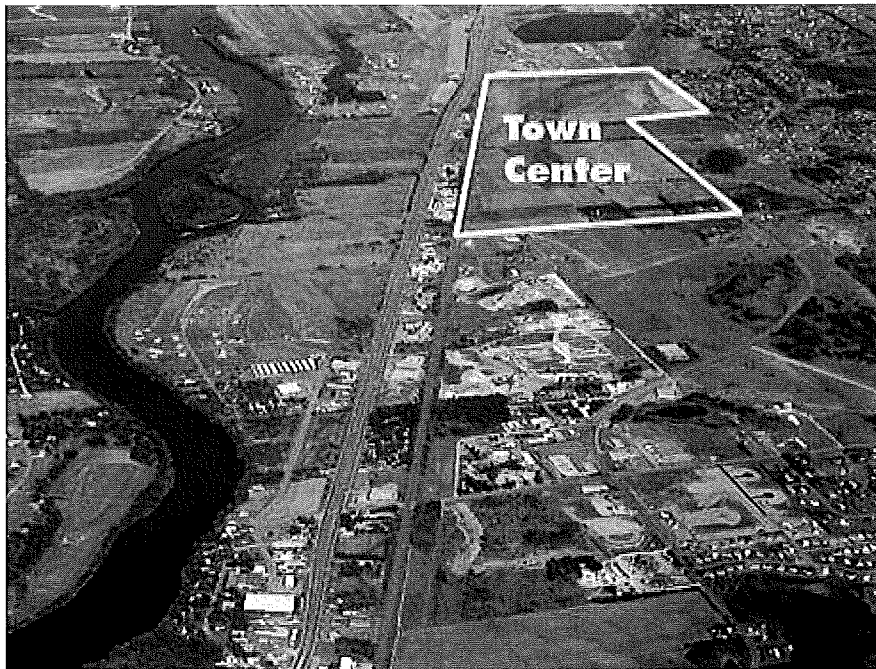


City of Ramsey

Request for Qualifications for Development Management Services



City of Ramsey
7550 Sunwood Drive
Ramsey, MN 55303
www.ci.ramsey.mn.us

RFQ Issued: October 9th, 2009
Response Due: November 2, 2009

Introduction:

The City of Ramsey, situated along the Mississippi and Rum Rivers, is a northwest suburb of Minneapolis and St. Paul. Ramsey is home today to over 23,500 residents and 400 thriving businesses with its population expected to grow to over 40,000 by the year 2030. The City is in the process of creating a unique downtown identity for itself to serve as a central gathering place for commerce and community, the Ramsey Town Center. The land use plan for this project area of 322 acres serves this growing suburban area by accommodating civic, office, commercial and retail development with housing integrated creatively around and nearby the future transit station on the Northstar Commuter Rail Service, anticipated to begin service in late 2011. Ramsey Town Center is characterized by a mix of goods and services that meets the needs of local residents and trade area visitors, provides a strong job and tax base and promotes pedestrian-oriented streets and an integrated park and trail system.

The history of the project has been well documented in the local media and real estate world. In brief summary, in early 2007, the Ramsey Town Center project entered into bankruptcy with then developer Bruce Needegard, just prior to his death in late 2006. From that time to early 2009, the development languished in bankruptcy and foreclosure proceedings with the banks that held a nearly 35 million dollar mortgage on the remaining property held by Nedegaard. On March 17, 2009 the Ramsey City Council authorized a settlement agreement between the City and the lead bank in the mortgage, MinnWest Bank, ending litigation over the enforcement on the city's development agreement. As a result of the settlement agreement, on June 26, 2009, the City closed on the acquisition of 148.5 acres of undeveloped property for \$6.75 million. The banks in-turn paid \$1.35 million in back taxes, interest and penalties to the city, county and school district.

In early July 2009, the City embarked on a process to refine the vision and land use for the project to ensure that the project is in line with the current market for commercial, office and residential development. As a result of that process, increased flexibility has been incorporated into the land use plan, particularly on the west end of the project (area of approx. 70 acres), opening the door to larger format retail to bring energy to the project. In addition, flexibility has been added to the density of the project to allow additional development over time in response to influence of transit, commercial development, and returned economic growth. Over the next six months, the city will be reviewing its zoning and development guidelines to ensure alignment with land use refinements.

Site Conditions:

At this time the entire site is served by municipal water and sewer. However, the western portion of the site requires additional work to make it pad-ready for development. There are a number of sites throughout the development that are currently pad-ready and available for sale.

Current Zoning and Future Land Use:

As mentioned above, the City is in the process of updating the Land Use and Vision for the Town Center (Exhibit B). The City is committed to fostering quality development of this site and to ensuring flexibility as to the future use of these parcels, particularly on the west 70 acres of the site. Updates to the zoning code and design guidelines will be completed over the next six months to further encourage flexibility in the zoning districts.

Project Vision: As the City moves forward with this process, it is important to continue to support the project vision identified below.

1. Ensure economic feasibility and viability of the overall project in commercial, office, and residential sectors.
2. Focus development around transit/transportation opportunities and ensure the walkability of the overall project.
3. Provide a mix of housing styles and prices.
4. Preserve the natural environment while providing a high level of amenity throughout the development in gathering and recreational areas.
5. Allow for densification of residential, commercial and office land use over time in response to impact of rail service and economic growth in the region.

Required Services:

The City is requesting proposals for development management services for development of city owned land in Town Center. Specifically, the development management services would include:

- Development of a project proforma/financial model for land sales that anticipates various users, assistance packages, and measures return on city investment plus cost of improvements/amenities.
- Identify and network with potential end users or developers of city owned land.
- Coordinate project marketing efforts to take the project to market for end users and/or developers
- Serve as lead contact and project manager for city owned property and represent the city in negotiations for deal structuring/land sales.

Response to Request for Qualifications:

1. Please describe in detail the following:
 - a. Your firm's/team's experience in providing development management services (as detailed in Required Services above) and executing projects similar to the potential of Ramsey Town Center and engaging in developer agreements with public entities.
 - b. Provide no less than five (5) examples of projects your firm and/or team has been involved with as development manager/developer and provide detail regarding the role of your firm and/or team for each project.
2. Please describe in detail the team you would assemble or describe in detail the divisions of your firm that would partner with the City to act as development manager as described in Required Services above.
3. Please describe in detail your firm's/team's project approach and describe in detail the services your firm/team would offer.
4. Please describe your expectations regarding the relationship between the City and the Development Manager/Management Team.
5. Please describe in detail how you would propose to structure your firm's/team's compensation for the services as described in Required Services above.
6. Please identify who would serve as the lead for the firm/team and identify team members and provide resumes for each.

Administrative Information:

1. All proposals shall become the property of the City and the City may, at its option, request an oral presentation prior to selection.
2. Quotations given in response to this RFQ will be valid for ninety (90) days from the proposal due date. The City reserves the right to request an extension of time if needed.
3. The City reserves the right to reject any or all proposals, or to negotiate a contract that is in the best interest of the City at the absolute and sole discretion of the City Council.
4. The firm must submit its response electronically to hnelson@ci.ramsey.mn.us no later than 4:30 p.m. on Monday, November 2nd, 2009. The response may also be submitted electronically at 7550 Sunwood Drive NW, Ramsey, MN 55303 no later than 4:30 pm on Monday, November 2nd, 2009.
5. It is anticipated that interviews will be conducted with the selected firm(s) on or around the second week of November 2009. Selected firms will be notified at least one week in advance of the interview date.
6. Please direct all questions regarding the RFQ to Heidi Nelson, Deputy City Administrator/Director of Community Development at 763-433-9817 or hnelson@ci.ramsey.mn.us.

Thank you for your interest in responding to this Request for Qualifications for this important city endeavor. We look forward to your response.