



REQUEST FOR PROPOSALS

BOTTS ROAD INDUSTRIAL CORRIDOR
DEVELOPMENT OPPORTUNITY ASSESSMENT

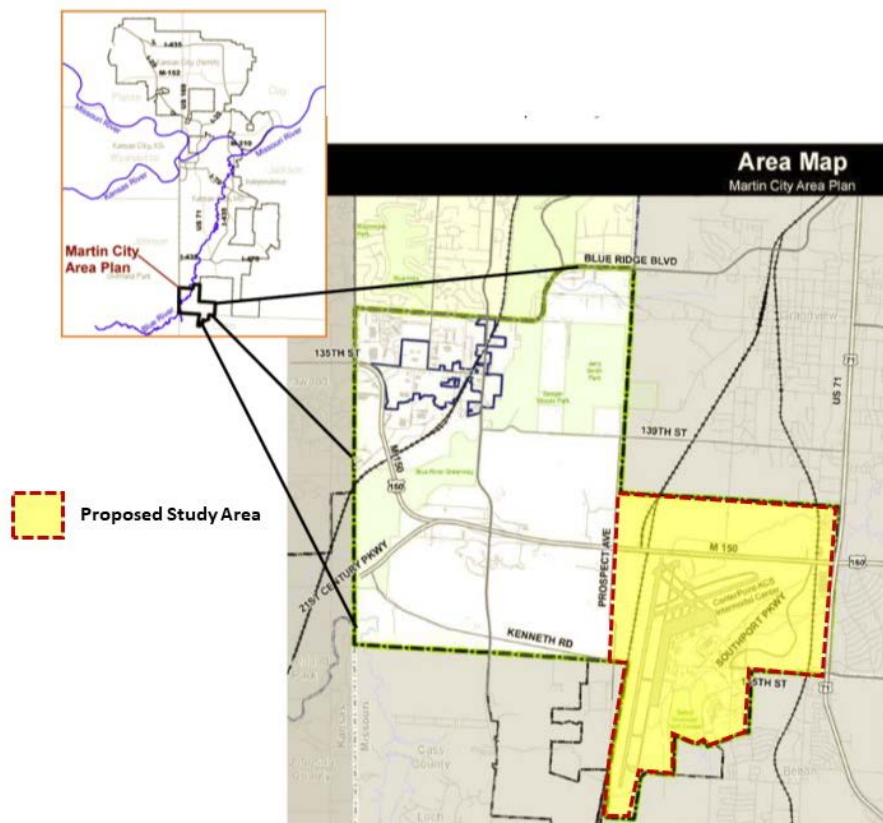
PORT KC

DATE OF ISSUANCE:
June 17th, 2019



The Port Authority of Kansas City, Missouri (Port KC), a political subdivision of the State of Missouri, in coordination with the Economic Development Corporation of Kansas City, Missouri (EDCKC) and the City of Kansas City, Missouri's (CITY) Planning and Development Department is soliciting proposals to analyze and make recommendations for a development opportunity for industrial, manufacturing, and other commercial development for the Botts Road and Missouri Highway 150 (M-150) Corridor. The study area is the southeastern approximately 2600-acres of the [Martin City Area Plan](#) in the environs of the former Richards-Gebaur Air Force Base, including undeveloped land, freight rail line, and industrial uses that frame the city's southern section along M-150. The general boundary for the study area are Prospect Ave (West) to US 71/I-49 (East) and follows the city limits of Kansas City, Missouri. For a detail boundary of the area please refer to image below. The timing for this project is critical.

Please consult [Chapter 68 of the Revised Statutes of Missouri](#) to review the scope and powers of Port KC. Port KC operates within the corporate city limits of the City of Kansas City, Missouri ("Port District").



BACKGROUND

The former Richards-Gebaur Airport was originally opened as the Grandview Airport in 1943. In 1952, the United States Air Force acquired it and later named it for two local officers killed in combat. The base was operational from 1952 until 1976, when the Federal Government deactivated the Air Force Base. The US Air Force retained 24 acres of the base to be used as a reserve station. Title to the remaining portion of the base, some 1,100 acres, was transferred to the City of Kansas City, Missouri, in 1985. The City annexed the property, which included part of Cass County, in 1988. In 1991, the Federal Government deactivated the Air Force Reserve Station with all military operations ceasing in 1994, and much of the remaining property was acquired by the City of Kansas City, Missouri in 1995. Since 1995, City and Port KC have been working to attract private developers for the site.

In 2003, plans were announced that CenterPoint Properties, a Chicago based leader in the development, redevelopment, and management of industrial properties and transportation infrastructure would develop the site as an inland port. Port KC began selling portions of the site in 2007 to CenterPoint for that purpose. The development plan included a 370-acre intermodal facility and a 970-acre industrial park for the Martin City area. Since 2007 CenterPoint has sold or developed sites: for the Neovia transmodal crossdock facility; the headquarters and dominant manufacturing facility for Sioux Chief Manufacturing, the nation's largest plumbing supply company; and two other parcels collectively containing more than 750,000 square feet of class A multi-tenant industrial buildings.

The Missouri Department of Transportation constructed a diverging diamond interchange at M-150 and Botts Road in 2012 to accommodate the construction of the new manufacturing and office facility for the National Nuclear Security Administration (NNSA). This 1.5 million square feet of 5 building complex was a relocation from the NNSA's nearly 3.2 million square feet aging facility at the Bannister Federal Complex approximately 10 miles to the north. The facility was developed in a partnership by Zimmer Properties and CenterPoint Properties. The facility was built on 175 acres at the Northwest corner of this new interchange. Due to the construction of the new interchange it also increased access and capacity to all of the former Richards-Gebaur area. As of 2019, Richards-Gebaur Commerce Park and CenterPoint Intermodal Center operates leases that cover over 2.2 million square feet of former military base. Several of these tenants are direct or indirect customers to the adjacent Kansas City Southern Intermodal Freight Gateway (IFG). The tenant list includes Honeywell, Gavilon Grain, Jarden Corporation, Metropolitan Community Colleges, and other large and small entities. Currently Calvary University owns 29 acres in the southern part of the former military base.

EXISTING CONDITONS

The current population for the Martin City Area is approximately 2,224 residents with 67% of the housing units being single family (U.S. Census, 2017). Currently located in the area is the Department of Energy's Kansas City National Security Campus (KCNSC), which is managed by Honeywell, and employ 4,400 workers across the metro. The main campus located at the corner of Botts Road and Highway 150 employs 3,800 workers. Sioux Chief Manufacturing is the

second largest employer in the area with 250 employees, with plans to increase to 500 new jobs at the new headquarters. Richards-Gebaur Commerce Park (RG) in the past 8 years has been home to more than 30 companies. The timeframe for Federal requirements according BRAC (Base Realignment and Closure Act) and FUDS (Formerly Utilized Defense Sites) program oversight and control under the the Richards-Gebaur Economic Development Conveyance Agreement (EDCA) have expired. The total number of jobs in Botts Industrial Corridor in 2015 was 3,239 employees. Recently Honeywell has announced plans to add an additional 800 jobs in the Kansas City area. Niagara Bottling LLC has announced plans to build a new manufacturing/distribution center at CenterPoint Intermodal, bringing approximately 100 new jobs to the area. Adjacent to of Richards-Gebaur Commerce Park, Adesa Auto Auction employs 250 workers. Northpoint Development is beginning construction of the 148 acre Southview Industrial Park which is expected to include 2 million square feet of modern industrial space in five buildings located southeast of the I-49 and 155th Street interchange in Belton, Missouri. The overall development of CenterPoint and KC Southern Intermodal has been modest compared to other parts of the Kansas City Metropolitan Area over the past 10 years. The area does not have access to amenities and soft services to grow the potential of development.

RFP TIMELINE AND SUBMITTALS

Anticipated Timeline Summary

- June 17th, 2019: RFP Issuance
- July 10th, 2019: Deadline for questions submittal (3:00 PM CST)
- July 30th, 2019: RFP submittal deadline (3:00 PM CST)
- August 26th, 2019: Shortlisting of best proposals/Ranking of proposals
- October 25th, 2019: Notice to Proceed issued

Submittal. Submission of two (2) sealed proposals and one (1) electronic format (USB or CD/DVD disc) will be accepted by Port KC at its offices located at 110 Berkley Plaza, Kansas City, Missouri 64120, until **July 30th, 2019 at 3:00 PM Central Standard Time**. No fax or email proposals will be accepted.

Questions. Any general questions must be submitted to info@portkc.com before **July 10th, 2019 at 3:00 pm Central Standard Time**. Interested proposers shall not contact individual Port KC, EDC or City of Kansas City, Missouri staff members about this proposal before proposals are due. Rather, unless otherwise specified, any and all inquiries must be directed to info@portkc.com. Such questions will then be routed from info@portkc.com to the appropriate Port KC, EDCKS or City staff member(s) without further action by the inquirer. Failure to follow this procedure may result in a proposer's disqualification. A response will be generated promptly, with a goal of within one to two (1-2) business days of receipt of email. All questions and answers will be posted anonymously on the Port KC Website. The proposer

understands and agrees that Port KC shall have no financial responsibility for any costs or losses incurred as a result of proposer responding to this RFP. Port KC reserves the right to reject any and all proposals submitted, to accept portions of any proposal(s), and to negotiate the terms of any proposal(s) in determining whether to award any contract(s).

CONSULTANT SHORTLISTING & FINAL SELECTION

Port KC shall create a shortlist of the best proposals utilizing such evaluation criteria and weighing of criteria as it determines to be in its best interest. Such factors are utilized by Port KC solely as a tool to assist it in selecting the most qualified potential consultants. Port KC may change criteria and criteria weights at any time.

A five (5) member selection committee consisting of three (3) persons appointed by Port KC's President & CEO, one (1) person appointed by EDCKC's President & CEO, and one (1) person appointed by the City's City Manager, or his designee, shall thereafter convene to rank the proposals from among the shortlisted best proposals. Port KC will thereafter attempt to negotiate a contract with the top ranked proposer. In the event that Port KC and the top ranked proposer are unable to negotiate the terms of a contract within a reasonable period of time, Port KC will engage the next ranked proposer, and so on, until a contract for the assessment is executed or all proposals are rejected.

Inclusion on the shortlist or subsequent rankings do not create any right in or expectation to a contract being awarded to any potential consultant.

PURPOSE OF STUDY

The purpose of the study is to make recommendations based on certain assumptions for industrial, manufacturing, and other commercial development for the Botts Road and Highway 150 Corridor to attract soft services development (hotel, conference space, restaurants, retail, child care, work force development operations, and other business service provider facilities) in the study area. Currently workers have to drive outside of the Corridor for amenities and soft services (please see image called amenities and soft service locations). It is not necessary or necessarily desirable for a parcel by parcel land use plan to be developed, rather the goal is to identify resources for a **strategic marketing plan** that identifies the need for soft services development. The area needs an environment that promotes retention of labor and a community to live, play and work that will attract talent. Innovation is a key component for future development of the Corridor. Consultants should be aware of all currently adopted plans by the city, county, or state in the area to understand limiting factors to development. The review of best practices for the purpose of this study is looking at successful case studies of innovation campuses near federal facilities. A few examples are:

Sandia National Labs- Albuquerque, New Mexico

Sandia Livermore Valley Open Campus – Livermore, California

SCOPE OF WORK

Although a full scope-of-work is not required as part of this solicitation, Port KC wishes to share as much information as possible about its expectations for the project so that careful consideration can be given to the decision to respond and the assembly of consultant teams. The Opportunity Assessment should deliver products and plans that will allow stakeholders to jointly market the study area that will quantify the amount and type of soft services development to serve the existing and proposed industrial, manufacturing, and commercial developments. The study team does not aspire for precise physical site plan but rather the goal is to detail the qualities, the quantities, and the preferred adjacencies of soft service developments that will enhance employment opportunities in the study area. The ultimate goal is to attract the development of soft services at speed and not prescribe the details of where and when. It is encouraged in the process to engage with the brokerage, real estate, and the development community to discern what would attract them.

Time is of the essence. Proposing consulting firms should demonstrate their ability to staff and produce products within a three to four-month time frame.

AMENITIES AND SOFT SERVICES LOCATIONS



MAXIMUM BUDGET

Any contract awarded pursuant to this Request for Proposals shall not exceed One Hundred Thousand Dollars (\$100,000.00). Proposals which propose expenditures in excess of that amount may be rejected, and proposals are strongly encouraged to structure their proposals accordingly.

REQUIREMENTS FOR SUBMISSION

The following criteria must be addressed within any proposal, and the failure to do so may result in the rejection of the offending proposal(s).

- a. Synopsis of firm experience. Include descriptions of key team members' professional experience, including number and title of positions that will be assigned.
- b. Responsibility synopsis. Include a listing of the approximate percentage of responsibility for the project by each team member with the total of the entire team being 100%. In addition, include information on the availability of the Project Manager as a percentage of his/her time that is anticipated will be allocated to this project.
- c. Descriptions of comparable past projects that would serve as examples of experience and expertise necessary for this project.
- d. A proposed fee structure for the work to be performed, including costs for administration/overhead, direct and subcontractor labor, materials, equipment, and any other relevant categories of costs.
- e. Description of project approach, including a proposed work plan and associated schedule reflecting all activities, tasks, and time periods necessary to complete this project in an accelerated three to four months' timeframe.

GENERAL TERMS AND CONDITIONS

Change in RFP. Port KC reserves the right to add to, delete, modify or enlarge this Request for Proposals, including any specifications and/or statement of work, the proposed contract, the terms and conditions, and any subsequently executed contract.

Late Proposals. Proposals and modifications of proposals received after the exact hour and date specified for receipt will not be considered unless: (1) they are sent via the U.S. Postal Service, common carrier or contract carrier, by a delivery method that guarantees the proposal will be delivered to Port KC prior to the submission deadline; or (2) if submitted by mail, common carrier or contract carrier it is determined by Port KC that the late receipt was due solely to an error by the U.S Postal Service, common carrier or contract carrier; or (3) Port KC extends the

time after the deadline for a force majeure event that could potentially affect any or all potential consultants ability to meet the deadline.

Interviews/Discussions. Port KC may interview none, one, some or all of the potential consultants responding to this Request for Proposals. Proposals may be evaluated with or without discussions and/or negotiations with none, one, some or all of the potential consultants. Port KC reserves the right to request additional information from any or all potential consultants.

Rejection of Proposals. Port KC reserves the right to reject any and all responses to this Request for Proposals.

Waivers. Port KC's President may, at any time, waive any requirements imposed in this Request for Proposals when the requirement waived would be waived for all potential consultants and it is in the best interest of Port KC to grant the waiver. Port KC reserves the right to waive any irregularities and/or formalities as deemed appropriate.

Cooperation with Port KC's Consultants. Any potential consultant, if awarded a contract, will work cooperatively with engineers, architects and other contractors otherwise retained by Port KC in conjunction with the project.

Affirmative Action. Port KC encourages participation by companies who have been certified as a Minority Business Enterprise ("MBE") or Women's Business Enterprise ("WBE") by the City of Kansas City, Missouri Human Relations Department. Proposers are strongly encouraged to assemble an inclusive project team.

Federal Work Authorization Program. Section 285.530.2, RSMO requires that as condition for the award of any contract in excess of five thousand dollars the business entity shall, by sworn affidavit and provision of documentation, affirm its enrollment and participation in a federal work authorization program with respect to the employees working in connection with the contracted services. This requirement will be incorporated into any contract that may be awarded as a result of this Request for Proposals, and the failure to sign the affidavit of compliance may result in the revocation of any contract award.

Insurance. Proposal selection may be conditioned on the selected proposer(s) meeting any statutory insurance requirements, including but not limited to worker's compensation. Port KC may require proof of insurance carried by the selected proposer(s) in the following amounts:

- (i) *Commercial General Liability Insurance with limits of \$1,000,000 per occurrence and \$2,000,000 aggregate, written on an "occurrence" basis. The policy will be written or endorsed to include the following provisions:*
 - a. *Severability of Interests Coverage applying to Additional Insureds*
 - b. *Contractual Liability*

- c. *Per Location Aggregate Liability Limit or, where not available, the aggregate limit will be \$1,000,000.*
 - d. *No Contractual Liability Limitation*
 - e. *Additional Insured Endorsement, ISO form CG20 10, current edition, or its equivalent.*
 - f. *Primary and non-contributory shall apply.*
- (ii) *Workers' Compensation Insurance as required by statute, including Employers Liability with limits of:*
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| <i>Workers' Compensation:</i> | <i>Statutory</i> |
| <i>Employers Liability:</i> | <i>\$500,000 bodily injury by accident – each accident</i> |
| | <i>\$500,000 bodily injury by disease – policy limit</i> |
| | <i>\$500,000 bodily injury by disease – each employee</i> |
- (iii) *Commercial Automobile Liability Insurance with a limit of \$1,000,000 per occurrence, covering owned, hired, and non-owned automobiles. Coverage provided will be on an “any auto” basis and written on an “occurrence” basis.*
- (iv) *Umbrella or Excess Liability coverage with minimum limits of \$2,000,000.*