

**REQUEST FOR QUALIFICATIONS  
FOR TELECOMM JOINT VENTURE PARTNERS  
WASHINGTON AVENUE LOFT DISTRICT  
CITY OF ST. LOUIS**

**I. Summary**

St. Louis Development Corporation (SLDC), the economic development agency for the City of St. Louis, is hereby soliciting a request for joint venture partner(s) to install, operate and maintain underground telecomm infrastructure (*e.g.*, conduit) on Washington Avenue in downtown St. Louis, which is the focal point of a burgeoning residential, entertainment and arts district.

**II. Background**

As called for in the recently adopted Downtown Now! (DN!) development action plan, the City of St. Louis is currently implementing a streetscape improvement program on Washington Avenue from Leonor K. Sullivan Boulevard to 18<sup>th</sup> Street. Construction for the first phase, from Tucker Boulevard west to 18<sup>th</sup> Street, is scheduled to start in summer 2000. The first phase includes a plaza, new lighting, trees and widened sidewalks. Design work for Washington Avenue east of Tucker is scheduled to start in spring 2000. The goal of the new streetscape is to spur residential and pedestrian level retail development. For more information on the DN! plan and the Washington Avenue Streetscape Project you can visit: <http://stlouis.missouri.org/downtown-now/>.

To maximize the competitive advantage of Washington Avenue as a new neighborhood, it is in the City's interest to promote smart building technology including the potential for fiber optic connectivity. Because the City can shoulder the costliest portion of installing communications transmission system conduit—mainly the opening and restoration of the street—and has funds available to cover certain design costs, SLDC seeks to leverage this opportunity into deployment of new communications transmission conduit, manholes and handholds that can interconnect with existing provider networks adjacent to this designated development area. Cooperating with a private sector partner(s), the goal is to have arterial and lateral conduit and other telecomm infrastructure in place so that occupants of the buildings fronting Washington Avenue can take advantage of the latest hard-wire communications technologies. Because of the City's participation in reducing the capital costs of constructing the infrastructure during the public works phase and the high cost of new construction once the street is reconstructed, closed and resurfaced (with an expensive finish), the timing of this conduit construction should be attractive to the private sector and the lease rates for access to this conduit could be kept low while still profitable for the private partner(s).

For example, for the project's first phase on Washington Avenue from Tucker to 18<sup>th</sup> Street and the 15 connecting side street segments to St. Charles and Lucas, the streetscape design team estimates that to install a central conduit bank of nine 4" partitioned conduits with pullstrings under Washington Avenue and the connection side streets, to provide two lateral connections to each of the fronting 49 buildings and to construct 12 connection manholes (including pull boxes), 15 side street tie-ins to the Washington Avenue main, and 15 termination manholes would cost approximately \$840,000, including a 20% contingency. To achieve the project's goals, SLDC is open to consider implementation of this or any other scenario. Ideally, the joint venture will be for the entire project area from Leonor K. Sullivan Boulevard to 18<sup>th</sup> Street. Fifty percent transferable Missouri Development Tax Credits may be available to help fund this project.

**A. *Project Area:*** Washington Avenue, running east and west through downtown, forms a link between the riverfront and the western edge of downtown. Located along Washington Avenue are key destinations such as America's Center (convention center) and TWA Dome, the 1000 room convention hotel development site, City Museum and the Laclede's Landing entertainment district.

During the latter part of the 19<sup>th</sup> century, commercial activity flourished on Washington Avenue resulting in a robust urban architecture, which is largely intact and nationally recognized today. The buildings were designed by a number of prominent architects of the period, who employed different styles and material such as red brick, limestone, granite and terra cotta. Collectively, the buildings, with heights of 10 to 15 stories and their ornate facades lining the street edge, create a cohesive early 20<sup>th</sup> century urban landscape. From its high point as a fashion center in the 1940's, Washington Avenue maintained a relatively constant level of activity until a gradual decline began in the 1970's. Today, though there is significant ongoing commercial activity, the focus for Washington Avenue is on residential loft development and as an entertainment and arts district.

**B. *Washington Avenue Loft District Market:*** Over the next six years, DNI's market analysis concludes that over 1,300 residential units and 485,000 square feet of office and retail space will be absorbed in the Washington Avenue Loft District. The majority of the residential market is composed of three segments: the 90,000+ people who work downtown; people who want live/work housing; and, empty nesters. Currently, numerous buildings are in the design and development stage for residential loft use. This fall, over 2000 people attended an open house loft tour and the most recent for-sale building (with 31 units from \$119,900 to \$274,900) sold out within six weeks of being on the market. For more information, see the Executive Summary of the Zimmerman/Volk Associates, Inc., Downtown St. Louis Market-Rate Housing Analysis at <http://stlouis.missouri.org/development/washingtonave/rfprfq.html>.

**C. *Implementation:*** Implementation of the telecomm project, as part of the Washington Avenue Streetscape project, will be managed by SLDC. To realize

the benefit of the public investment, the joint venture, financing and design for the project must be in place prior to bid letting for the streetscape project, construction for which is scheduled to start in late summer 2000.

**D. Access:** Access to the conduit and related infrastructure must be equally available to all interested providers/users, in fact and practice.

### III. Schedule

The following is the approximate schedule for the issuance, response to and follow-up for this RFQ:

RFQ first advertised:	Friday, January 14, 2000
RFQ first issued:	Friday, January 14, 2000
RFQ due, no later than 5 p.m.:	Friday, January 28, 2000
Interview short list formulated:	Week of January 31, 2000
Interviews conducted, as necessary:	Wednesday, February 9, 2000
Contract negotiations initiated:	Week of February 14, 2000

Please note that amendments to this RFQ may be published at any time.

### IV. Submission Format

Statements of qualifications should be formatted as follows:

1. Name and address of lead respondent, date established, previous names, names of all officers and all office locations. Clearly establish all relationships (*e.g.*, joint ventures, etc.).
2. Name and position of one person designated as the "team leader," with full curriculum vitae and list of any similar projects previously managed.
3. Name and skills of additional partners, if any, and extent to which all parties have worked together before. Include a matrix of similar projects on which the team has worked before, noting particularly which people were involved and the time spent by each on the project.
4. Description of expected work for each team member.
5. Team organizational chart and how the team will be coordinated. Indicate individual responsible for each partner.
6. Record of past achievement for M/WBE and Local Participation of all firms involved on the team. Cite projects with references, including current contact information, as examples.
7. One to two page resume for each person assigned to the project, their roles, workloads and status of relevant licenses to practice, if any.
8. Names of three relevant client references for each partner and each key person with current contact information, including phone numbers.

9. Written statement of the approach to this project including anticipated terms and conditions given its objectives and schedule, including financing, marketing strategies and profit share expectations.

All pages to be 8½” by 11”, portrait mode, single sided and white only. Do not exceed 30 pages total. Type should not be less than ten point. Please provide divider sheets between the sections indicated above, with the number of each section clearly indicated. Submittals should lay flat when opened. The front cover should indicate the firm(s) submitting the RFQ. Submit nine identical copies.

## **V. Responses**

Address responses to:

Lars Etzkorn  
Director of Infrastructure Projects  
St. Louis Development Corporation  
1015 Locust Street, Suite 1200  
St. Louis, MO 63101

## **VI. M/WBE Participation**

It is the policy of the City of St. Louis that the effects of identified discrimination against minority enterprises and women-owned business enterprises within its jurisdiction shall be eradicated as part of the overall City business and economic development strategy. The method the City shall employ to implement this policy is the establishment of a goal of at least twenty-five percent (25%) minority business enterprise (MBE) participation and at least five percent (5%) women’s business enterprise (WBE) participation, as defined in the Mayor’s Executive Order #28 (Order), in contracts and purchases wherein City funds are expended. Consequently, the requirements of the Order and the directives developed by the City to ensure compliance would apply to any construction or procurement contracts resulting from this RFQ. M/WBE firms must be certified by SLDC to be counted toward the City’s M/WBE goals.

## **VII. Local Business Participation & Employment**

The City is committed to the growth and development of local disadvantaged small businesses. This commitment will, in the long term, result in a stronger, more dynamic local economy, increased revenue for City government, and greater opportunities for City-based business enterprises and City residents to succeed in the private sector segment of the economy. If the lead firm is not located in the City of St. Louis, it will be encouraged to partner with a firm(s) located in the City to ensure local business participation in the project. The City encourages the formation of joint ventures or mentor-protégé relationships to achieve this objective. Furthermore, all

firms doing business with the City of St. Louis are encouraged to act affirmatively to hire City residents as employees, with particular emphasis on City residents who are members of minority groups or who are woman.

### **VIII. Criteria For Selection**

An ad hoc selection committee will be convened by SLDC to review the qualifying proposals submitted. The criteria for selection of the potential successful candidate(s) for this proposed joint venture agreement include, but are not limited to, the following:

- Terms and conditions of the proposal;
- Specialized experience and technical competence;
- Team experience successfully working together on similar projects;
- Quality of the proposed team;
- Capacity and ability to complete the project in a timely manner;
- M/WBE and local firm participation in this and previous projects; and,
- Currently holding the required City licenses or intent to obtain such.

Please note: The above are guidelines only.

Upon initial selection, SLDC staff will then negotiate with the top-rated respondent to form a joint venture. If a satisfactory contract with the top-rated respondent is unable to be negotiated, taking into account considerations including but not limited to terms and conditions, SLDC will terminate negotiations with that respondent and undertake negotiations with the next-highest-rated respondent. If negotiations with that respondent are unsuccessful, SLDC will undertake negotiations with the next-highest-rated respondent until a successful joint venture agreement has been negotiated.

The selection committee and SLDC reserve the right to establish further criteria for evaluation of submissions and to request additional submissions. The selection committee and SLDC further reserve the right to reject all or any portion of any team submitting qualifications, and to pursue separate negotiations to execute the intent of this RFQ.

### **IX. Reservation Of Rights**

The City of St. Louis and SLDC reserve the right to reject any or all responses for any reason at their sole discretion; to void this request and review process and/or terminate negotiations at any time; to select separate firms for various components of the tasks proposed; to revise the conditions or stipulations contained herein as convenient or necessary; to raise or lower available funds; to negotiate terms and conditions and billing rates; to establish further criteria for selection; to ask respondents to submit additional information or evidence of their qualifications and

experience; to waive informalities in the responses; and to negotiate with respondent(s) as deemed beneficial to the interests of the City of St. Louis.

Allocation of any monies and the proposed joint venture agreement(s) will require subsequent approvals and are therefore not warranted to be let. The term of such joint venture agreement(s) will be the subject of negotiation between various parties including any firm(s) selected through this process.

By seeking a Request for Qualifications (RFQ) and/or submitting a response to this RFQ, the submitter individually and collectively holds any member of the selection committee, SLDC and the City of St. Louis harmless from any and all claims and demands of whatever nature, and any and all loss, damage and liability, which may be asserted against or imposed upon any member of the selection committee, SLDC and the City of St. Louis as a result of issuing this RFQ, conducting a selection process and subsequent negotiations and the letting of any proposed contract(s).

## **X. Non-Discrimination**

The City of St. Louis and the St. Louis Development Corporation are Equal Opportunity Employers that do not discriminate on the basis of age, race, color, religion, sex, physical handicap, national origin or sexual orientation. Any party to a joint venture formed as a result of the RFQ shall not discriminate likewise nor be excluded from participation in, be denied the benefits of, or be subject to discrimination under any program or activity made possible by or resulting from this RFQ and any potential contract(s) that may result from it.