



REQUEST FOR QUALIFICATIONS

RFQ #02-18/19 Downtown Sumter Development Opportunity



PREPARED BY: City of
Sumter Downtown
Development Office

CONTACT: Howie
Owens, Downtown
Development Manager

March 11, 2019

I. INTRODUCTION

The Downtown Development Office of the City of Sumter is seeking qualifications from developers interested in partnering with the City of Sumter to redevelop existing buildings, as well as vacant land parcels for mixed use development in historic downtown Sumter. *(Properties can be found in Attachment A)*

Funding from the Capital Sales Tax Referendum has been earmarked to assist in the development cost of upper story housing. The City currently has suitable buildings, as well as vacant land parcels and will sell them at a discounted price to qualified developers that agree to redevelop existing buildings for mixed-use and complete other necessary improvements to the property.

In addition to providing incentive money through a discounted sale of property, façade grants and fire suppression system tap fee grants may also be applied for by qualified developers.

Following a review of qualifications submitted by interested developers, the City will contact those parties it determines are best suited to enter into this venture with the City.

II. BACKGROUND



Sumter, South Carolina prides itself for being “In the Middle of Everything.” Just east of the capital city of Columbia, Sumter is centrally located not only in the Palmetto State, but along the Eastern Seaboard, equidistant to both Miami and New York.

While drawing no comparison to The Big Apple, Sumter’s modest downtown has changed rapidly over the past decade, from the addition of new upper story housing in the Central Business District (CBD), to new retail and upscale dining opportunities. Additionally, Sumter’s downtown has added the new corporate offices of Thompson-Turner Construction and Continental Tire, as well as a new major educational facility, the Central Carolina Technical College Health Sciences Center, and a newly renovated Historic Federal Building that will house the Legal Studies Center of CCTC, bringing more than 800 students to a growing downtown.

An ongoing local option sales tax, approved by voters, has funded several streetscape projects and a new downtown judicial center, while local volunteer groups and civic clubs have both physically and financially pitched in to improve Sumter's downtown. Finally, the community's creative revitalization and entertainment programs find ways for the public and private sectors to work together for the common cause of improving and enjoying the heart of this growing and vibrant mid-sized Southern community.

Our vision for a revitalized downtown is for it to be Sumter's symbolic and functional heart of both the City and County. An impressive showplace and home to all of Sumter's most important facilities. Downtown will be the primary gathering place for civic functions, entertainment and personal interaction, a pedestrian friendly environment with beautiful shaded sidewalks, inviting store windows, busy sidewalk cafes, home to beautiful office buildings and multiple corporate headquarters, and numerous entertainment options.



III. REQUEST FOR QUALIFICATIONS

The Downtown Development Office of the City of Sumter is seeking qualifications from developers interested in partnering with the City of Sumter to redevelop existing buildings, as well as vacant land parcels into mixed use development in historic downtown Sumter.

Of greatest interest are developers that have a demonstrated, successful track-record with similar type projects, as well as access to sufficient capital to ensure that the project is adequately financed and can be completed.

A. Submittals

The City will accept submittals through **Tuesday, April 9, 2019 at 2:00 PM ET**. The City will then review all submittals and schedule interviews with the most qualified developers beginning in **May 2019**. Submittals will be reviewed and evaluated based upon the criteria identified below:

1. Identify the property or properties you wish to develop.
2. Complete a basic design indicating the project you would propose for the property, including: number and types of dwelling units, estimated amount of commercial/office space, and other details that would demonstrate harmony with the current downtown revitalization efforts.

3. Prepare a business pro-forma showing estimated construction costs, projected revenue and expenses and incentives needed to complete project.
4. Demonstrate professional development experience, proven ability to undertake a development project of the type being proposed, and the ability to obtain sufficient financing.

IV. **SUBMITTAL INFORMATION**

A. Format of Submittal

Please respond with your submittal, addressing the requirements identified above, formatted to standard letter-size paper in pdf format. The front cover must clearly identify the project name, project number, date of submission, and the name of the submitting entity. Vendors should number each side of a printed page consecutively. Additional promotional materials providing an overview of the firm or prior projects may also be submitted. All responses must be received by **Tuesday, April 9, 2019 at 2:00 PM ET.**

B. Delivery

All submittals must be uploaded to the City of Sumter's website:

<https://www.sumtersc.gov/departments/purchasing/rfp-rfq>

All questions regarding the submittal of this RFQ must be in writing and shall be directed to Lindsey Hite, Procurement Manager, via e-mail at: lhite@sumtersc.gov.

The last day to submit questions is **Thursday, March 21, 2019 at 4:00 PM ET.**

V. **RIGHT TO REJECT**

The City of Sumter reserves the right, at its sole discretion, based upon the objectives stated herein, to select or reject any or all submittals received pursuant to this Request for Qualifications.

VI. PROPOSED SCHEDULE

Submittals Due: **Tuesday, April 9, 2019 at 2:00 PM ET**

Interviews with Qualified Developers, Selection of Preferred Developer, and Negotiations between Developer and City: **May 2019**

FOR MORE INFORMATION:

To receive more detailed information regarding the properties and arrange walk-through tours, please contact:

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PO Box 1449
Sumter, SC 29151
(803) 436-2535
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ATTACHMENT A

Properties Currently Now Owned By the City of Sumter and Targeted for Redevelopment

Note: This list represents those properties already acquired by the City of Sumter and/or properties under contract or option by the City. Developers may submit other properties for consideration.

9 S. Main Street

11 S. Main Street

12 S. Main Street

14 S. Main Street

146 S. Main Street

150 S. Main Street

ATTACHMENT B

The following Scoring Criteria shall be used as a guide in selecting a developer:

<u>Description</u>	<u>Points</u>
<p>Projects impact on downtown and the revitalization process</p> <p><i>In evaluating "impact" the following will be considered:</i></p> <ul style="list-style-type: none"> • Type of mixed use proposed • Tenant capacity (office or bedroom configuration) • Proposed street level (first floor) use • Proposed rents (please breakout by category, i.e. office, bedroom, or retail) • Proposed completion date 	10
<p>Compatibility with Historic District</p> <p><i>In evaluating "compatibility" the following will be considered:</i></p> <ul style="list-style-type: none"> • Proposed façade/exterior improvements • Proposed architectural detail on interior • Compliance with National Park Service criteria for historic preservation • Proposed construction details to include design elements, restoration of original architectural features, quality of materials and overall design 	10
<p>Other Scoring Credits:</p> <ul style="list-style-type: none"> • Experience of developer • Experience of contractor in doing historic renovation • Property management experience • Financial pro-forma • Local developer • Local contractor • Utilization of Historic Preservation Tax Credits 	<p>3</p> <p>3</p> <p>3</p> <p>5</p> <p>2</p> <p>2</p> <p>2</p>

Total: 40