is Wednesday, September 20, 2017 at 3 pm. Responses should be addressed to:

Tom Corrigan, Executive Director
Talent Urban Renewal Agency
PO Box 445
Talent, Oregon 97540
II. DEAL STRUCTURE & FINANCIAL PARTNERSHIP

TURA is open to a variety of possible deal structures for the project, including those listed below. The following list is not intended to be exhaustive, nor is there any priority in the order of ideas listed.

- **Standard purchase and sale** - TURA sells the property to the developer team, either for cash, or seller-financed. Note that, under state law, TURA may dispose of land for what it in its discretion determines to be its fair reuse value. This value may be set to assure that the property is developed or otherwise used to best carry out the purposes and goals specified in its urban renewal plan.

- **Ground Lease/Long term lease** - TURA enters into a long term lease agreement with the developer team. Such a lease agreement might include an option-to-purchase.

- **Joint Venture** - TURA enters into a joint venture with the selected developer team, with the land serving as TURA’s contribution to the JV.

- **Sale/Lease Back** - TURA sells the property to developer at a discounted rate, then leases a portion back to receive rentals from commercial tenants through subleases.

TURA anticipates that the redevelopment of the site will likely require a public-private partnership to achieve all of its goals. The TURA itself has limited resources available. The following is a preliminary list of possible funding tools that TURA has identified. Please note that there is no definitive commitment to any of these tools or forms of assistance. However, TURA is committed to working diligently with the selected developer team to secure the funding necessary to create a development that aligns with TURA’s aspirations.

- **Land/Lease Write-Down.** TURA will consider offers which entail a discounted sale price (or lease payment), as long as TURA in its sole discretion determines that the resulting development satisfies goals set forth in the Urban Renewal Plan.

- **Urban Renewal.** TURA has limited urban renewal funds available to assist with the project. Urban renewal funds may be used for a variety of purposes, including pre-development technical studies such as environmental, geotechnical, appraisal, preliminary design; infrastructure and off-site improvements; permit fees and system
development charges; and gap financing (such as low interest, subordinate debt).

- **Identifying Other Financing Sources.** TURA will assist the developer team in identifying other potential financing sources for the project, including but not limited to conventional loans, New Market Tax Credits, EB-5, HUD 221 d 4 loan, and Low Income Housing Tax Credits. TURA will assist the developer in pursuing these sources with letters of support.

- **Assistance with pre-development.** TURA will provide copies of all reports and technical studies in its possession, including environmental, title report, survey, and appraisals. Subject to funding availability, TURA will also consider providing funding on a matching basis for other technical studies as needed (e.g., additional appraisal, geotechnical study, etc).

- **Market Analysis and Preliminary Design.** TURA has been selected for a State TGM (Transportation Growth Management) Quick Response grant. These funds will be available to TURA and the developer to refine a development program for the site, assess the market demand/feasibility analysis for that program, and prepare conceptual site plans and urban design. The TGM funds will be available in the Fall, 2017.

- **Vertical Housing Tax Abatement.** TURA will consider formation of a Vertical Housing Development Zone for the area. Under this program, mixed use projects featuring at least two floors of housing over ground floor street-facing commercial use are eligible for a 10 year abatement of 40% - 80% of improvement value (depending on the number of floors of residential use).

- **Systems Development Charge Credits.** The existing buildings on the property may have various SDC credits which may apply to any new development on the site.

- **Development Code Modifications.** It is possible that the successful respondent to this RFEI may propose a use or activity that requires modifications to the development code. Consequently, the City of Talent is open to modifying the code as warranted. *Note however that the City’s willingness to entertain any such code modifications will be based on its determination that the modifications are necessary to achieve a superlative project — i.e., the City encourages developers to pursue projects which comply with the current code unless it can be demonstrated that revised codes will result in a project which better supports the City’s objectives.*
In addition to various forms of financial assistance noted above, the TURA will consider providing other forms of assistance to the developer team:

- **Zoning & Entitlements:** TURA will work with the selected developer team to make sure that the permitting process goes forward efficiently.

- **Road Improvements:** As already noted, the City will be initiating an extension of Wagner Street from Talent Avenue to the roundabout. TURA will coordinate the design, permitting and phasing of the Wagner Street extension with the private development on the Gateway property. Until the complete extension is built (which may take some number of years), the first leg of Wagner Street (off of the roundabout) may serve as a driveway into the Gateway site.

- **Community Relations:** TURA will work closely with the selected developer team to coordinate communications with the community and to strive to build strong community support for the ultimate development of the site.
III. CONTEXT – DOWNTOWN TALENT & ENVIRONS

General Background Information

Talent is located in the heart of the beautiful Rogue River Valley, surrounded by the Cascade and Siskiyou mountain ranges. Talent is 6 miles north of Ashland, home to the Oregon Shakespearean Festival and Southern Oregon University. Medford is about 8 miles to the north. In recent decades, many retirees as well as younger workers and their families have been attracted to the Valley, with its wonderful quality of life, magnificent setting, and small town feel. Talent has 6323 residents (2014 estimate), representing an increase of 13% from its 2000 population. Jackson County (in which Talent is located) has about 210,000 residents, up from 181,000 in 2000. Median family income in Talent is $34,389 (2013), against a county-wide average of $43,363. 56% of Talent households live in owner-occupied homes. The mean sales price in 2013 was $275,000 for detached houses, and $232,000 for townhomes/attached units. Talent’s limited stock of rental housing has a very low vacancy rate, with rents of as much as $1.40 per square foot for a 2 bedroom unit.
Talent was first settled in the 1880s as part of the predominantly agricultural economy in the Rogue Valley. Today it is a thriving community. The limited supply of land in the region and the challenges of the permit process in some neighboring communities makes Talent an ideal place for development.

Downtown Talent is a compact and walkable community. It boasts a coffee shop, an indoor-outdoor brewpub, several other eateries, live theater, a grocery store, and a Friday evening Farmer’s Market during summer months—all within a few minutes’ walk of the site. There are frequent cultural/community events, such as the Grape Fair and the Harvest Festival. The City has affirmed its commitment to a healthy downtown through its infrastructure investments (particularly the Round-About that abuts the Gateway Property) as well as its acquisition of the Gateway site.

The area is highly accessible by a variety of transportation modes. It is less than a mile from I-5, providing quick access to the employment opportunities throughout the entire Rogue Valley.
In addition, there is regular bus service (Route 10 of the Rogue Valley Transit District, with frequent and direct service to Ashland and Medford as well as other destinations in the valley).

Talent is part of the Phoenix Talent School District. Talent Elementary was recently recognized by the State as a “Model School”, putting it in the top 10% of schools in Oregon. In addition, the District’s High School (Phoenix HS) has received a “Silver” award from US News & World Reports in its recognition of the best High Schools in the country. Rogue Community College boasts campuses in Grants Pass and nearby Medford. Southern Oregon University, the region’s only 4 year institution of higher education, is located a few minutes away in Ashland.

Talent Urban Renewal Agency & West Valley View Plan

The Talent Urban Renewal Agency was formed in 1991 as a long term investment strategy by the City to eliminate blight and deterioration and improve assessed values within downtown Talent. The Agency designs and builds streets, sidewalks and parks; replaces old water lines; puts some power lines underground; installs street lights and trees; builds parks and civic spaces; assists economic development; and provides facade improvement grants for commercial and historic structures. Urban renewal funds were used for the new City Hall and Civic Center, and for the replacement of the Camelot Theater (necessitated by the re-aligned Main Street). The Agency plans to have all projects completed and bonds paid off by 2019.

The Talent Gateway site also falls within the boundaries of the West Valley View Master Plan. Through the Plan, citizens identified the following core goals for the area in which the Talent Gateway property is located:

- Create an accessible, multi-modal community that encourages pedestrians, bicycles, automobiles and some form of public and/or private transportation
- Encourage businesses that offer goods and services targeted for downtown residents; and encourage the development of local businesses through incentives and the creation of an association
- Improve the overall appearance and feel of the West Valley View area, while protecting and improving its natural quality

A major element of the West Valley View Plan is the creation of more transportation capacity through a bifurcated entrance into Downtown. Parts of this new street system (a roundabout, and the northern leg on Talent Avenue) have been completed; with Wagner Street (the southern leg) not completed. A portion of the western edge of
the Talent Gateway site will be dedicated to the City in anticipation of this future street investment.

The West Valley View Plan may be viewed at this site:

Property Information & Technical Requirements

The Talent Gateway Property consists of approximately 4.23 acres. The site is flat, and features two dated single story commercial structures; the City intends to demolish the old grocery store near the corner of 99 and West Valley View Road by the end of 2017.

As part of its acquisition due diligence, TURA commissioned Level One environmental assessments of the site (as well as the adjoining Talent Irrigation District property). These reports identified some underground storage tanks as well as other minor environmental issues that the City is currently addressing, with funding assistance from the State of Oregon.

With the exception of the Wagner Street extension, a full range of urban services are available to the property – roads, sewers, water, utilities, etc. Depending on the nature, location, and lot re-configuration of the ultimate build-out of the site, utility upgrades may be necessary.

Zoning

This site is located in the City’s Highway – Central Business District (CBH) zone, which is intended to “serve as the hub of government, public services and social activities; shall permit retail trade, personal and business services; and shall include residential uses to strengthen and enliven the community core. The CBH zone shall be developed with full accommodation for all travel modes, but will tend to be more automobile oriented than the CBD zone.” (Section 8-3D.310). Note that depending on the development program that emerges from the discussions between TURA and the developer, the City may determine that there is a more suitable zoning for the site. In the meanwhile, here is a brief summary of key zoning regulations of the CBH zone that currently applies to the site:

- **Allowed Uses**: A broad mix of uses are allowed by right in the CBH zone, including office, neighborhood retail, general commercial, restaurants, and multi-family and attached single-family housing (e.g. rowhouses). Note – some commercial uses including hotels, larger scaled retail uses (such as home furnishing stores), craft manufacturing, breweries, wineries, distilleries and drive up/drive through/drive in businesses require a Conditional Use permit. Note also that any ground floor residential use must utilize no more than 50% of the ground floor (upper floors may be devoted to residential use in their entirety), and that projects with ground floor residential use must also incorporate commercial uses on the street facing portions of the building.
• **Minimum Lot Dimensions**
  - Area: 1,200 square feet per upper floor residential unit. No Minimum Lot Area for non-residential uses or ground floor residential uses.
  - Width: No requirement
  - Depth: No requirement

• **Maximum FAR/Density:** For non-residential uses, there is no maximum density or FAR (floor area ratio). For non-ground floor residential uses, the maximum density is driven by site area – with a total of 4.04 net developable acres, the maximum number of units for this site is 146, based on the required 1,200 square feet per upper floor unit.

• **Maximum Height:** 30 feet (or 35 feet for a pitched roof). Note that height may be increased to 40 feet for residential use only, if approved as a conditional use. The approval criteria for this height increase include language related to design compatibility with the “small town character” of Talent.

• **Minimum building setbacks:**
  - Front: No Minimum. Maximum of 10 feet (note parking must be set back at least 10 feet)
  - Side and Rear: None required, except in the SW corner of the property abutting a residential zone, which triggers a setback requirement of 20 feet.

• **Minimum Parking Requirements:** The minimum number of off-street parking spaces varies by use. Note that the City may soon be initiating amendments to its downtown parking requirements for residential and possibly other uses. Note that off-street parking is prohibited between buildings and public rights-of-way. The minimum off-street parking requirement for certain uses is as follows:
  - Residential – one or two bedrooms: two spaces per unit
  - Residential – three or more bedrooms: two spaces per unit plus one additional space per bedroom
  - Offices (banks, professional offices) – one space per 450 gross square feet
  - Offices (medical & dental) – one space per 350 gross square feet
  - Retail – one space per 400 gross square feet
  - Restaurant – one space per four seats or one space per 100 gross square feet (whichever is greater)

• **Process:** New development is subject to review in a public hearing before the Planning Commission.
The City has recently conducted a City-wide Economic Opportunity Analysis. Downtown revitalization looms large in this analysis, and there are several sections that suggest that the City ought to consider legislative amendments to its development code to better accommodate mixed use development. If the selected developer of the Talent Gateway site identifies any such development code revisions, and if the Talent City Council concurs that the proposed revisions advance the City’s goals for Downtown, then the selected developer for the Talent Gateway property will have the opportunity to participate in this process.

**Economic Opportunity Analysis**

The Economic Opportunity Analysis (2016) includes other provisions that relate to the Talent Gateway site and Downtown Talent in general. Policy 2, “Infill & Development” encourages infill and redevelopment in the downtown core, as a means to use land and existing infrastructure more efficiently. Specific implementation strategies include language directing the City to “identify and plan for investments and infrastructure necessary to support redevelopment of key sites”; and for “policies to encourage residential development in downtown…. (including) policies that allow ground-floor spaces that can be used for residential or commercial uses”. Finally, there is an implementation strategy supporting the “development of a makerspace and business incubator in Talent to support growth of local artisans and small-scale manufacturers”.

In recognition of the opportunities and potential benefits associated with a makerspace, the City amended Element E (Economy) Comprehensive Plan to include the following language:

**Objective 4.3** Support development of a maker eco-system to support economic growth and educational and cultural opportunities.

**Implementation Strategy 4.3a:** Support development of a maker space and business incubator in Talent to support growth of local artisans and small-scale manufacturers.

- **Implementation Step 1:** The City should evaluate opportunities to support development of a maker space and business incubator through programs such as low-interest loans and other programs.
- **Implementation Step 2:** Act as a convener of stakeholders interested in developing a maker space and business incubator.
- **Implementation Step 3:** Provide assistance with obtaining building permits for a maker space or business incubator.
- **Implementation Step 4:** Encourage development of buildings that would provide opportunities for small business
growth, such as buildings with multiple small business space.

**Housing Needs Analysis**

The Housing Needs Analysis indicates a strong demand for both rental and ownership housing in Talent in the near term. Some key data points are as follows:

- Talent is growing at a much rapider rate than nearby cities or Jackson County as a whole. Population grew 92% from 1990 to 2015 (compared with a growth rate of 44% County-wide; and 41% State-wide). It is projected to grow by another 41% in the next twenty years (compared with a projected 21% growth in the County).

- Talent’s population growth will be characterized by an aging “boomer” population, which will be seeking smaller units, both ownership and rental; a growing millennial population (which seeks more urban, walkable homes, either rental or ownership); and a growing Latino population.

- Talent has only about half of the land it needs (based on current zoning) to accommodate its projected number of new housing units (1247 in the next twenty years).

- The median sales prices of a home in Talent was lower than the County prior to the Great Recession; but has increased to a higher median than the County ($275K in Talent vs a County-wide median of $234K; $250K in East Medford; $382K in Ashland).

- Rental rates in Talent are high, due in part to the very low vacancy rate (the occupancy rate for surveyed units in the Study is 100%). Average rents are $992 (vs $926 in Ashland, $871 in Medford, $885 in the County, and $894 Statewide). Rents for a two bedroom unit run between $888 and $1,177, with per square foot rates as high as $1.40.

- 85% of workers in Talent commute from elsewhere in the Rogue Valley; conversely, a high majority of Talent workers are occupied outside of the City.

- The Housing Needs Analysis includes a number of policy recommendations to address the strong housing demand, including the creation of a new Downtown Housing zone allowing 3 story buildings (currently a residential building of this height is only allowed through the Conditional Use process).

The Housing Needs Analysis may be viewed at the following site:

Community Input

The citizens of Talent care deeply about their community, and the City is committed to honoring them by seeking their input on the Talent Gateway development. TURA convened community forums on January 11 and May 31, 2017, for the purpose of eliciting citizen feedback. Major themes that emerged at this Forum are as follows:

- There is a strong desire for a project that is distinct to Talent – the design, uses, and/or amenities should help to further Talent’s identity. The project should be exceptional.

- Pedestrian connectivity is paramount – both within the project, and from the edges of the project to Downtown Talent. The overall design should incorporate a network of convenient walkways, and plazas/gathering places.

- Incorporate features that attract people to Talent – fountains, a garden, shops and eateries, ample landscaping, perhaps an upper level restaurant affording views of the spectacular surrounding scenery.

- Incorporate art and beauty – outdoor sculpture, murals, green spaces, special paving and light fixtures.

- Talent is attempting to strengthen its economic identity as a place where innovation and entrepreneurship are welcomed and nurtured. The ideal project on the Talent Gateway site would incorporate a maker space, along with complementary features such as outdoor dining and seating, ample landscaping, and complementary commercial services (preferably locally owned, not national chains). A brewpub, an art gallery and/or artists’ studios, a health food store.

- The project should be sustainable – energy efficient, responsible use of water, incorporation of solar panels.

- The ideal project will also incorporate housing, serving a variety of household types and income levels.

- The Talent Gateway site should be welcoming to all – young people ("millennials"), families, seniors. It should be a true community gathering place.

- Talent is an energy conscious community and development should align with this core value.

- The project should be a catalyst – it should set the stage for a great future for Talent.

Going forward, i.e. after selection of the Developer team as described in Section IV below, the TURA Board anticipates continued community participation in the creation and refinement of the development program and in the urban design and planning for the site.
IV. SELECTION CRITERIA & PROCESS

Selection Criteria
The following are the criteria which the TURA Board will use to determine which developer team to select for the project:

- A compelling vision that will ultimately spur further redevelopment in Downtown Talent with an active, pedestrian-friendly mix of uses, spaces and structures.

- Preference for mixed use, multi-story development that incorporates a diversity of households, as measured by a variety of tenures (ownership and rental), mix of incomes, senior housing, and/or workforce and “missing middle” housing.

- Quality, sustainable design and construction – in building elements as well as urban design elements such as pedestrian connections through and within the site; public plazas and open spaces; landscape elements; treatment and arrangement of parking.

- Originality in programming and use – the creation of a destination for the City, such as incorporation of Maker Space/Center for Economic Development which establishes Talent’s “brand” as a place for innovative entrepreneurship.

- Capacity of the project to contribute to the ongoing fiscal stability of TURA and the City of Talent. Responsible use of TURA funding or other form of financial participation (as applicable).

- Demonstrated commitment to engaging the broader community in development of the project design and programming, and making serious efforts to incorporate community aspirations.

- Demonstrated experience in financing and delivering projects similar in scope and quality to what the developer is proposing in response to this RFEI.

- Embracing and enhancing Talent’s distinct culture – a place that cherishes its history, its beautiful natural setting, its agricultural heritage, and the arts.

Selection Process
Upon receiving responses to this RFEI, TURA may, in its sole discretion, elect to proceed in any of the following or possibly other directions:

- TURA may appoint a Selection Advisory Committee (SAC) to review team qualifications and provide input to the TURA Board, including a recommended “short list” of developer teams for the TURA Board to interview.
• Alternatively, TURA’s consultant team may convene a Selection Advisory Committee to evaluate all responses and make recommendations to the Board for its consideration and action.

• The SAC or TURA or its consultant may solicit additional information or clarifications from respondents.

• The Board may rank the responses to this RFEI.

• The Board may select a “short list” of teams for a second round process. This second round might entail interviews, a formal Request for Proposals (RFP) process, and/or some other means of selection.

• The Board may opt to select a single team, without going to a second round process, and negotiate the terms of a transaction with that team.

• The Board may opt to reject any or all proposals regarding any or all of the properties.

• The Board reserves the right to recommend that two or more teams consider forming a partnership, if in the Board’s judgment such a partnership would be conducive to achieving the Board’s goals for this project.

All meetings of the TURA Board are public; the TURA’s decision regarding which team to select for the project will occur in a public hearing; likewise, any interviews that the TURA Board conducts will be public. All responses to this RFEI are public records and may be reviewed by any member of the public (see further information about confidentiality in Section VI, General Conditions).

**Post Selection Process**

Upon selection of a team, TURA intends to enter into an Exclusive Negotiating Agreement with the team, providing for a defined time period during which the parties will attempt to negotiate the deal terms for the transaction. During this period, TURA will work with the selected developer team to refine its approach, including development program, phasing, site planning, and individual building design. This phase of the project will utilize a consultant team under the State of Oregon’s Transportation & Growth Management program; it will entail significant community participation including one or more Community Forums. The TURA anticipates that during this period the program, deal structure, financing, composition of the team, or other components may be modified as a more solid proposal is developed.

During this pre-development phase, TURA may negotiate with the selected team a Memorandum of Understanding (MOU) or other agreement as appropriate, setting forth in non-binding terms the financial,
programmatic, and other general aspects of the project. This MOU will also serve as the basis for the negotiation and execution of a subsequent binding agreement (which may take any of several forms, including a Disposition & Development Agreement, A Lease Agreement, a Purchase & Sale Agreement, or another form; this will be determined as a result of the negotiations). The final, binding document(s) will govern the final disposition of the Property, setting forth the terms of the transaction.

Any such MOU will include provisions reserving to TURA the right to terminate negotiations with the selected developer team, if TURA in its sole discretion determines that negotiations during the pre-development phase are not progressing in a satisfactorily timely manner. Should this occur, TURA would then either work with another team, or may decide to not pursue the project further.

**Anticipated Schedule**

- **August 23, 2017** - Issuance of RFEI
- **September 6, 2017, 5:00 PM** - Deadline for Requests for Clarification
- **September 13, 2017** - TURA issues clarifications to RFEI, if any (these will be made available on the website: [www.cityoftalent.org/gateway](http://www.cityoftalent.org/gateway)
- **September 20, 2017, 3:00 PM** - Deadline for Responses. *Responses must be received in City offices by this time.*
- **October 4, 2017 (tentative)** - Preliminary Evaluation of Submissions; Decision regarding next steps (short list interviews, etc.)
- **October 18, 2017 (tentative)** - Preliminary selection of developer team, pending further negotiations.
V. SUBMISSION REQUIREMENTS

Original Material (12 pages or less, not including resumes, letters of reference and samples of other projects, etc.)

1. Cover Letter

Describe the development team and interest in the project. Identify the primary point of contact for the team. Include a statement indicating that the proposal is valid for six months after submittal.

2. Proposal

Describe your vision for the site.

• How is it consistent with TURA’s aspirations for the site and the surrounding area, particularly in light of the stated Selection Criteria (page 15).

• What are your preliminary thoughts about program, phasing, design, and deal terms?

• Do you intend to develop the entire 4.23 acre property, or only a portion of it? If only a portion of the site, what do you hope to see on the balance of the site, and discuss how you anticipate coordinating your efforts with other developers.

• Does your proposal anticipate (or require) the acquisition of any other properties adjoining the Talent Gateway property? If so, please describe your acquisition strategy.

• What are your thoughts about project financing – and in particular what are your preliminary expectations regarding TURA and/or other public partners?

• Do you have a specific tenant, or type of tenant, in mind?

• Are you aware at this time of any City zoning or other codes that may impede your development concept for the site?

3. Team and Development Experience

a. Identify development team members and roles, and describe qualifications. Provide resumes for key team members.

b. Describe the team’s experience in the development of high quality, successful projects, preferably projects similar in scope and scale to what you are proposing for the Talent Gateway property. What is the team’s recent experience with this type of development? (optional to send photos of recent similar complete projects)
4. Financial Capacity

a. Explain your financial capacity, and share any preliminary thoughts you have about financing approaches for your project ideas. Please discuss for instance your likely or possible equity and debt sources. Provide as much information as you wish, such as certified financial statements, credit availability letters, or bank references, to make the case that you have the financing capacity to carry out your proposed project (any financial documents submitted to TURA should be placed in a separate enveloped and clearly marked as confidential – TURA will maintain the confidentiality of any such information to the extent allowed by law, but please do not submit information you do not wish to be made public; see also the statement about “Proprietary Information” in the General Conditions section, below).

b. Describe any expectations for public financial participation at this stage. The response should include general statements relating to financial participation, assistance with permits, and other potential public funding sources.

c. Provide a preliminary estimated time frame to carry out the project(s). If you envision a phased approach, please describe.

5. Letter of References & Project Examples

Teams may submit letters of reference above the specified page limit. They are also encouraged to include samples of other projects (preferably relevant to what they are proposing for the Talent Gateway property), beyond the specified page limit.

TURA does not expect architectural drawings as part of team submittals, but will not refuse such drawings. If drawings are submitted, they should be incorporated into the 8 ½ by 11” format described above. No more than 4 drawings (site plans, floor plans, elevations) will be accepted as part of the submittal, above the specified page limit.
VI. General Conditions

- All facts and opinions stated within this RFEI and all supporting documents and data are based on information available from a variety of sources. No representation or warranty is made with respect thereto.

- TURA reserves the right in its sole discretion to accept or reject all responses to this RFEI, without cause.

- TURA reserves the right in its sole discretion to modify the selection process or other aspects of this RFEI, including canceling the RFEI without selecting a developer or team. TURA will take reasonable steps to ensure that any modification or clarification to the RFEI shall be distributed in writing to all persons who have requested a copy of the RFEI.

- TURA reserves the right to request additional information following review of initial submissions. In addition, TURA may retain consultants to assist in the evaluation of submissions.

- In the interest of a fair and equitable selection process, TURA reserves the right to determine the timing, arrangement, and method of any presentation throughout the selection process. Teams are cautioned not to undertake any activities or actions to promote or advertise their proposals except during TURA-authorized presentations. Teams are encouraged to contact relevant TURA staff to learn more about ideas and visions for the site and the area. However, developers and their representatives are not permitted to make any direct or indirect (through others) contact with members of the TURA Board, Planning Commission, or Selection Advisory Committee concerning their proposals, except in the course of TURA-sponsored presentations. Violation of these rules is grounds for disqualification of the team.

- TURA requests that developers and members of their team who are considering responding to this RFEI NOT contact any prospective public agency funding partners, other than TURA itself.

- **Conflicts of Interest**. Please disclose any conflicts of interest or potential conflicts of interest that may arise as a result of your company's being hired for this Project. Identify and describe fully any family or business relationships which any employees of your company may have or have had with any employee or elected official of the TURA or any affiliated entities. The Proposer and
sub-consultants shall identify any group, individual or organization that they may have worked for, or currently work for, that has had ownership, lease, development, related or similar interest in the TURA. **Failure to disclose any existing or potential conflicts may disqualify the Proposal from consideration.**

- **Nondiscrimination.** TURA notifies all possible proposers that no person shall be excluded from participation in, denied any benefits of, or otherwise discriminated against in connection with the award and performance of any contract on the basis of race, religious creed, color, national origin, ancestry, physical disability, sex, age, ethnicity, or on any other basis prohibited by law.

- **Proprietary Information.** Only information which is in the nature of legitimate trade secrets of non-published financial data may be deemed proprietary or confidential. Any material within a Proposal identified as such must be clearly marked in the Proposal and will be handled in accordance with the Oregon Public Record Act, and applicable rules and regulations. Any Proposal marked as confidential or proprietary in its entirety may be rejected without further consideration or recourse.

- All submissions shall become the sole and exclusive property of the TURA. Teams shall not copyright, or cause to be copyrighted, any portion of their submission. Within the bounds of public records laws, the TURA will maintain the confidentiality of submissions at least until the preliminary selection of a developer team. Any proprietary financial information or other information which developer teams submit will be maintained as confidential as allowed by public records law. Submissions or information that the proposal team would like to remain confidential must be marked confidential.

- TURA makes no representations as to whether or not a project to be developed as a result of this RFEI, or any possible TURA participation therein, is a “public improvement” project and as such is subject to the prevailing wage requirements of the Oregon Bureau of Labor and Industry.

- News releases by the selected team pertaining to its selection will require prior written approval from TURA.

- TURA reserves the right to verify and investigate the qualifications and financial capacity of any and all members of the proposing teams.
• TURA accepts no responsibility or obligation to pay any costs incurred by any party in the preparation or submission of a proposal or in complying with any subsequent request for information or for participation throughout the evaluation process.
Background Documents

TURA has assembled several important ground documents and other information related to this project, on its website at www.cityoftalent.org/gateway. To review or purchase hard-copies of the documents, or for any other questions related to this RFEI, please contact:

Tom Corrigan
(541) 535-1566
tcorrigan@cityoftalent.org

Background documents available for review:

- Economic Opportunity Strategy
- Housing Needs Analysis
- West Valley View Plan
- Environmental “Level I” reports
- Appraisals
- Makerspace “backgrounders”
Request for Expressions of Interest for the
Talent Gateway Property
“Small town...big dreams”

DEADLINE FOR SUBMITTALS:
Wednesday, September 20, 2017, 3:00 p.m.