CITY OF HANAHAN

Request for Proposal

Sale of Property - Yeamans Hall Road - Hanahan

Solicitation Number:	COH#-101920
Solicitation Date:	October 19-2020
Proposal Submission Deadline:	November 4-2020

City of Hanahan
Procurement
1255 Yeamans Hall Road
Hanahan, South Carolina 29410
(843) 576-5254

REQUEST FOR PROPOSALS
FOR THE PURCHASE & DEVELOPMENT OF PROPERTY
OWNED BY THE CITY OF HANAHAN, SOUTH CAROLINA

I. STATEMENT OF PURPOSE

In order to promote commercial activity downtown, the City of Hanahan (the "City") is requesting proposals for the purchase and development of city-owned property.

This RFP contains a description of the property, description of the goals for the project, criteria set by the City of Hanahan for the ranking of proposals, and additional information about the site.

II. THE PROPERTY

The property is located at the intersection of Yeamans Hall Road at Howard Street (TMS # 265-15-06-032 and 265-15-06-034) (the "Property"). It is located within the City's Town Center zoning district and is directly across Yeamans Hall Road from City's Yeamans Hall gymnasium.

The City is open to projects requiring either the renovation or demolition of the existing structure.

The site features approximately 140 feet for Option 1 (or 185 for Option 2) of frontage on Yeamans Hall Road or 140 feet and approximately 100 feet for Option 1 (or 120 feet for Option 2) of frontage on Howard Street. Yeamans Hall Road that has an average daily volume of 7,000 vehicles.

The zoning designation for the property is Town Center (TC). Proposers are encouraged to contact the city's Planning Department at (843) 885-5045 for further information regarding the applicable zoning regulations.

Any new commercial construction will be subject to design review by the City of Design Control Committee (DCC).

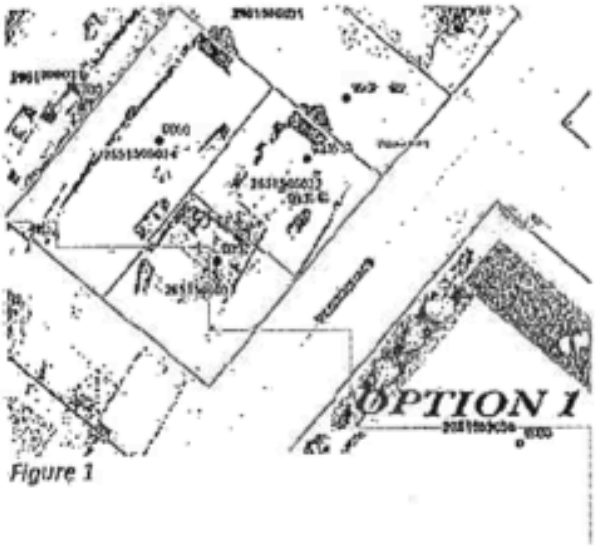

Figure 1

Figure 2

III. GOALS FOR DEVELOPING THE SITE

Development of this Property shall accomplish the following city goals:

Create Downtown Activity - The project should increase activity in the city's downtown commercial core.

Ensure Design Quality and Compatibility - The site occupies a visible location in downtown Hanahan. Appropriate design techniques and materials should be employed to ensure that the development produces a high-quality, attractive building that further enhances the appearance of the area.

Enhance the Tax Base - Enhancing the tax base of the City of Hanahan will help grow and sustain a more vibrant commercial district in the core of the community.

Fill a Gap in the Business Community – Projects that bring a new or enhanced business type or model to the city are encouraged.

Proposed projects should include one or more of the following:

- Multi-level
- Mixed-use
- Retail uses complementary to existing businesses and a good fit for the surrounding community
- Tourism-related businesses or activities
- Full-service restaurants and/or breweries

- Other uses as may be determined by the City of Hanahan

IV. INCENTIVES

The City will waive any City required permitting fees for 36 months relating to the development of the Property, which is approved by the City.

V. SELECTION

Proposals for the purchase and development of the Property will be evaluated according to the following criteria:

- The extent to which the proposed development satisfies a desired or unique niche in the marketplace and helps diversify the economy of the City;
- The increase in tax/fee revenues that may result from the development;
- The contribution that the development will make toward increased employment and earnings within the City, including the number and quality of jobs created
- The degree to which the development may potentially stimulate other desirable economic development and/or redevelopment activity;
- The beneficial economic impact the development may have on the area immediately surrounding the project;
- The extent to which additional direct or indirect public costs to the City would be necessary;
- The demonstrated capacity of the developer to finance, market, manage and complete similar previous projects, including the ability to secure viable and desirable tenants; and
- The developer's demonstrated readiness and ability to proceed on the project including reasonable time schedules and attainable benchmarks.

While the amount paid by the developer to the City for the purchase of the Property may be considered, it will not be the deciding factor. The City views this project as a long-term investment in our community, not as a real estate transaction designed to generate the highest sales price possible.

VI. GENERAL TERMS AND CONDITIONS

Sale Options:

Option 1 includes the parcels shown in Figure 1. Option 2 includes the land shown in Figure 1 as well as the barn structure. The Property is equipped with underground utilities and currently operates as a Food Truck park with 4 truck connection sites.

The successful bidder will agree to operate the food truck park for a period of 5 years after the date of the sale. The rental revenues are currently $2,000 per month on average.

Proprietary/Confidential Information

The offerors are required to notify the City of any restrictions on the use of data contained in their responses and are hereby informed that proprietary information will be handled in accordance with applicable law, regulations and policy of the City. All proprietary/confidential information must be clearly marked as **"Proprietary/Confidential."** Otherwise, all documents and information contained in the responses will be considered subject to the South Carolina Freedom of Information Act.

Background Check

The City reserves the right to conduct a background inquiry of each developer which may include the collection of appropriate criminal history information, contractual business associates and practices, employment histories and reputation in the business community. By submitting applications or proposals to the City, the developer consents to such an inquiry and agrees to make available to the City such books and records as the city deems necessary to conduct the inquiry

Determination of Responsibility

The City may make such investigation as it deems necessary to determine the ability of a developer to provide full performance as outlined in the qualifications. The developer will furnish to the City all such information and data for this purpose as the City may request. The City reserves the right to reject any developer if the evidence submitted by or investigation of such developer fails to satisfy the City that such developer is properly qualified to carry out the obligations of a contract.

Rights Reserved by City

The City reserves the right to amend its evaluation criteria as the City, in its sole discretion, shall determine appropriate, and to utilize, as needed, an independent review team. A review and evaluation of the responses contained in the previous section will

serve as a basis of selection of the developer or developers judged best suited to meet the City's goals for the site.

Those deemed best suited may then be asked to submit a more detailed proposal. The City reserves the right to reject any or all submittals; to waive any informality or irregularity not affected by law; to evaluate, in its absolute discretion, the qualifications submitted. The City may, at its option, interview developers as part of this selection process. However, selection may take place without such interviews. Therefore, proposals should be complete as initially submitted.

VII. SUBMITTAL REQUIREMENTS

Responses to this RFP shall include the following:

1. **Letter of Interest** – Include a letter stating the proposer's interest in the project, including a purchase offer for the Property and an identified use. Purchase offers should include the price, the assumptions made to justify the price, and the time needed for closing.

2. **Project Summary and Timeline** – Provide a written description of the proposed development. Additional graphics, such as initial site plans, may be included as visual aids. The project summary should describe in sufficient detail the concept of the ideal development for the site, overall scope of the project, timeframe within which the proposed project would be started and completed, and any other relevant information. The timeframe should demonstrate the developer's readiness and ability to proceed on the project with time schedules reasonably described.

3. **Qualifications and Experience** – Provide a list of developers involved in the project and an overview of their experience, including a list of previously completed projects comparable in size and scope.

4. **Financial Responsibility** - Demonstrate the capacity of the developer to finance the purchase and development of property including the ability to secure tenants, if needed.

Ten (10) copies of the proposal shall be submitted to the City of Hanahan no later than **2:00 PM** on **November 4, 2020**. Submissions after the specified date and time will not be accepted or opened and may be returned to the bidder.

Anyone wanting to tour the Property weekdays between **October 21, 2020** and **October 30, 2020** may schedule an appointment by contacting Jeff Hajek, Economic Development, at (843) 885-5045.

If a proposal is not accepted and agreed upon through this RFP, future proposals will be accepted and evaluated on a first come, first served basis.

Questions shall be addressed to and the proposal shall be submitted to:

Jeff Hajek, Economic Development
City of Hanahan
Hanahan, S.C.
jhajek@cityofhanahan.com
(843) 885-5045