

FORT PIERCE STATION

VIRGIN TRAINS USA AND TRANSIT ORIENTED DEVELOPMENT



**CITY OF FORT
PIERCE
REDEVELOPMENT
AGENCY**

*Former H.D. King Plant
Site*

**Virgin Trains USA
Florida LLC**
May 1, 2019

REQUEST FOR PROPOSAL

RFQ-P NO. 2019-003

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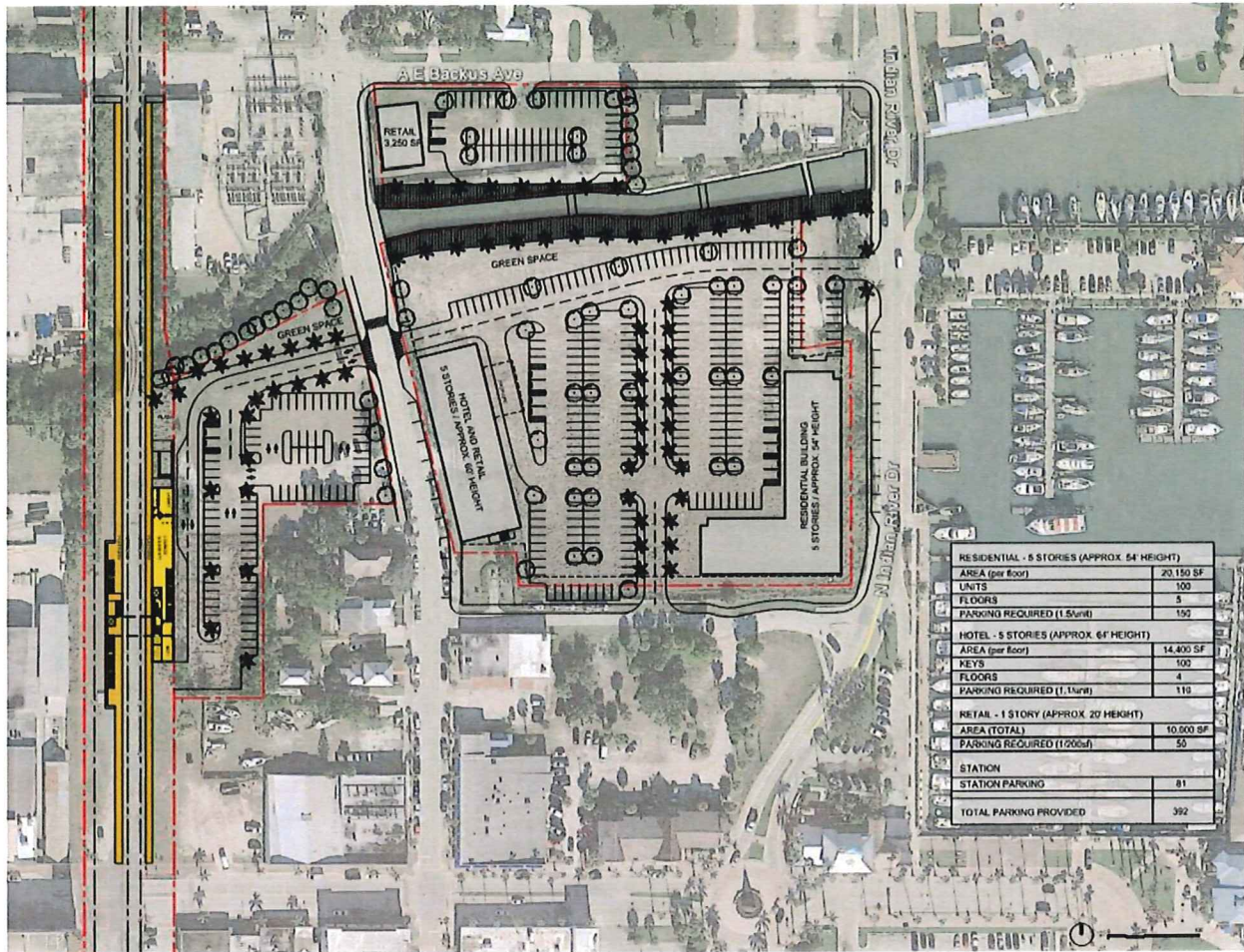
APPENDIX

- A. Letter from City of Fort Pierce to Virgin Trains USA dated February 15, 2019
- B. Letter from City of Fort Pierce to Virgin Trains USA dated April 9, 2019
- C. Conceptual and Preliminary Site Plan
- D. Conceptual and Preliminary Diagram

The Signature Property in the Sunrise City

1. A conceptual preliminary development plan, including a preliminary site plan showing proposed scale, height, and architecture of the proposed development

In addition to our Fort Pierce Virgin Trains Station, we have developed a preliminary development plan to include a mix of residential, retail and hotel. Below is a preliminary site plan, which includes the development program as well as approximate heights.



Virgin Trains USA - Preliminary Development Plan

Residential - 5 Stories (Apprx. 54' Height)		Hotel - 5 Stories (Apprx. 64' Height)		Retail - 1 Story (Apprx. 20' Height)	
Area (per floor)	20,150 SF	Area (per floor)	14,400 SF	Area (total)	10,000 SF
Units	100	Units	100	Parking (1 / 200 SF)	50
Floors	5	Floors	4		
Parking (1.5 / unit)	150	Parking (1.1 / unit)	110		

The Signature Property in the Sunrise City

Below is a preliminary diagram that shows the proposed scale, height, and architecture of the proposed development.



Connecting Fort Pierce to the World

2. *A detailed description of the manner in which the proposed development plan achieves the goals established in the Fort Pierce Redevelopment Agency Community Redevelopment Plan*

Fort Pierce Virgin Trains Station not only achieves the goals set forth by the Fort Pierce Redevelopment Agency's (FPRA) redevelopment plan by bringing multi-family housing, exciting new dining and retail, and a hotel to Fort Pierce, but also delivers the one-of-a-kind benefit of a Fort Pierce Virgin Trains Station.

The hallmark of our development is unquestionably the Fort Pierce Virgin Trains Station. Passenger train service to Fort Pierce will connect visitors and residents alike to Miami, Ft. Lauderdale, West Palm Beach and Orlando and provide a car-free alternative to the heavily trafficked North-South corridors of I-95 and the Florida Turnpike. A Fort Pierce or Treasure Coast resident could work in West Palm Beach and commute back to Fort Pierce/Treasure Coast without the need for a car or trying to navigate I-95. Likewise, someone visiting Orlando could now take the train and spend the weekend playing golf and fishing in Fort Pierce.

By creating car-free accessibility to other major Florida cities, there will be more job opportunities for residents, while creating the opportunity for Fort Pierce to attract new businesses and residents as well as investment to the Treasure Coast. With three international airports within 90 minutes of Fort Pierce, tourists will be able to walk off a flight in Orlando, West Palm Beach, or Ft. Lauderdale and take a Virgin Train to Fort Pierce Station. Upon arrival, they can check-in to their hotel and stroll down to the waterfront to book a fishing charter in the morning or make plans to go to a New York Mets spring training game.

Although still in early conceptual planning, Fort Pierce Virgin Trains Station will be developed as a true Transit Oriented Development (TOD), comprised of several buildings of varying heights to preserve the line of sight to the waterfront while still taking advantage of the views of the Indian River waterfront and downtown Fort Pierce. The development's multi-building design will also include active greenspace for community gatherings while accommodating pedestrian traffic to the waterfront and downtown on wide walkways and bicycle paths. Fort Pierce Station will utilize the existing city parking garage as well as provide onsite surface parking to serve the transit-oriented development. Although not yet designed, the architecture will be consistent and complementary with Fort Pierce's character.

Although a hotel deal is not finalized, we intend to build an internationally recognized brand hotel to help fill Fort Pierce's need for overnight stay accommodations and draw new tourists to the area. In addition, this hotel will provide a boost to the existing marine-oriented economy. Situated across North Indian River Drive from Fort Pierce Marina, the hotel will act as the hub for fishing tournaments, New York Mets spring training fans, and create new job opportunities both seasonally and annually.

Multi-family housing with views of Fort Pierce Marina and Indian River Lagoon west of North Indian River Drive will help realize the city's goal of growing residential development north of downtown Fort Pierce.

The development's combined elements fulfill the FPRA's goals by creating a mixed use neighborhood that transitions downtown north toward the Edgartown Historic District while creating a massive expansion in transportation connectivity. It facilitates the cultivation of an economic expansion based on tourism,

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water-based activities, a thriving downtown business and entertainment district, and connections with Florida's major metropolitan areas. The development will not only serve the people that are living and staying within the development but rather will be an amenity for all of Fort Pierce residents.

Fort Pierce has been supportive of a passenger train station since Amtrak was considered and this station delivers on that need. By aligning our proposed development with the FPRA's proposed future land use goals and objectives as well as the City of Fort Pierce's 2017 – 2032 Strategic Plan, Fort Pierce Station will be the global beacon to Florida's Treasure Coast.



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3. A preliminary assessment of the traffic impacts of the proposed development plan

Virgin Trains USA has engaged Kimley-Horn and Associates to prepare a preliminary traffic impact assessment based on a preliminary development program. The study's findings are presented on the following page.

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April 29, 2019

Mr. Jim Vitter, P.E.
Kimley-Horn and Associates, Inc.
445 24th Street
Suite 200
Vero Beach, Florida 32960

RE: **Kings Station Project – City of Fort Pierce**
Kimley-Horn Project No. 147693000

Dear Mr. Vitter:

Kimley-Horn has prepared a preliminary traffic impact assessment for the above-mentioned project, which is generally located on the northeast quadrant of the intersection of N. 2nd Street & Avenue B in the City of Fort Pierce. Included herein are details associated with the project's trip generation, trip distribution, project access connections, and intersections which will require operational analysis as the project moves through the City's permitting process.

Development Program

The development program for the project includes the following land uses and intensities:

- Hotel – 100 rooms
- Apartments – 100 dwelling units
- Shopping Center / Retail – 15,000 square feet

It should be noted that a train station component is also included within the project. At this time, the train station's anticipated ridership intensity remains unknown. Therefore, traffic impacts associated with the train station are not included within this assessment; however, they will be considered in a future assessment when an expected ridership quantity is established.

Trip Generation

The trip generation potential for the proposed development program was calculated based upon rates and equations obtained from the Institute of Transportation Engineers' (ITE) *Trip Generation Manual*, 10th Edition. Applicable internal capture percentages and pass-by percentages published in the ITE Trip Generation Handbook, 3rd Edition were also applied. The project's net new external trip generation potential encompasses the following:

- 2,190 net new external daily trips
- 183 net new external AM peak hour trips (100 in / 83 out)
- 155 net new external PM peak hour trips (81 in / 74 out)

Trip generation calculations are attached to this letter as **Exhibit 1**.

Trip Distribution

An estimation of trip origins and destinations was prepared for the project based on a transportation model run using the Greater Treasure Coast Regional Planning Model, which covers the Fort Pierce area. The development program was incorporated into a traffic analysis zone within the model and the

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Page 2

model output was used to assign project traffic to the external roadway network surrounding the project. Model output is attached to this letter as **Exhibit 2**. Generally, the following distribution of obtained from the model:

- To/from the north along Indian River Drive = 7%
- To/from the south along Indian River Drive = 6%
- To/from the north along N. 2nd Street = 28%
- To/from the west along Avenue A = 59%

Driveway Access Connections

The project proposes access via a full access connection along N. 2nd Street and via a full access connection along Indian River Drive. In addition, off-site parking areas will serve the project, including a parking lot on the west side of N. 2nd Street and a parking lot on the south side of A.E. Backus Avenue.

Considering the project's proposed driveway connections and the trip distribution detailed previously in this letter, AM and PM peak hour trips were projected at the project driveways and they are detailed in the attached **Exhibit 3**.

Based on the driveway volume projections detailed in **Exhibit 3** and turn lane volume thresholds described in the Florida Department of Transportation's Driveway Information Guide and the National Cooperative Highway Research Program Report 457 (Guidelines for determining the need for a major road left-turn bay), it is not anticipated that any exclusive ingress left-turn lanes or right-turn lanes will be required at any of the project driveways.

Intersections Required for Future Operational Analysis

Based on the trip distribution detailed previously in this letter and the estimated project traffic impacts along the external roadway network, the following intersections will likely require AM and PM peak hour analysis as the project moves through the City's permitting process:

- Avenue A & US Highway 1
- Avenue A & N. 2nd Street
- A.E. Backus Avenue & US Highway 1
- A.E. Backus Avenue & N. 2nd Street
- All project driveways

City of Fort Pierce review staff may request additional intersections be evaluated. The above list represents our best judgment considering estimated project traffic impacts.

Sincerely,

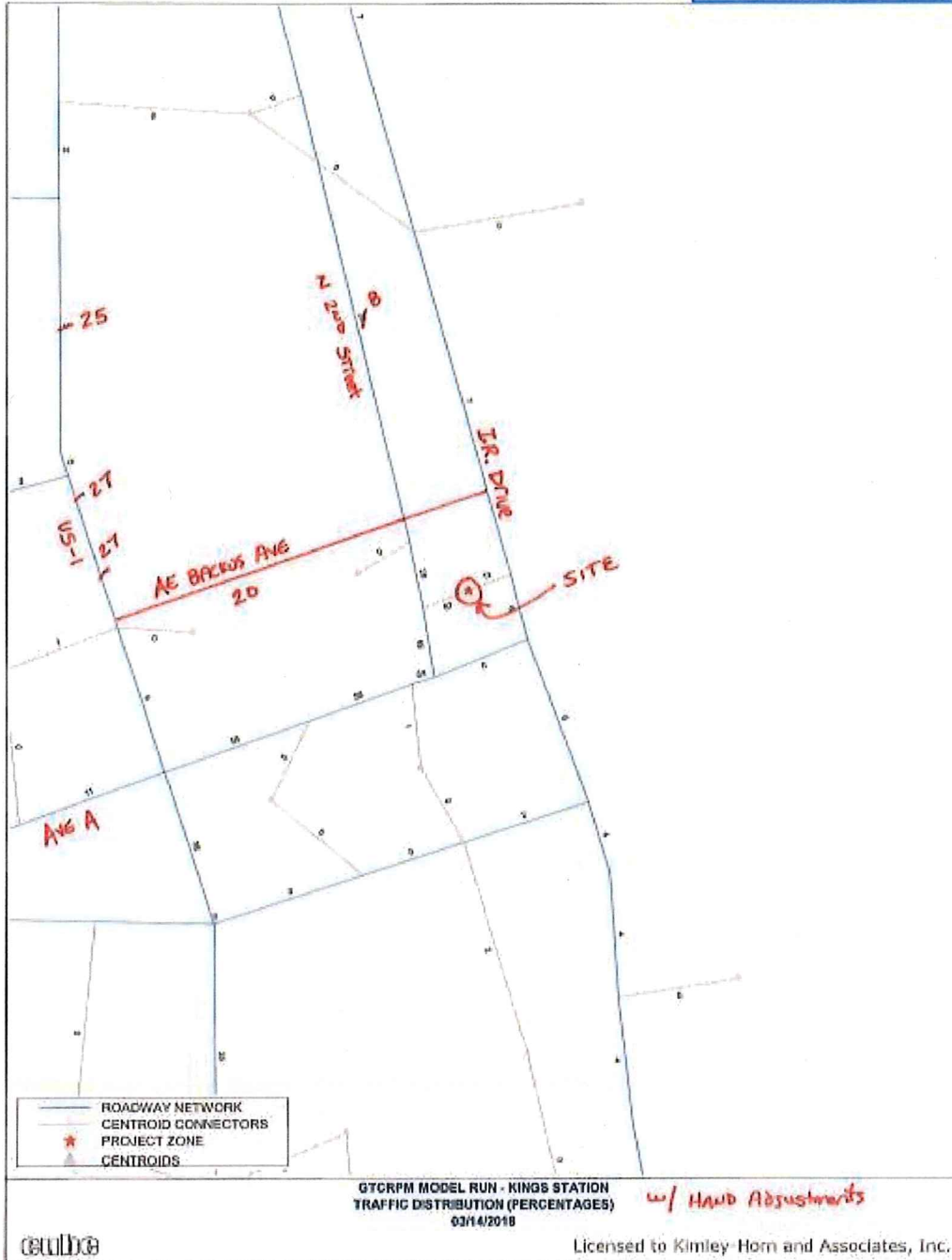
Nicholas J. Mora, P.E.

Attachments: Exhibit 1 – Trip Generation Calculations
Exhibit 2 – GTCRPM Model Output and Traffic Distribution
Exhibit 3 – Projected Driveway Volumes

K:\OCA_Civil\147693000 - Kings Station TIA\doc\147693000\147693000.dwg

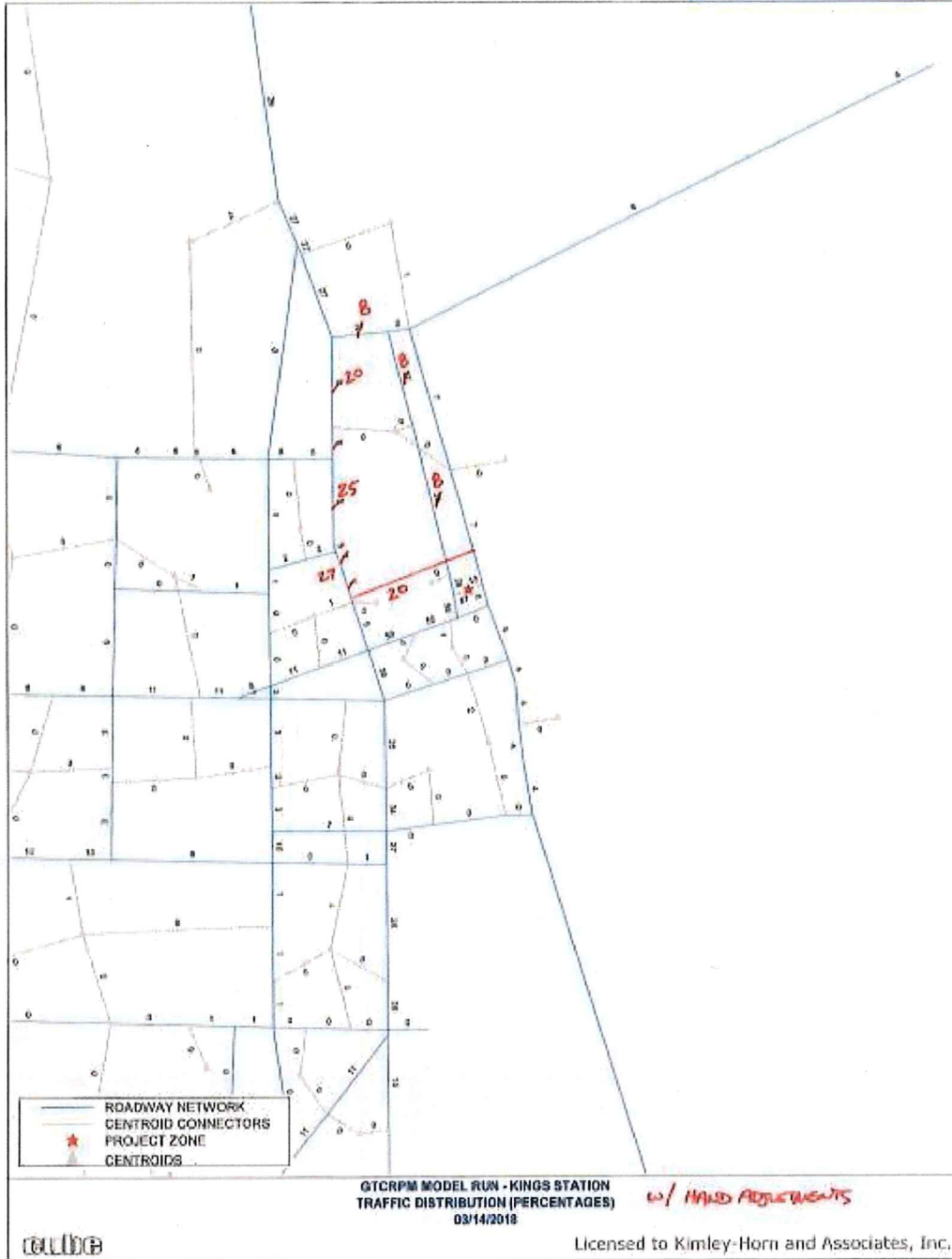
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EXHIBIT 2 - PAGE 1 OF 2



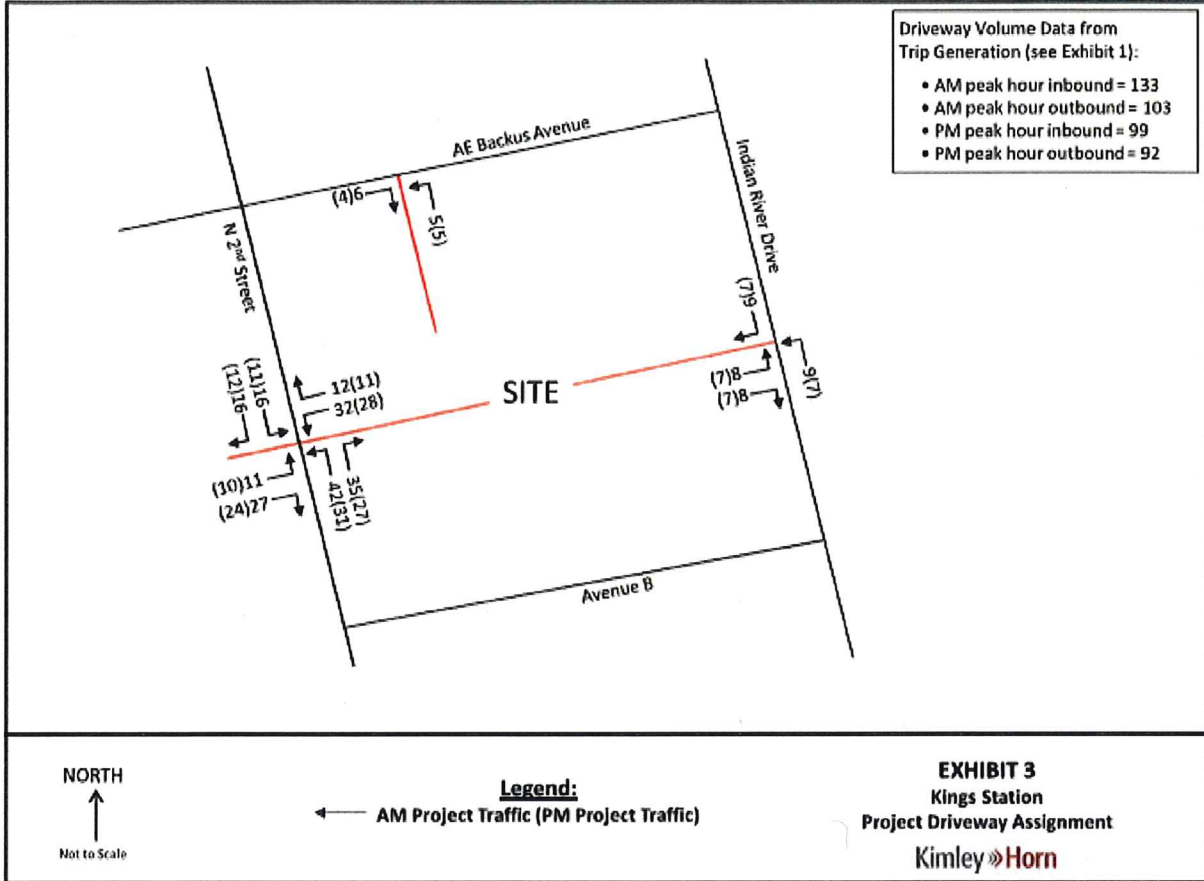
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EXHIBIT 2 - PAGE 2 OF 2



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EXHIBIT 3 - PAGE 1 OF 1



147693000

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4. An analysis of the economic feasibility of the preliminary development plan

As previously stated in the RFP, Virgin Trains USA has a preliminary development program that will continue to be refined as the market and market conditions change. We currently believe that a mix of residential, hotel and retail are the appropriate mix but the ultimate development program will be market-driven and what we believe the City and residents of Fort Pierce need.

If Virgin Trains USA is selected and successfully works out a deal with Fort Pierce, the company will develop a train station and transit oriented development. Similar to West Palm Beach and Fort Lauderdale, the station would include an elevated platform and be designed for easy pick-up and drop-off. The primary parking to serve the train customers would be handled in the City of Fort Pierce's existing structured garage.

In addition to the Fort Pierce Virgin Trains Station, we also believe there is a need for a hotel. Upon successful closing of the land transaction, we would start conversations with several well-known hotel brands. We believe that there is a need for a +/- 100-key hotel in downtown Fort Pierce.

At this time we do not believe that the rental residential market supports new construction. We do think that a Fort Pierce Virgin Trains station will create a new need and desire for residential living at the H.D. King site in the future. Aligning with local zoning intensity and the FPRA's desire to maintain views of the waterfront, the residential development at Fort Pierce Virgin Trains Station will be carefully and elegantly planned to ensure that its character complements the surrounding area and highlights the livability of Fort Pierce's waterfront community.

In addition to the Virgin Trains station, hotel and residential component we will develop retail. Although we do not yet have retail tenants signed up, we would expect to have both food and beverage retailer's as well non-food and beverage retailers. The retail would serve both the Fort Pierce Virgin Trains Station TOD as well surrounding downtown Fort Pierce.

Financing Fort Pierce Station

5. A description of the proposed financing plan

With major Transit Oriented Developments in Miami, Fort Lauderdale and West Palm Beach, Virgin Trains USA has a proven track record of successfully financing and getting projects built. Financing for the Fort Pierce Virgin Trains Station and TOD will likely come from a variety of sources. The commercial development would likely be financed through traditional construction loans. Station and infrastructure development will be financed similarly to that employed in our South Florida hubs, with a combination of debt and equity while also utilizing available government issued bonds.

Virgin Trains USA would expect Fort Pierce and St. Lucie County to be supportive for the State to issue the tax-exempt bonds via a state conduit issuer. The bonds would be eligible for all station and infrastructure cost within the county.

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6. Proposed property acquisition terms

These proposed terms outline the general terms and conditions upon which Virgin Trains USA Florida, LLC (the “Purchaser”) and the City of Fort Pierce and the Fort Pierce Redevelopment Agency (the “City”) would agree to enter into a purchase and sale agreement (the “Purchase and Sale Agreement”) for certain real property and development rights.

Seller:	The City of Fort Pierce and the Fort Pierce Redevelopment Agency (the “City”).
Purchaser:	Virgin Trains USA Florida, LLC.
Property:	<p>(a) Land located in the City of Fort Pierce, State of Florida and which is commonly known as the Former H.D. King Plant Property located at 311 North Indian River Drive (the “Real Property”).</p> <p>(b) Approximately <u>310,582 square feet</u> of development rights appurtenant to the land located in the City of Fort Pierce, State of Florida and which is commonly known as the Former H.D. King Plant Property located at 311 North Indian River Drive (the “Development Rights”).</p> <p>The Real Property and the Development Rights are collectively referred to as the “Property.”</p> <p>In addition to the H.D. King site, Purchaser wants the City to provide a certain number of marina slips to the Virgin Trains project and the right to control the Fort Pierce Marina.</p>
As-Is	The Property will be delivered to Purchaser at closing in its current “as-is” and “where is” condition.
Overview:	The Purchaser hereby proposes to acquire the Property from the City subject to these terms.
Purchase Price:	\$ <u>2,800,000</u> and <u>00/100</u> (the “Purchase Price”) or <u>\$9.01</u> per square foot for the actual amount of real property and development rights purchased. If there is undevelopable land as a result of utility easements or environmental restrictions, the Purchase Price shall be adjusted equal to \$9.01 per square foot multiplied by the total developable square feet.
Purchase and Sale Agreement:	To be negotiated over a ninety (90) day period commencing when and if Purchaser’s proposed development is selected.
Due Diligence:	<p>Upon execution of the purchase and sale agreement, the Purchaser shall have one hundred and twenty (120) days to conduct its due diligence (the “Due Diligence Period”).</p> <p>During the Due Diligence period, the City of Fort Pierce will complete a resolution to support the tax-exempt bonds.</p>
Closing Date:	The closing date shall be on or before thirty (30) days of the end of due diligence period (the “Closing Date”).

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7. A preliminary project implementation schedule

Fort Pierce Train Station - Development Schedule																																												
Land Closing																																												
Description	Months	1	2	3	4	5	6	7	8	9	10	11	12																															
Purchase & Sale Agreement	3																																											
Due Dilligence	4																																											
Closing	1																																											
Station Design / Construction																																												
Description	Months	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37						
Rail Infrastructure Design	6																																											
Building Design	9																																											
Rail Infrastructure Construction	12																																											
Building Construction	18																																											
Operational Move-In, Training	1																																											
Open	1																																											

Note: Above does not include timeline for TOD

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Appendix



THE SUNRISE CITY
FORT PIERCE
PURCHASING
DEPARTMENT
Florida



February 15, 2019

Certified Return Receipt
91 7199 9991 7030 3107 7460

Virgin Trains USA LLC.
161 NW 6th Street
Miami, FL 33136
Attn: Patrick Goddard, President

**RE: RFQ/P No. 2019- 003 ~ Former H.D. King Plant Site Redevelopment
(Phase II)**

Dear Mr. Goddard:

The evaluation committee selected your firm to proceed to stage two (2), for the above referenced solicitation. The committee requests that you provide a Request for Proposal (RFP) in accordance with the guidelines outline below (reference RFQ/P No. 2019-003 solicitation documents, page 32, item B).

The RFP should include the following:

1. A conceptual preliminary development plan including a preliminary site plan showing proposed scale, height, and architecture of the proposed development.
2. A detailed description of the manner in which the proposed development plan achieves the goals established in the Fort Pierce Redevelopment Agency Community Redevelopment Plan.
3. A preliminary assessment of the traffic impacts of the proposed development plan.
4. An analysis of the economic feasibility of the preliminary development plan.
5. A description of a proposed financing plan.
6. Proposed property acquisition terms.
7. A preliminary project implementation schedule.

Proposal Timeline

Request for Proposal Due: Wednesday, April 17, 2019 at 3:00 PM, Purchasing Division
Presentations to the Evaluation Committee: 1st or 2nd week of May, 2019

Building the Future of Fort Pierce

Page 2
RFQ/RFP No. 2019-003 ~ Former H.D. King Plant Site Redevelopment

Please provide **seven copies** (one original and six copies) on or before **April 17, 2019** mailed or delivered to:

Delivery

City of Fort Pierce
Purchasing Division, Room 101
100 N. US 1
Fort Pierce, FL 34950
Attn: RFP No. 2019-003 ~ Former H.D. King Plant Site Redevelopment

Mail

City of Fort Pierce
Purchasing Division, Room 101
P.O. Box 1480
Fort Pierce, FL 34950
Attn: RFP No. 2019-003 ~ Former H.D. King Plant Site Redevelopment

Should you have questions or require additional information, feel free to contact me at (772) 467-3000 extension 3749.

Thank you.

Sincerely,



Gelencia Carter, MPA
Purchasing Manager

GC/gm

cc: Nick Mimms, P.E., Deputy City Manager
Johnna Morris, Director of Finance
Shyanne Helms, Communications & Economic Development Manager
FPRA Board Members

Building the Future of Fort Pierce



THE SUNRISE CITY
FORT PIERCE
PURCHASING
DEPARTMENT

Florida



April 9, 2019

Certified Return Receipt
91 7199 9991 7030 1928 7478

Virgin Trains USA LLC.
161 NW 6th Street
Miami, FL 33136
Attn: Patrick Goddard, President

RE: RFP No. 2019-003 ~ Redevelopment of the Former H.D. King Plant Site

Dear Mr. Goddard:

The City of Fort Pierce has extended the submission deadline for RFP No. 2019-003 ~ Redevelopment of the Former H.D. King Plant Site from April 17, 2019 to **3:00P.M., May 1, 2019.**

Please provide **seven copies** (one original and six copies) mailed or delivered to:

Delivery

City of Fort Pierce
Purchasing Division, Room 101
100 N. US 1
Fort Pierce, FL 34950
Attn: RFP No. 2019-003 ~ Former H.D. King Plant Site Redevelopment

Mail

City of Fort Pierce
Purchasing Division, Room 101
P.O. Box 1480
Fort Pierce, FL 34950
Attn: RFP No. 2019-003 ~ Former H.D. King Plant Site Redevelopment

Should you have questions or require additional information, feel free to contact me at (772) 467-3000 extension 3749. Thank you for your cooperation and understanding.

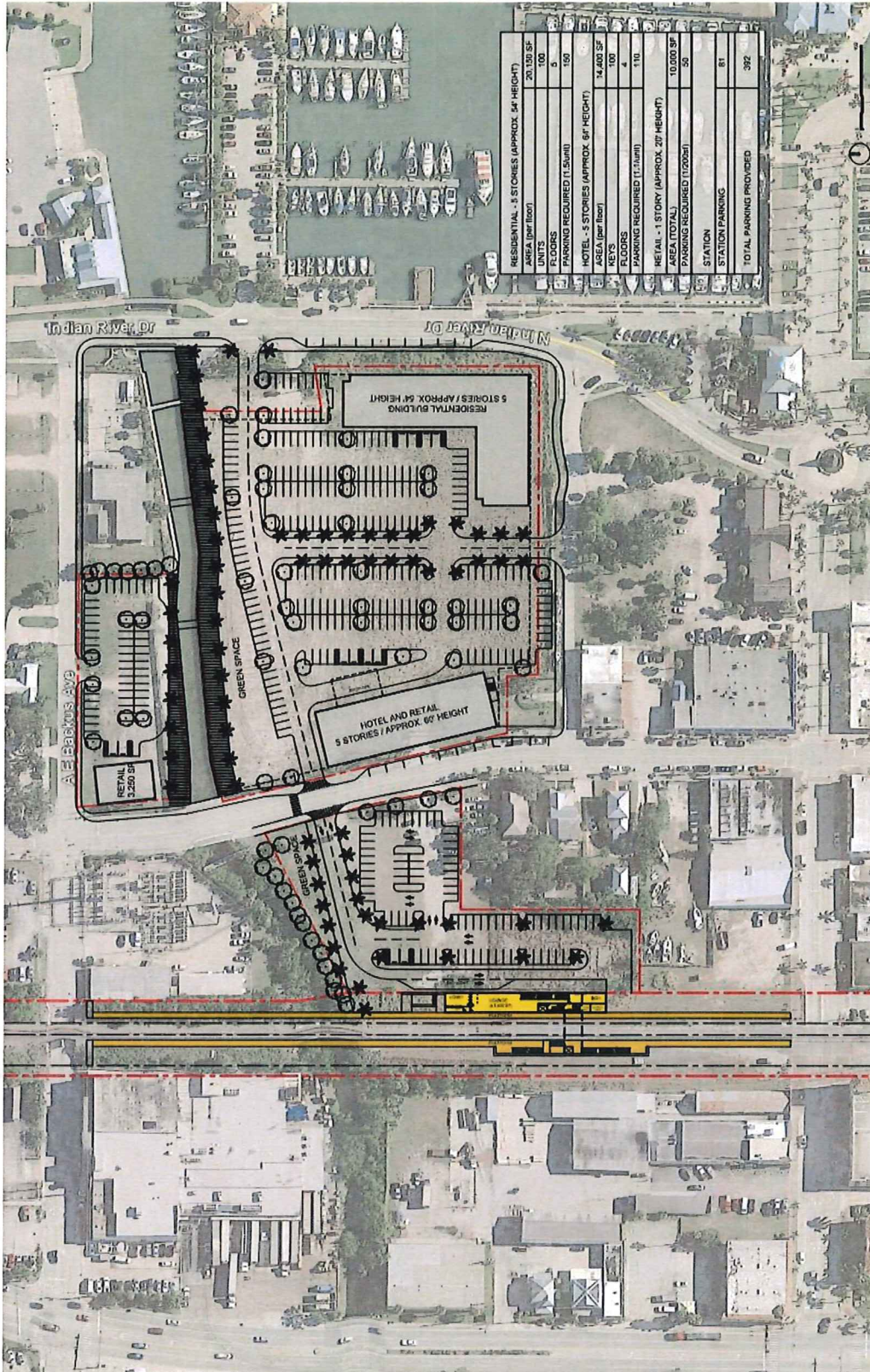
Sincerely,

Delencia Carter, MPA
Purchasing Manager

/gc

cc: Nicholas Mimms, City Manager
Johnna Morris, Director of Finance
Linda Cox, City Clerk
Peter Sweeney, City Attorney
Shyanne Helms, Communications & Economic Development Manager

Building the Future of Fort Pierce



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