



**REQUEST FOR PROPOSALS:**  
**For Development of Land Parcels Located Near I-94, Exit 152**  
**Mandan, North Dakota**

**Submission Deadline: February 17, 2012 by 3 p.m. CST**



**Issued Jan. 3, 2012**  
City of Mandan  
205 Second Avenue NW  
Mandan, North Dakota 58554  
Phone: 701-667-3215  
[www.cityofmandan.com](http://www.cityofmandan.com)

## **Introduction & Background**

The City of Mandan is seeking written proposals for commercial or mixed commercial/residential development on two parcels of property in northwest Mandan. The City is interested in proposals that provide retail and services for the community's residents, businesses and visitors; that increase the city's commercial tax base; and that offer employment opportunities for area residents. The City has identified the site as a prime location for a hotel. The City will consider proposals for uses other than the preferred uses.

The properties are owned by the City of Mandan and located along Sunset Drive, north of I-94, Exit 152. The parcels total 21.32 acres (split by 27<sup>th</sup> Street). The sites have not been previously developed. As of Jan. 12, 2012, a Walmart spokesperson confirmed plans for supercenter in close proximity to the property, at the intersection of Old Red Trail and Sunset Drive.

The proposed purchase price will be one of multiple criteria for evaluating proposals. Other important criteria include intended uses, immediacy of the development schedule, amount of investment, developer experience and relationships with potential retail, restaurant and hospitality users.

Proposals are due Feb. 17, 2012. Once proposals are received and verified as complete, the City Commission will invite entities submitting proposals to present concepts and participate in an interview at a regular or special meeting.

If you have any questions or desire further information, please contact City of Mandan Business Development and Communications Director Ellen Huber at 701-667-3485 or [ehuber@cityofmandan.com](mailto:ehuber@cityofmandan.com). More information about the community is also available at [www.cityofmandan.com](http://www.cityofmandan.com).

### **This property information document summarizes many additional project considerations and requirements:**

<u>Section</u>	<u>Page</u>
Community Vision .....	3
Project Considerations	
• Location Overview.....	3
• Site Facts .....	4
○ Addresses & Legal Description	
○ Site Control	
○ Property Taxes	
○ Special Assessments	
○ Zoning	
○ Utilities	
○ Soil Conditions	
• Proposal Requirements.....	5
• Developer Selection Process.....	5-6
• Contact Information & Resources.....	6

A complete copy of all property information, including supporting documentation and maps, is available on the City of Mandan website at [www.cityofmandan.com](http://www.cityofmandan.com).

## **COMMUNITY VISION**

The Mandan Tomorrow 2009 strategic plan offers the following vision for Mandan:

*Mandan is a vibrant, growing community known for its pioneering spirit and leadership in blazing the way to a welcoming, supportive and affordable hometown atmosphere and quality education system for families and residents of all ages; an environment for business innovation and success; and a historic, adventurous and exciting destination for visitors. Together we make it happen!*

The City of Mandan is seeking purchase and development proposals for the I-94 corridor parcels that are consistent with community goals. In particular, the City aims to fill gaps in its retail, restaurant and hospitality offerings for the region. Market analysis data is posted on the city's website in the Business Development section under the Community Profile subsection.

More information is available at the city website: [www.cityofmandan.com](http://www.cityofmandan.com).

## **PROJECT CONSIDERATIONS**

### **Location Overview**

The available parcels are located west of the new Mandan Middle School. Constructed in 2008, the facility's enrollment for 2011-12 is 781 students in sixth through eighth grades. Most students are bused to the school or transported by parents. Parents, faculty and staff are among potential customers for nearby retail and services. With two gyms, a cafetorium, football field, track, and tennis courts, the school attracts visitors for many activities and competitions.

The parcels are located just off I-94 and Old Red Trail, which draws traffic to nearby major industrial park employers including National Information Solutions Cooperative (approximately 404 employees) and Cloverdale Foods Company (approximately 250 employees). Residents of developments to the north also pass through this area in route to other parts of the community.

Nearby businesses include Seven Seas Inn and Waterpark, Ridge Motel, Red Trail Petro, Farm Credit Services, USDA Farm Service Agency, an insurance agency, and two engineering firms. HIT, Inc. has a nearby facility for head-injured patients and is constructing a new 45,000 sf building where 90 to 100 staff will provide services for another 115 to 120 individuals. Businesses just south of the interstate include Medcenter One Living Center and Family Clinic, Kindred Hospital, Sunset Tesoro, Hideaway Lounge, and Fried's Family Restaurant.

The Mandan Senior High School, Brave and Aquatic Center, and All Seasons Arena are located about a half-mile south of I-94, off Sunset Drive and Sixth Avenue NW. These facilities are also a hub of activity. Senior high students may go off campus for lunch. The high school gym, pool and ice arena host many week night and weekend games, meets and tournaments that attract visitors from throughout the region.

The most recent average daily traffic counts available are from a 2009 N.D. Department of Transportation tracking. Traffic on I-94 averaged 15,330 east of Exit 152 and 10,700 to the west. Average daily traffic at the intersection of Old Red Trail and Sunset Drive is 8,775 to the west and 8,170 to the south. Traffic activity has escalated considerably in recent years with increased population, business growth and oil and energy industry activity in the trade region.

## Site Facts

### Addresses & Legal Descriptions

1. 1403 27th Street NW
  - Lot 1, Block 1, Addition 0264, School District #5
  - 3.10 acres (135,022 sf)

*This parcel is located in the southwest quadrant of the intersection of Sunset Drive and 27<sup>th</sup> Street NW.*

2. City Parcel 2698AA
  - Part of the SE4-Vac Pt of TV 3 & 4 ADD; (less part of Auditor's Lot G), located in the W1/2 SW1/4 SE1/4.
  - 18.22 acres (793,607 sf)

*This parcel is located in the northwest quadrant of Sunset Drive and 27<sup>th</sup> Street NW, just across the street from the Mandan Middle School.*

### Site control

The City of Mandan owns the parcels. In order to facilitate a larger-scale development, the developer may identify and propose strategic partnerships with adjacent, private property owners.

### Property Taxes

The consolidated tax levy for property located in the City of Mandan is 403 mills for 2011, 2.02% of value for commercial property and 1.81% of value for residential property.

### Special Assessments

*Payoff balances figured to 11/08/11*

- 1403 27th Street NW · \$0
- City Parcel 2698AA · payoff of \$429,776.02; annual payment of \$65,767.75

### Zoning

- 1403 27th Street NW · CB, commercial permitting a variety of commercial, retail and multi-family residential uses.
- City Parcel 2698AA · R7, single family residential.

A zone change requires an application, public notice and review and approval by the Planning and Zoning Commission and the City Commission. The City will assist with a zone change as appropriate to accommodate the selected development proposal.

Commercial site plans and building designs subject to application for consideration by Mandan Architectural Review Commission.

### Utilities

Site maps with locations for sewer and water service lines and mains are available for reference.

### Soil conditions

Soil testing would need to be conducted. Test results from the middle school site are available upon request.

## **PROPOSAL REQUIREMENTS**

- 1) Within 45 days of the issuance of this request, or by February 17, 2012, interested parties should provide the following information:
  - a. Proposed purchase price, including terms, conditions and preferred closing date.
  - b. Intended use of the property. Describe nature of uses and the target rent/sale price for any commercial, multi-family and residential units.
  - c. Site plan and, if feasible, elevation drawings or examples of proposed facilities and structures.
  - d. Development budget to include the construction cost estimate and detailed sources and uses of funds for the project. For uses of funds, itemize the projected costs of the project including site acquisition, hard and soft construction costs, any tenant improvements, and any other project costs. For sources of funds, indicate the type of financing planned . e.g. debt, equity, other . and describe the status of securing those funds. If available, include of a letter of interest to provide financing from a lender if debt financing is proposed.
  - e. Any public financial assistance requested, particularly any from the City. Write-downs of the land acquisition price below fair market value will be considered City financial assistance and will require a business incentive agreement.
  - f. Construction schedule, which indicates development will commence within 12 months from closing (city may require some form of security to enforce this portion of the agreement) and an achievable date for substantial completion.
  - g. Statement of developer qualifications and summary of previous experience with projects of a similar magnitude.
  - h. Summary of benefits to the local economy including estimated tax impact (property, sales, restaurant and lodging).

## **DEVELOPER SELECTION PROCESS**

1. Responses are requested in PDF format and e-mailed to Jim Neubauer, City Administrator, City of Mandan, at [jneubauer@cityofmandan.com](mailto:jneubauer@cityofmandan.com). Any material that needs to be provided in hard copy may be sent or delivered to City Hall at 205 2<sup>nd</sup> Avenue NW, Mandan, ND 58554. Complete proposals must be e-mailed, mailed or delivered for receipt by 3 p.m. on Feb. 17, 2012.
2. The Mandan City Commission will make the final selection based upon the following criteria:
  - a. Consistency with the City's vision and the extent to which the proposal will fill opportunity gaps and meet market needs.
  - b. The experience, financial and organizational capacity of the developer in successfully planning and completing development projects of similar type and scale.
  - c. Public benefits provided by the project including the proposed purchase price for the land, the amount of investment in the project(s), the provision of retail goods and services, contributions to the tax base, and the creation and retention of jobs.
  - d. Estimated taxable value upon completion and annual real estate taxes of the site.
  - e. Architectural character and quality of building materials.
  - f. Timeline for project completion.

The City and the selected developer will subsequently execute an agreement conveying the property and stipulating the terms and conditions of the project. The agreement will be negotiated within 45 days of selection.

Following is an anticipated timeline:

*Submission deadline for proposals	Feb. 17, 2012
Review/evaluation of proposals completed	March 1, 2012
Recommendation to City Commission on selected developer(s)	March 6, 2012
Final action by City Commission	March 20, 2012

The City reserves the right to: 1) reject any and all proposals or parts of proposals, 2) waive any informality or irregularity, 3) hold all proposals for a period of thirty (30) days after the date fixed for the opening thereof, 4) negotiate modifications of proposals submitted into a project of lesser or greater magnitude than described in the request for proposals or the proposer's reply, 5) accept the proposal(s) deemed most favorable to the best interest of the City of Mandan, and 6) advertise for new proposals as may be deemed necessary. Be advised as per North Dakota open records law that proposals may be released to the public if requested.

**Resource Contact Information**

<b>Title</b>	<b>Name</b>	<b>Phone</b>
City Staff		
City Administrator	Jim Neubauer	701-667-3215
Business Development Director	Ellen Huber	701-667-3485
Engineering and Planning -Project Director	Dave Bechtel	701-667-3225
Building Inspection and Assessing	Richard Barta	701-667-3230
Finance Director	Greg Welch	701-667-3213
Public Works	Jeff Wright	701-667-3240
Fire Chief	Steve Nardello	701-667-3288
Advisors/Consultants		
Economic Development	Bismarck-Mandan Development Association Richard Mower	701-222-5530

*For additional information, visit [www.cityofmandan.com](http://www.cityofmandan.com). If you have other questions not answered here, please contact Ellen Huber, City of Mandan Business Development & Communications Director at 701-667-3485 or [ehuber@cityofmandan.com](mailto:ehuber@cityofmandan.com).*