



CITY OF ALEXANDRIA, LOUISIANA
MAYOR JEFFREY W. HALL

FOR IMMEDIATE RELEASE
February 4, 2020

WEISS & GOLDRING REQUEST FOR PROPOSALS

City Authorizes Competitive Process

Alexandria, La. (Feb. 4, 2020)—The City of Alexandria is issuing a request for proposals (“RFP”) regarding the development/sale of the Weiss & Goldring building located at 826 Third St. in Downtown Alexandria. The following information is designed to notify possible respondents of information concerning the RFP process including terms, conditions and timelines.

Proposals should be designed to enhance sustainable downtown development which for Alexandria’s downtown includes the following:

- Mixed use preferable over single use;
- Mixed use with housing preferable over retail and business office mixes;
- Educational partnering may substitute for job creation if it furthers workforce readiness;
- Full retail grocery space as this area is designated a food desert;
- Other retail space that provides needed products or services for downtown workers, visitors and tourists;
- Destination site, such as museum partnering;

Note: mixed uses are favored, but scrutinized as to avoid interference with or the altering of market, competitive and retail forces already at work.

Proposals that do not address these goals may fail to be considered.

Letters of Intent:

The City asks that firms, individuals, and any other stakeholders (“respondents” or “proposers”) indicate their willingness to partner by sending a Letter of Intent and submit any questions relative to this RFP by **March 30, 2020**, at or before **4:30 p.m. CST**.

Narrative Responses:

In addition, the narrative response shall accept the terms of the required elements, or offer alternatives acceptable to the City. The respondent will be encouraged to include as much material as is necessary; quality content is more important than form, and direct address of City’s development goals and following elements is required.

Terms for this Request for Proposals:

The City asks that respondents indicate their willingness to partner by filling out the Letter of Intent (included at the end of this RFP) and also submit any questions, on or before **March 30, 2020**, at or before **4:30 p.m. CST**.

The City will reply to questions timely submitted in accordance with the deadline on or before **April 3, 2020**.

Thereafter, respondents shall then submit a complete narrative response (proposal), on or before **April 30, 2020**, at or before **4:30 p.m. CST**. Please submit your letter of intent and narrative response to:

Robert Weeks
Office of the Mayor
915 Third Street Alexandria, LA 71301
robert.weeks@cityofalex.com

Elements for this Request for Proposals:

- Appraisal = [A]
- COA exposure for security and black box is \$150,000¹ = [E]

¹ Security and black box status of the Weiss & Goldring Building means the fire marshal and structural engineering teams have determined, to their satisfaction, that the building is safe to await development and, with regard to future development, smart black boxing allows maximum development avenues.

I. Price and Deliverables (COA + Developer)

- [A] + [E] achieves and covers Article VII analysis = **Price**
- Developer pays [**E = \$150,000**] *at closing or as determined by COA*
- **A** = appraisal value; *Appraisal* may be subordinated at zero risk under Article VII because the City received the building at zero cost through donation. Receiving cash (E= Exposure of monies spent for security and black box) for City investment into the building, which is [E], at closing, plus obligation of [**A**] *creates zero risk under Article VII.*
- Developer shall spend in demonstrable improvements, as its deliverables, to COA and ultimately to benefit the structure, an amount equal to **(3)([A])**
- [A] is released as mortgage if improvements completed to Terms.

II. Terms

- Proof of Funds or LOC for development
- Timeline for Milestones
 - Design
 - Renovation
 - Tenancy
- Utility incentives per Ordinance

Historic tax incentives and/or Opportunity Zone incentives may or may not be available for the property. These possible incentives, are not promised by nor is the City of Alexandria legally or otherwise responsible for the application of or offering of these incentives mentioned.

III. Required Development Plan

- Must include in narrative what the structure will be intended to house.
- Must consider City's preferred development goals in proposal.
- Tenancy structure must meet City's development goals for time certain –TBD.
- Government, Education, Arts and Culture, Medical or any other Long-Term "dependable anchors" plan in place preferred with City's development goals carefully considered.



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**NOTICE OF INTENT TO RESPOND
CITY OF ALEXANDRIA, LOUISIANA
FEBRUARY 2020 REQUESTS FOR PROPOSALS
WEISS & GOLDRING BUILDING**

ATTACHMENT LETTER OF INTENT

_____, (Individual/stakeholder/proposer)
received the Alexandria Request for Proposal for the Weiss & Goldring Building.

The proposer intends to respond to the narrative request with Alexandria. (You may attach an additional single page letter regarding your intent.)

We anticipate submitting a proposal that will include:

- _____ Providing for the required portion of private financial support toward the project.
- _____ Providing a narrative discussing the proposal as outlined in the RFP.
- _____ Other (please specify)

You should also indicate whether you will provide:

- A financial plan detailing the assumptions used in the recommended development.
- The assumptions used for operating projections.
- Market research and your related ability to meet the urban development goals.
- The basis to which you will submit information to be reviewed in confidence.
- Detailed financial statements of individual or business financial statements indicating wherewithal to develop and provide any required private contribution or capitalization of a business plan.

Other proposed points of agreement, issue and questions to be answered by the City:
(Use a separate sheet of paper for this information.)

Respondent's Representative: _____

Position: _____

Business mailing address: _____

Telephone: _____ Email: _____

Please send completed form to robert.weeks@cityofalex.com

