



# REQUEST FOR QUALIFICATIONS

## INSTRUCTIONS

The City of Tukwila invites you to submit an application describing your qualifications to be selected as the master developer for the Tukwila Village project. The information below is intended to give you an overview of the developer selection process and principles. Additional information on the project can be found at [www.ci.tukwila.wa.us/tukwilavillage.html](http://www.ci.tukwila.wa.us/tukwilavillage.html).

### **Background**

The City of Tukwila owns approximately six acres covering two corners at the intersection of Tukwila International Boulevard and South 144<sup>th</sup> Street in Tukwila, Washington. We are searching for a developer to create a mixed-use, neighborhood center that we call Tukwila Village. The nationally-recognized King County Library System desires to add a branch library at this site and the City will open a neighborhood police resource center.

### **Vision Statement** *(adopted by City Council, September 2007)*

“Tukwila Village will be a welcoming place where all residents can gather and connect with each other. This mixed-use development will draw upon Tukwila’s strengths and include a library, a neighborhood police resource center, retail, restaurants, public meeting space, and an outdoor plaza. The Village may also include office, live/work, and residential space. This active, vibrant place will set high standards for quality and foster additional neighborhood revitalization and civic pride.”

### **Tukwila Village Principles**

1. The City desires a development that accomplishes the City’s vision as adopted by the City Council in 2007.
2. The City prefers to sell all six acres to one developer. However, selling significant portions to separate developers will be considered.
3. The library is a key component of the vision and the City is committed to reasonable deal terms to include the library at the primary corner (northeast corner of Tukwila International Boulevard and South 144<sup>th</sup> Street).
4. This project is located in a designated urban renewal area in which the City has eminent domain authority; however, the City is not seeking to acquire additional property at this time.

5. In addition to the library and neighborhood police resource center, the City is amenable to concepts that include retail, office, live/work, or residential as major components of the development. Apartments will be considered but preference may be given to concepts with ownership housing.
6. The City encourages both market rate and mixed-income concepts but is not interested in concepts in which the entire residential component is income restricted, unless it is to offer housing for active seniors or artists.
7. Active living, age restricted apartments (“senior apartments” for 62 and older) are an appropriate type of residential space and can be a major portion, or even all, of the residential space.
8. Some portion of the apartments (senior or non-senior) can be “affordable”, meaning income restricted to levels of 50%, 60% and 80% of area median income.
9. If possible, a significant portion of the units should also be “market rate”, meaning not income restricted.
10. A healthcare provider, including a non-profit providing primary and dental care to people regardless of income, would be a positive use for the site.
11. The City desires to maximize its financial return while achieving the project vision. We are open to creative approaches such as phasing the construction, phasing financial payments, or retaining an equity position.
12. Improvements are scheduled for South 144<sup>th</sup> Street in the City’s capital improvement plan. If technically feasible, the City is willing to coordinate the timing of those improvements to coincide with the development of this project. The City owns Tukwila International Boulevard and is willing to explore on-street parking or other improvements.
13. The City plans to own or lease approximately 2,000 square feet of office space in the development for a neighborhood police resource center.
14. We encourage green and environmentally sustainable building practices.

### **Additional Details**

1. King County Library owns the existing 6,000 square foot Foster Library, which is located on an adjacent parcel of approximately 1.15 acres. The Library would like to sell this parcel once it opens a new library in Tukwila Village. The Library could sell this parcel to the selected developer for Tukwila Village or to a completely separate purchaser.
2. Healthpoint, a non-profit healthcare provider has expressed interest in leasing approximately 20,000 square feet for a primary care and dental clinic. The City has no contractual obligation with Healthpoint at this time. More information on Healthpoint is available at [www.healthpointchc.org](http://www.healthpointchc.org).

## Developer Selection Process

March 30, 2011	Request for Qualifications (RFQ) is issued
April 29, 2011	Deadline for developers to submit applications
May 2 – 13, 2011	Applications available for public review
May 2 – 17, 2011	Staff review
May 23, 2011	City Council discussion of staff recommendation
June 6, 2011	City Council selection of developer

Note: This schedule and process is subject to change.

## Submittal

Applications must be delivered by 5:00 PM on Friday, April 29, 2011 to:

Mayor's Office  
City of Tukwila  
6200 Southcenter Boulevard  
Tukwila, WA 98188

Please include 10 sets of copies, including attachments. Incomplete applications may be disqualified.

Do NOT include visual depictions of your concept for Tukwila Village. Any visual depictions for your concept (e.g. artistic renderings, conceptual drawings, schematic drawings, site plans, etc.) will not be included in the evaluation process.

## Updates

For updates, revisions, and clarifications related to this RFQ, please contact Derek Speck to ask for an email notification or check the Tukwila Village website.

## City Contact

Please direct all inquiries to:

Derek Speck  
Economic Development Administrator  
Office of the Mayor  
6200 Southcenter Boulevard  
Tukwila, WA 98188

206-433-1832 (office)  
206-433-7191 (fax)  
[dspeck@ci.tukwila.wa.us](mailto:dspeck@ci.tukwila.wa.us)



**Thank you for your interest in the City of Tukwila!**



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## APPLICATION

### Principal Development Firm

Name:

Address:

Website:

Please describe the legal structure of the applicant organization (e.g. sole proprietor, general partnership, LLC, corporation, etc.):

Please list the principals of the organization with name and title.

Please describe the size and staffing of the organization.

### Primary Contact Person

Name:

Phone:

Email:

### Principal Developer's General Experience

- 1) Provide a description of your firm's qualifications based on prior development experience, preferably for at least three projects. For each project, describe the project, your firm's role in the development, your firm's capital contribution to the project, the architect, lenders and other financial partners, general contractor, and timeline. *Note: Please include images showing the final product.*
- 2) Provide references for three construction lenders for prior development projects handled by your firm.
- 3) Provide references for three permanent financing lenders for prior development projects handled by your firm.
- 4) Describe your firm's experience with green and sustainable building practices.

### **Tukwila Village Development Team**

- 1) Describe the firms that are likely to be your proposed development team for Tukwila Village including architect, general contractor, construction project manager, and property manager. Describe their experience with projects of this type. *Note: You do not need to repeat any information provided under general experience above but you are welcome to do so.*
- 2) Describe your proposed development team's experience working together.
- 3) Is another firm participating as a partner or co-developer? If so, describe the partnership structure and the other firm's role and experience.
- 4) Describe the likely capital financing structure for Tukwila Village. Is your firm likely to be an equity investor? If so, please describe.
- 5) If you already have established financial partners who are able to quickly commit to a project like Tukwila Village, please describe those relationships.

### **Concept for Tukwila Village**

- 1) Describe your concept for the development of Tukwila Village, identifying types of use, approximate square footage, scale, phasing, special amenities, likely types of commercial tenants, and the City's role in the development. Please include a table listing the types of uses with square footage and unit counts. Do NOT include images showing your proposed concept.
- 2) Describe your knowledge of the market for your concept if it is built at this location.
- 3) Do your plans anticipate incorporating the existing Foster Library property into the Tukwila Village project? If so, what would happen to the existing building?
- 4) Do you anticipate requesting any changes in zoning or public infrastructure?
- 5) Describe how your development concept would contribute to the creation of a stronger sense of place and community in this particular neighborhood.
- 6) Describe any existing relationships you have with commercial tenants whom you believe would be a good fit for this project.
- 7) How would you ensure the commercial component is well maintained, safe, and positive for the entire neighborhood?
- 8) How would you ensure the residential component is well maintained, safe, and positive for the entire neighborhood?
- 9) Do you anticipate any age restricted housing? If so, please describe.
- 10) Do you anticipate any income or rent restricted housing? If so, please describe.

- 11) How would you ensure the development is built with quality construction methods and materials?
- 12) Describe any significant pre-sales or pre-leasing requirements you anticipate prior to closing on the purchase of this property.
- 13) Describe your anticipated timeline for due diligence, feasibility analysis, negotiations, design, construction, and sales/lease-up.
- 14) Describe your experience purchasing land from a public entity or negotiating development agreements with a public entity.
- 15) Describe your preferred method for negotiating a price for the land. Are you willing to use an open proforma/residual land value approach? Are you willing to use an appraisal?
- 16) Based on your concept, do you anticipate that the price for the land would be approximately equivalent to fair market value if the property were sold on the open market?
- 17) Do you anticipate requesting any payments, subsidies, waivers, financial contributions from the City of Tukwila, or special requests other than negotiations for the price of the land?
- 18) Do you anticipate using tax exempt financing, low income tax credits, New Markets Tax Credits, or other similar programs? If so, please describe.

*I certify that I have supplied true and accurate information in this application.*

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title