REQUEST FOR DEVELOPMENT PROPOSALS

LAND IN THE 8800-9300
BLOCKS OF EAST KELLOGG
WICHITA, KANSAS

OFFICE OF ECONOMIC DEVELOPMENT

Pre-Submittal Conference: April 1, 2021
Submission Deadline: May 14, 2021
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INTRODUCTION

The City of Wichita ("City") is soliciting proposals to redevelop an 18-acre, prime City-owned site (the "Property") within the East Kellogg (US Highway 54) corridor. The Property is located on the north side of Kellogg, just west of the intersection with Webb Road. The Property represents an outstanding opportunity to leverage decades of public investment to help achieve the City’s vision for the Kellogg corridor through private development of a prime site.
COMMUNITY PROFILE

Over the past century, public/private partnerships have helped transform Wichita into a premier Midwestern city. One of Wichita's first known economic development success stories dates back to the early 1870s. James R. Mead, one of Wichita's founding fathers, met a group of cattle drovers at the Kansas/Oklahoma border and offered incentives to encourage them to take their stock to Wichita instead of another nearby city. This economic development offer began the long history of public/private achievements which helped Wichita develop into the largest city in the state and earned it the designation of the “Air Capital of the World.”

Wichita continues to build on its rich history and is nationally recognized for its low-cost, pro-business climate, highly desirable central location and status as a top global trade exporter. These qualities, in concert with economic development programs, provide the foundation for businesses to thrive. Wichita’s central location and outstanding transportation system provide convenient and economical access to markets across the country and internationally.

Wichita’s diverse cultural attractions are nationally renowned and rival other metropolitan areas of comparable size. The city offers a professional opera, symphony, ballet and music theater as well as numerous cinematic and performance theaters that stand ready to impress with plays and independent, classic and new films. From traditional to contemporary, the city features a variety of art galleries and world-class museums. Accomplished local musicians and artists entertain and inspire on a monthly basis during the Final Friday art gallery crawl throughout the downtown area.

Outdoor recreational activities abound in Wichita. There are more than 4,300 acres of lush parks & greenways, tranquil botanical gardens, numerous golf courses and more than 102 miles of bike paths. The Arkansas River provides additional recreational opportunities and serves as the centerpiece of the annual Wichita River Festival. It is home to the iconic Keeper of the Plains sculpture, which has become a symbol of Wichita and pays tribute to the Native Americans who first inhabited the area.
The Property consists of a largely rectangular site on the north side of Kellogg Avenue, US Highway 54. The site is a remnant parcel now available to the public following the completion of the Kellogg Avenue and Webb Road intersection, the Highway Improvement project featuring frontage roads and U-Turns at each of the major intersections.

The site has approximately 18-acres with over 1,800 feet of frontage along Kellogg Drive. The depth is approximately 475 feet. Access to Kellogg Drive is available at the east and western edges of the site. All utilities are available to the site. The western portion of the Property is zoned Limited Commercial (LC). The eastern part is not zoned but can be rezoned to a classification consistent with the area. LC Zoning permits a wide array of residential, retail, hospitality, commercial, office, and other complementary land uses.

The traffic counts in the immediate vicinity are approximately 65,000 vehicles per day on each way of Kellogg. Webb Road carries approximately 25,000 vehicles. Detailed information regarding traffic counts is available in the links on the Resources Page within this document.

Immediately east of the Property is a large concentration of transient lodging facilities, including the Wichita Marriott and a new Fairfield Inn. This grouping totals nearly 800 rooms. Textron Aviation is located immediately east of Webb Road. A 157,000 square-foot Costco, the only one in Wichita, is located at the northeast corner of Webb Road and Kellogg. Towne East Square, a 1,200,000+ square-foot super-regional mall is located approximately one mile west; and One Kellogg Place, a 560,000+ square-foot retail power center is located one mile to the east.
The downtown area is located approximately six miles west of the property, and is easily accessed via Kellogg (US Highway 54). The annual Wichita River Festival brings over 400,000 event attendees to the banks of the Arkansas River every summer. The Century II Performing Arts and Convention Center averages over 450,000 annual attendees at its events. The Museums on the River District include Exploration Place, Mid-American All-Indian Center, Old Cowtown Museum, the Wichita Art Museum, and Botanica Gardens, all collectively average 425,000 annual attendees. Riverfront Stadium is home to the Wichita Windsurge, the AA affiliate of the Minnesota Twins baseball team. Construction was completed in 2020 and is envisioned to be located within a “ballpark village” along the Arkansas River with mixed-use development adjoining the stadium and a public plaza and river walk anchored by a pedestrian bridge connecting to Century II.

Nightlife includes events like the First & Final Fridays Art Crawl and 2nd Saturday shopping brings thousands of attendees to the Commerce Arts District every month. The property is also within blocks of Old Town, an award-winning historic warehouse district with more than 100 businesses. Old Town is a regional destination sought out for its restaurants, shops, clubs, theaters, galleries, museums, and stores. Old Town has become a popular place to live with hundreds of newly renovated apartments and luxury condos. INTRUST Bank Arena is a 15,000 capacity area which opened in 2010, and hosts events such as concerts and the NCAA men’s and women’s basketball tournaments.

Wichita State University, a member of the American Athletic Conference, is located approximately six miles northeast of the Property, has over 13,000 students and offers more than 60 and 44 undergraduate and graduate degrees, respectively.
SITE AREA

In 2019, the City of Wichita completed the $22 million dollar renovation of the Stryker Sports Complex into a premier sports facility. Located four miles northeast of the Property, the Stryker Sports Complex consists of 11 all-sport turf fields, each with outdoor lighting, and an 112,000 square-foot indoor facility designed to attract events and all levels of competition to Wichita and the surrounding areas. In the first year of operation, 1 million visitors attended Stryker. The site is also home to the semi-professional soccer team, FC Wichita.

The Wichita Sports Forum is a 148,000 square-foot premier multi-sport convention and private event venue. The Forum features six hardwood basketball courts, or 10 hardwood volleyball courts, four indoor sand volleyball courts, batting cages and a regulation sized turf field. It is estimated that the Forum has over 1 million visitors annually.

Dwight D. Eisenhower Airport is Wichita’s commercial airport serving the region. Recently reconstructed in 2015, Eisenhower Airport served over 1.7 Million passengers in 2019.

Wichita is also home to two of the world’s largest privately-owned companies, Koch Industries and Cargill, Incorporated, Protein Division. Combined, the two companies generate over $220 billion in revenue and their main industries are food, commodities and natural resources. Koch employs approximately 2,800 people in its 1,300,000 square-foot office building less than 10 miles away from the Property. Cargill recently completed construction on a $70 million, 188,000 square-foot office building downtown within the Old Town District. Cargill currently employs approximately 800 people at this location.
DEVELOPMENT OBJECTIVES

The objective of the RFP process is to select a private developer or development team that will develop the Property consistent with the development objectives below:

- Mixed-use development with ground floor retail and restaurant space
- Architecture that is aesthetically and functionally compatible with surrounding developments
- Business terms that provide tangible public benefits
- Incorporate the demand for parking within the site
- Start construction within two years
Proposals must be succinct and include only the required information. To aid in the evaluation, all proposals must follow the same format and have sections tabbed as below:

**A. Executive Summary**
Provide a concise summary of the overall proposal.

**B. Development Team**
Detail and describe the proposed development team including, the master developer, architect, financial partners, and construction contractor. Demonstrate a track record of successfully financing, developing, completing and managing comparable projects.

- Identify the key individuals, companies and organizational structure of the proposer.
- Identify roles and responsibilities of all proposal team members.
- List the proposer’s experience with other successful development projects; include roles and responsibilities for these projects’ team members, in addition to providing contact information for references for these other projects.
- Describe the Development Entity the proposer anticipates would contract with the City. The Development Entity must be organized and in good standing under the laws of the State of Kansas prior to entering into contracts with the City.

**C. Financial Capacity**
Provide clear and compelling information to demonstrate proposer’s financial capacity to execute and complete the project successfully.

- Describe a clear strategy to fund all project costs.
- Specify and clearly describe all sources, types and amounts of equity, financing, grants and other funding sources for the proposed project.
- Provide documentation from potential lenders of interest in the Property.

**D. Business Plan**
Include an initial project budget and pro-forma; demonstrate the proposed project’s viability by including, to the extent possible, the following:

- Initial research / market demand data.
- Intended use of the Property.
- Initial development schedule with major milestones that addresses all phases of planning, entitlements, design, plan review, permits, construction and occupancy.
- Proposed tenants/buyers/operators for the completed project.
- Development costs, including all site acquisition, construction costs, soft costs, and contingencies.
- Operating pro forma, including all revenues, expenses, debt service, taxes, and other assessments for the first stabilized year of operations.
- Provide reasonable assumptions for all costs and revenues.
- Describe the proposed approach to providing parking for the project.
- Project timeline indicating start of construction and completion of construction.

**E. Level of Return and Benefit**
Describe the economic, fiscal, employment (construction and permanent), and other tangible public benefits generated by the proposal. Qualitative public benefits such as social or historic preservation goals may be included as support to well-defined quantitative benefits.

**F. Consistency with Development Objectives**
- Explain how the proposal is consistent with the Development Objectives.
- Clearly detail and define the project including:
  - Gross square footage of project and each proposed use.
  - Number of parking spaces and location.
  - Detailed cost estimates for all project components.
  - Provide a conceptual site plan and building elevations (color recommended).
- Describe how the project will exist in context with surrounding properties.
All proposals, including supporting documentation, are confidential until a selection is made by the City. All costs incurred in the preparation of this proposal are the responsibility of the proposer. The City reserves the right to issue supplemental information or guidelines relating to the RFP during the proposal preparation period, or to make modifications to the RFP. All proposals shall be considered firm offers for a period of 180-days following the due date. Once submitted, proposals may not be changed without written consent of the City. One (1) original and nine (9) copies of the proposal along with a PDF version on a flash drive or DVD shall be submitted by 3:00 P.M., May 14, 2021, to:

City of Wichita Purchasing Office
Attn: Purchasing Manager
455 North Main, 12th Floor
Wichita, KS 67202

PRE-PROPOSAL CONFERENCE

A pre-proposal conference will be held on April 1, 2021, at 10:30 A.M., CST, on-site and in a manner to be determined. Details will be posted to the City of Wichita’s website. Potential proposers are strongly encouraged to attend the pre-proposal conference to learn more about the Property, the development objectives, and the proposal evaluation process.

PROPOSAL EVALUATION & INTERVIEWS

Interview selection will be made following a review and ranking of proposals received. The City reserves the right to interview and receive a formal presentation from only those development teams whose proposals best match the evaluation criteria. The City intends to select proposers for interviews within two to three weeks thereafter. Interviews are anticipated to occur the week of June 7, 2021.

The City’s objective is to select the best qualified development teams to undertake the tasks identified. The proposals will be evaluated on the basis of several factors, including:

1. Qualifications of the development team
2. Proposer’s financial capacity to execute and complete the project successfully
3. Project timeline
4. Project viability, including operation and management of the project after construction
5. Level of return and benefit to the City
6. Consistency with adopted plans and development objectives

NEGOTIATIONS AND SELECTION PROCESS

Upon selection of the best final proposal, the City will negotiate final business and performance terms with the selected development team(s).

The commencement of negotiations does not commit the City to accept any or all of the terms of the proposal, and negotiations may be terminated by the City at any time, in which case the City reserves the right to enter into negotiations with other proposers. These negotiations may result in minor or material changes to the proposal, including both the business terms and the project. Successful negotiations will result in an award recommendation. Agreements addressing business terms and performance benchmarks will be entered into between the parties. The City reserves the right to reject, in whole or in part, any or all proposals. If deemed appropriate to achieve the goals for development of the Property, the City reserves the right to make no selection and re-issue an RFP. The terms and conditions of any development agreement resulting from this RFP process are subject to approval by the City.
RESOURCES

All additional reference documentation listed below can be found at http://www.wichita.gov/Economic/RFQ

1. City of Wichita Economic Development Incentive Information
   https://www.wichita.gov/Economic/Pages/Programs.aspx

2. Phase 1 Environmental Assessment
   https://www.wichita.gov/Economic/RFQ/Pages/EastKellogg.aspx

3. Utilities Map
   https://www.wichita.gov/Economic/RFQ/Pages/EastKellogg.aspx

4. Zoning Report
   https://www.wichita.gov/Economic/RFQ/Pages/EastKellogg.aspx

5. Traffic Counts
   https://www.wichita.gov/Economic/RFQ/Pages/EastKellogg.aspx

6. Tract Map
   https://www.wichita.gov/Economic/RFQ/Pages/EastKellogg.aspx

7. Elevations
   https://www.wichita.gov/Economic/RFQ/Pages/EastKellogg.aspx

8. Title Report
   https://www.wichita.gov/Economic/RFQ/Pages/EastKellogg.aspx

9. Kansas Department of Transportation East Kellogg Highway Projects
   https://eastkelloggimprovements.com/

INQUIRIES:
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