

# **TOWN OF NEW HARMONY, INDIANA**

## **REQUEST FOR PROPOSAL (RFP)**

### **RE-USE/DEVELOPMENT OPPORTUNITY OF TOWN OWNED PROPERTY**

# **NEW HARMONY SCHOOL SITE AND BUILDINGS**

RFP Issue Date: January 15, 2015  
RFP Submittal Date: April 10, 2015

## **I. Introduction:**

The Town of New Harmony (“Town”) is seeking experienced individuals, institutions, and/or firms (“developer(s)”) to submit interest to prepare and implement a reuse and/or redevelopment plan for the former New Harmony School site and buildings located on East Street, New Harmony, Indiana. The Town is desirous of partnering with developer(s) with a good track record, sound financial backing, and commitment to implementing creative and high-quality developments in a timely manner.

The Repurposing Initiative, which began as a 3-month long community engagement and land reuse study process to develop community-driven reuse strategies, intends to create transformative action plans. Guided by the community feedback and reuse assessments outlined in the reuse plan by Kennedy Hutson Associates, the Town seeks opportunities to reposition this school site so that it once again serves as valuable asset for the New Harmony community.

The Town will review the submitted letters of interest, developer qualifications, and conceptual renderings, resulting in a short list of preferred developers/users. These preferred developers/users will be asked to make a detailed presentation to the Council, which will result in the designation of developer and/or users for each proposed tract, combination of tracts, or the entirety.

Following this designation, the Town’s intent is to enter into exclusive negotiations for the disposition and/or development of this parcel.

The information set forth herein is provided for informational purposes only. The Town of New Harmony makes no representation or warranties as to the accuracy or completeness of this information and all developers/users shall at all times remain responsible for verifying any facts or circumstances upon which a proposal is based.

## **II. Use/Zoning/Property Description:**

The Town of New Harmony is located 30 miles west of Evansville on the Wabash River in northern Posey County. It is a small, historic village bounded by the Wabash River to the north and west. The town has a population of more than 800 people.

The current zoning is A, Agricultural, a detail listing of permitted uses and special permitted uses can be found in the Zoning Ordinance of the Town of New Harmony. Uses outside those permitted by the Agricultural designation will be considered by the Town, and the town strongly encourages developers/users to submit new and innovative alternatives.

The subject parcels comprise approximately 31 acres with frontage along East Street and South Street. They are commonly referred to as the New Harmony School Site. The site is located on the Southeast corner of the Town’s incorporated limits, and is adjoined by farm fields and wooded hills. In addition, the parcels are surrounded by a mix of single and multi-family homes. Directly adjacent to the site is Murphy Park, another Town asset.

The properties have substantial frontage on East Street and South Street and access to the parcel is provided by the Col. Robert Owen Trails. The properties are generally level and are served by municipal water, sanitary sewer and storm water sewer infrastructure.

These parcels as more fully described below and outlined on the attached map:

Tract 1- Baseball Field Tract:

The proposed parcel is approximately 4.94 Acres of vacant land with frontage to the North on South Street. The property is improved with a regulation-sized baseball field, fences, lighting, block dugouts, and block concession stand.

Tract 2 - Softball/Soccer Field Tract:

The proposed parcel is approximately 12.88 Acres of vacant land adjoining Tract 1.

Tract 3 - School/Playground/Parking Lot Tract:

The proposed parcel is approximately 7.27 Acres of land adjoining Tract 2 to the West. The property is improved with a 54,000+ SF building.

Tract 4 – Storage Building Tract:

The proposed parcel will be accessed via an easement off of East Street

Tract 5- Tract of land south of Tracts 3 and 4

### **III. Submission Requirements:**

#### **A. Developer Organization and Project Experience:**

1. Name, address, phone, fax and e-mail for primary point of contact.
2. Provide information on at least three relevant-scale projects undertaken and completed in the last eight years by the developer. For each project, provide the following information:
  - (a) Project name, type, location, project size, uses, and densities.
  - (b) Development Team members who were involved in the project who will also participate in the New Harmony project.
  - (c) Provide a description of any unique challenges of each project and how the developer addressed them.
  - (d) Public/private structure, current ownership and final transaction structure.
  - (e) Project cost (budgeted and actual).
  - (f) Capital and financing sources utilized.
  - (g) Economic Performance – Project Profitability.
  - (h) Developer timing (original and final schedule).
  - (i) One client reference per project including contact name, address, telephone number and email address.

#### **B. Developer Financial Capacity and Capability:**

1. Identify if the Developer is a subsidiary of, or affiliated with, any other corporations or firms.

2. Indicate whether the Developer, the parent corporation or subsidiary has been adjudged bankrupt, indicted or convicted of any felony within the past ten years.
3. Composition of developer's current real estate portfolio.
4. Developer's recent history (last three years) in obtaining financing commitments for real estate development projects, detailing the type of project, financing source and amounts committed.
5. Two bank references for the developer and financial equity partner.
6. Financial statements for the past three years. Please submit a statement regarding any debarments, suspensions, and bankruptcy or loan defaults on real estate development projects and/or government contracts.

C. Developer's Performance/Experience:

1. Name, address phone number and e-mail address of at least six references: three from financial institutions, lenders or project sponsors who can attest to the developer's ability to complete projects in a timely manner and within established budgets; and three from clients who can attest to the timeliness of projects and success rate.

D. Vision and/or Strategy for Site Development:

1. The developer must articulate a vision and development strategy for this site. This section should be a narrative.
2. The vision and development narrative must be supported with conceptual design renderings and plans.
3. The design of all proposed buildings must include exceptional architecture, including landscaping.
4. The Town strongly encourages project to include creative means of alternative energy sources and green building construction practices.

#### **IV. Developer Selection:**

The selection of the successful firm will be made by the Council, and will include, but not limited to the following criteria:

1. The developers/users vision and strategy, including but not limited to:
  - a. submitted narrative;
  - b. conceptual design renderings and plans;
  - c. exceptional architecture, including landscaping;
  - d. uses of alternative energy sources and green building construction practices;
2. Financial capability, cash reserves available to the project;
3. Evidence of ability to meet terms and conditions of this RFP;
4. Creation of new jobs in the Town of New Harmony;
5. Prior development or business experience of developer;
6. Evidence of firm financing commitments.

Prior to the final selection of a developer/project and the subsequent execution of a contract agreement, the Town intends to interview developers/users whose proposals appear to best address all factors set forth above.

The Town reserves the right, in its sole and absolute discretion to consider all factors and assign appropriate weight and credibility to each factor. The Town will select the proposals, which in its judgment represents the optimal potential to all of the goals expressed herein in the shortest time reasonable.

#### **V. Evaluation Criteria for RFP:**

- A. Developer Organization and Project Experience: The developer must demonstrate extensive organizational experience in the planning and implementation of development projects involving public/private partnerships.
- B. Developer Financial Capacity and Capability: The developer must be able to demonstrate financial capability and expertise to structure innovative transactions that produce a successful project with minimal risk to the Town.
- C. Developer's Past Performance: The developer must demonstrate the capacity and availability of all key staff members assigned to the project. All team leaders must have a demonstrated track record in planning and implementing large development projects.
- D. Developer's Vision to develop these parcels: The Town is interested in hearing from developers/users about sustainable, innovative and exciting development possibilities for this site in keeping with the character of Historic New Harmony. The developer is given an opportunity to identify a vision of the highest and best use for this property. The current zoning is A, Agricultural, but the Town will consider the rezoning of the area based upon the preferred concept.

#### **VI. Proposal Schedule (subject to change):**

- 1. Town advertises and issues RFP: Week 1
- 2. Proposals Submitted: Week 12
- 3. Qualified Developers/users recommended: Week 13
- 4. Developer(s) selected by the Council: Week 15

#### **VII. Submittal**

**Proposals should be submitted by 11:00 am on April 10, 2015.**

Please submit four (4) copies, one (1) digital copy on flash drive and three (3) hard copies of your proposal to:

Clerk of the Town of New Harmony  
Town Hall  
520 Church St.  
PO Box 340  
New Harmony, IN 47631

Proposals shall be enclosed in a sealed envelope bearing the name and address of the developer and labeled "RFP – New Harmony School".

Please address any questions about the RFP to Council Members Andrew Wilson, 812.682.4000, [Andrew@wilsonauctions.com](mailto:Andrew@wilsonauctions.com) or Joe Straw 812.307.0008