

GUIDELINES FOR PROSPECTIVE DEVELOPERS

GENERAL

The following information is for the guidance of developers who are preparing a development proposal. This is not all-inclusive, and developers should be familiar with the Development Plan for the Area and should investigate all matters which they take into consideration in preparing a development proposal.

The Developer's Kit details items which developers must submit and which the Land Clearance Redevelopment Authority of the City of St. Louis ("LCRA") will need to enable it to evaluate each proposal. Development proposals will be accepted for development of all or part of the property in the Area.

Development proposals are to be in accordance with all relevant federal, state and local laws and regulations, including the City of St. Louis zoning ordinances and building codes, and must be compatible with the Development Plan for the Area.

DESCRIPTION OF PROJECT

The legal description and boundaries of the Redevelopment Area ("Area") are delineated in the plan for the Area ("Plan").

PARKING

Parking shall be provided in accordance with the applicable zoning and building code requirements of the City, including PDA standards.

TAX ABATEMENT

The Redevelopment Plan for the Area describes any real estate tax abatement that may be available for approved projects in this Area.

FINANCING OF PROJECT

The City/LCRA, upon request, may assist developers in seeking federal or other public funds which may become available for stimulating and assisting private development. The LCRA, also upon request by developers, may sell tax exempt or taxable bonds, if applicable, for the financing of the project. If revenue bonds are desired, LCRA should be notified as early as possible of the development in order to establish eligibility therefore.

PROPERTY ACQUISITION

The Property Acquisition Maps, Exhibit "D" attached, identifies all the property located in the Area. The Redevelopment Plan for the Area identifies any property that may be subject to the provision of eminent domain.

PROPERTY DISPOSITION

If the LCRA acquires property in the Area, the LCRA may sell or lease the property to a developer who shall agree to develop and maintain the property in accordance with the Plan and the contract between the LCRA and such developer. Any property acquired by the LCRA and sold to a developer will be sold at not less than its fair value, as determined by an independent appraiser.

RELOCATION ASSISTANCE

All eligible occupants displaced by the implementation of the Plan shall be given relocation assistance in accordance with all applicable federal, state and local laws, ordinances, regulations and policies. In addition, timely notice of development activities shall be provided to all occupants.

NON-COLLUSIVE AFFIDAVIT

Each developer submitting a proposal to the LCRA shall execute an affidavit in the form herein provided stating that the developer has not colluded with any other person, firm or corporation in regard to any proposal submitted. After execution, one copy shall be submitted attached to each of the six proposal forms. One copy is to be retained by the developer.

KNOWLEDGE OF THE AREA AND PROPOSAL DOCUMENTS

Each potential developer should visit the Area and become fully acquainted and informed regarding the existing conditions, difficulties, if any, and restrictions affecting development of the Areas. The developer should thoroughly examine and become familiar with all parts of the proposal documents and Plan. The developer, by execution of the development agreement, shall in no way be relieved of any responsibility for existing conditions in the Areas. *The LCRA may reject any claim based on facts which the developer should have noted or of which the developer has become aware.*

ACCEPTANCE OF PROPOSALS

The acceptance of a proposal will be contingent upon the developer's site control, documented in a form satisfactory to the LCRA, of some of the property in the Areas for which the developer is proposing development.

The LCRA may not enter into a development agreement with the developer until:

- (1) Approval of the Plan for the AREA by the Board of Aldermen of the City of St. Louis;
- (2) The expiration of the notice to said Board of Aldermen, as required by law, that the LCRA intends to enter into a development agreement;
- (3) LCRA's receipt of evidence documenting that the developer is a duly established partnership or corporation in good standing in Missouri and (where applicable) registered to do business in Missouri; and
- (4) Payment by the developer of all applicable developer fees and the advertising cost.

PROPOSAL CONTENTS

STATEMENT OF DEVELOPER'S EXPERIENCE AND QUALIFICATIONS

Each developer must submit to the LCRA, within the time and at the place prescribed in the "Invitation for Proposals", six copies of a complete and acceptable Developer's Statement of Experience and Qualifications Form. In addition, the developer shall furnish the LCRA with all information and data relating to the developer's ability to perform under the development agreement, as the LCRA may request.

If the development entity is to be other than individuals, the developer must show proof that the corporation, partnership or joint venture has been duly formed and is in good standing with the State of Missouri.

DEVELOPMENT NARRATIVE

A description of the proposed development is required, covering each of the following matters:

1. The estimated cost of rehabilitating/developing the structures, the site cost (including all site improvements), architectural, engineering and legal fees, financing costs, and all other costs related to the development as proposed.
2. A detailed explanation of the uses proposed for the property.
3. The number and location of proposed parking spaces.
4. Amount and terms of all financing for development.
5. A statement as to how and where the financing will be obtained.
6. A statement as to what Community Development or other grants are being requested for the project.
7. Amount and source of equity investment.
8. A statement as to whether tax-exempt or taxable bonds may be used and, if so, the bond amount, and the name of recommended bond counsel, if selected.
9. A detailed development and operating statement showing all income and expenses.
10. Estimated number of full time equivalent jobs by land use and average salary; estimated number of businesses by land use category; estimated retail sales, utility billings, and restaurant sales.

DESIGN REVIEW

Preliminary drawings shall be included as a part of the proposal and shall contain the following elements:

- A. A site plan showing:
 - (1) Location and dimensions of buildings to be rehabilitated and constructed.
 - (2) Location of walks, driveways, streets and/or approaches, landscaping (including types).
 - (3) Location and dimensions of easements and established setback line, if any.
- B. Other drawings, including elevations, floor plans and an architectural perspective which may be necessary to adequately describe and convey the character design and/or concept of the proposed development.

Design submission should follow the Building and Site Regulations (Section 7) of the respective Plans.

The redevelopment of the Areas shall be done in a manner that is complementary to and consistent with the surrounding neighborhood. Any new construction developed on the site shall be compatible with surrounding buildings in terms of design and materials.

Two or more developers may submit proposals for the same site. In this event, an extra level of analysis is required to ensure that the proposal best suited to the needs of St. Louis is selected in an open and equitable manner. Factors that will be considered in such cases are outlined below.

1. **PROPOSED USE:**

The nature of the proposal, including:

- a. **USE:** The nature and quality of the proposed use (e.g. the kind of tenants that can be anticipated in a commercial development, the type of goods to be produced in a manufacturing situation, etc.). Is there a higher and better use?
- b. **AESTHETICS:** The extent to which design excellence will be incorporated into the new construction or rehabilitation, especially with respect to the exterior.
- c. **SITE PLAN:** The quality and efficiency of the proposed building configuration, parking spaces, pedestrian walkways, etc.
- d. **LANDSCAPING:** The quality and quantity of proposed trees, shrubs and related landscaping, both along the street and on the off-street portion of the site.
- e. **RESTORATION:** The proposal that best supports quality rehabilitation will be favored.

2. **ECONOMIC CONSIDERATIONS:**

The financial and employment aspects of the proposal, including:

- a. **JOB**S: The number and quality of the jobs that will be created and/or retained.
- b. **TAXES**: The amount of tax revenue that is anticipated, both short term and long term, in light of projected jobs, sales, new residents and/or assessed valuation.
- c. **INDIRECT SUBSIDY**: The degree to which tax revenue will have to be foregone because of required abatement.
- d. **DIRECT SUBSIDY**: The degree to which direct public assistance will be necessary, either in the form of CDBG assistance and/or capital improvements.

3. **EXPECTED IMPACT:**

The kind of impact that will be experienced on the site itself, by occupants of nearby property, or by others in the community.

- a. **TRANSPORTATION**: Changes in traffic volume and flow that can be expected.
- b. **ENVIRONMENT**: Changes (either positive or negative) in noise, smell, sunlight or additional environmental factors that may occur.
- c. **OWNERSHIP**: All else being equal, the developer possessing site control of all or a portion of the area proposed for development shall be favored.

FEES

Copies of the Developer's Kit are available for a \$20.00 fee.

Small Projects:

Residential: Nine (9) units or less.

Non-Residential: Ten thousand (10,000) square feet or less.

One thousand dollars (\$1,000) for advertising costs if the potential developer is requesting to be named Developer of the entire Area. If actual advertising costs exceed such fees, the developer will be obligated to pay such additional amount; if such costs are less, the balance will be refunded to the developer.

Two hundred dollars (\$200) for advertising costs if the potential developer is requesting to be named Developer of a portion of the Area. This will be used to help offset advertising expenses which have been incurred.

Large Projects:

Residential: Ten (10) units or more.

Non-Residential: Ten thousand one (10,001) square feet or more.

One thousand dollar (\$1,000) flat fee plus \$1,000 for advertising costs if the potential developer is requesting to be named Developer of the entire Area. If actual advertising costs exceed such fees, the developer will be obligated to pay such additional amount; if the costs are less, the balance will be refunded to the developer.

One thousand dollar (\$1,000) flat fees plus \$200 for advertising costs if the potential developer is requesting to be named Developer of only a portion of the Area. This will be used to help offset advertising expenses which have been incurred.