

Tulsa Development Authority Announces

# PEARL DISTRICT NEIGHBORHOOD DEVELOPMENT OPPORTUNITY



Tulsa Development Authority  
1216 N. Lansing Ave., Tulsa, OK 74106  
(918) 592-4944

**REQUEST FOR  
PROPOSALS**

Issued:  
April 26, 2017

# TULSA

/// DYNAMIC /// REMARKABLE ///

What makes Tulsa remarkable from other cities? A city steeped in a rich history of legacies and legends: Tulsa has a wildcat, pioneering spirit. The oil industry gave it a unique character while Tulsans celebrated oil booms and weathered busts as they planned and developed how the city would attain greatness. Oil barons, musicians, artists, and philanthropists have all left an indelible mark on the city, using that pioneering spirit to accomplish feats such as ensuring generations of high-quality water to envisioning and constructing a unique skyline dotted with one of the best collections of art deco buildings in the country.

Those buildings are simply the face of a city with a huge heart and the greatness that Tulsa's founders envisioned and worked toward continues today. Tulsans have proven their vision. They made great strides over a decade to invest in projects that would create unprecedented opportunities for citizens around the region. Through Vision 2025, Tulsa saw the dawn of a remarkable and dynamic transformation downtown, as well as new beginnings in other districts, once the 19,000 seat BOK Center was completed. Soon after, it was named the IEBA arena of the year, serving up the hottest entertainers and bands, NCAA regionals, and the Bass Master Classic, putting Tulsa on the touring map and in competition for the country's best sports and entertainment. The BOK Center was just the beginning of a bold new outlook. Tulsa's reputation as an entertainment, arts, and music hub is growing and shows no signs of slowing down. Since 2005, public and private investment in downtown and older urban neighborhoods has moved

forward at a rapid pace, featuring beautiful streetscaping, award-winning green spaces such as Centennial Park, the Guthrie Green, and new trail connections to the 26-mile Riverparks trail system. The Brady Arts District, Pearl District, and Blue Dome District are breathing new life into urban shopping and nighttime entertainment in Tulsa, drawing thousands from around the region. As this regional hub becomes more and more livable, Tulsa is expanding investment in mixed-use buildings and adaptive reuse of historic buildings. Demand for urban living continues to grow and will soon be further enhanced by a new world-class, 300-acre Gathering Place, the largest public park gift in U.S. history. Tulsa is also taking first steps to address public transportation needs with the first bus rapid transit system, which will connect residents to shopping, jobs and entertainment, and promote growth.

Tulsans further fueled the vision in 2016 passing more than \$800 million in public investment for transportation, streets, schools, public safety and economic development projects in a package known as Vision Tulsa. Mayor G.T. Bynum set an aggressive track for implementation, with more than 80 percent of the economic development projects to be under construction or implemented by 2022. ([www.cityoftulsa.org/vision](http://www.cityoftulsa.org/vision))

Tulsa is defined by its greatest asset - its people. Just as the leaders who came before them set a bold vision into place, Tulsans remain resilient and undeterred in their goal to create a better future and build a city where legends, legacies and dreams are made.

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April 25, 2017

Dear Prospective Developer:

Since 1959, the Tulsa Development Authority (TDA) has served as the urban renewal authority for the City of Tulsa. In the last 15 years, one important ongoing partnership has been the revitalization of the Pearl District neighborhood in accordance with the *6<sup>th</sup> Street Infill Plan*, a multi-objective plan that introduces new, attractively-designed flood control facilities that can in turn serve as a catalyst for urban growth and revitalization. For this project, the City of Tulsa has transferred ownership of this property to the TDA and TDA and the City of Tulsa will work in close partnership in the development of this site.

The Tulsa Development Authority (TDA) invites you to submit a proposal for housing and mixed-use development within the very centrally located Pearl District neighborhood. We believe the 4.4 +/- acre Pearl District neighborhood site to be one of the best available areas to accomplish key objectives of the *6<sup>th</sup> Street Infill Plan*.

Proposals will be received by TDA at its office at 1216 N Lansing Ave. – Suite D, Tulsa, OK 74106. The deadline for submitting proposals is 3:00 p.m., C.S.T., Friday, October 13, 2017.

Details of this Request for Proposals (RFP) are presented within the enclosed document. Procedures for registering interest in this project and asking questions are covered in the RFP.

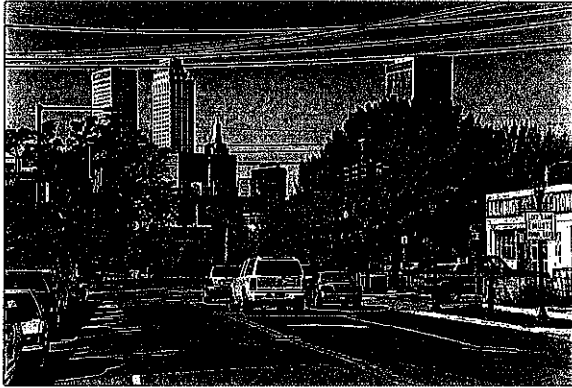
We look forward to receiving your proposal to enhance the Pearl District neighborhood.

Very truly yours,

Roy Peters, Jr., Chairman  
Tulsa Development Authority

# EXECUTIVE SUMMARY

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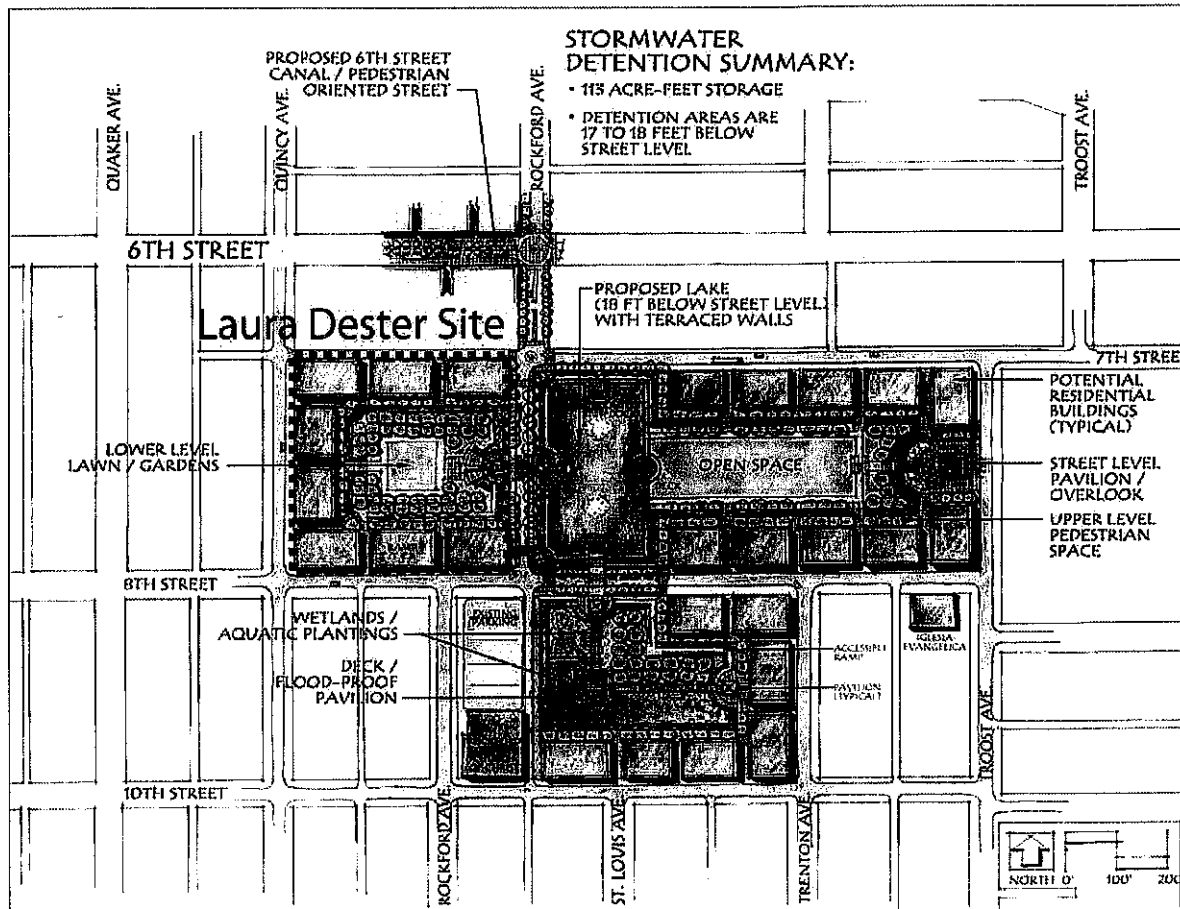


## The Pearl District Vision

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The Pearl District Vision is a durable and concise guide for the reinvention of this near-downtown neighborhood and may serve to frame a successful response to this RFP. From the 2006 *Pearl District/6<sup>th</sup> Street Infill Plan*:

‘TO REINVENT THE ART OF CITY LIFE IN TULSA. TO DEVELOP FROM THE GRASS-ROOTS AN URBAN NEIGHBORHOOD THAT IS DIVERSE, INTRIGUING AND CHARMING; THAT ADAPTS TO THE NEW REALITIES OF THE 21ST CENTURY AND HAS THE CHARACTER, HUMANITY AND CONVENIENCE OF THE BEST, TRADITIONAL CITIES; THAT OFFERS A RADICAL AND ATTRACTIVE ALTERNATIVE TO SUBURBAN LIVING; WHERE IT IS POSSIBLE TO WORK, PLAY AND SHOP WITHOUT RECOURSE TO A CAR; WHERE NEIGHBORS WORK TO FOSTER GOOD SCHOOLS AND SAFE, ATTRACTIVE STREETS AND CIVIC SPACES; AND WHERE A VIBRANT, CIVIC ENVIRONMENT IS MATCHED BY ENLIGHTENED PUBLIC POLICIES. TO DO ALL THIS BEFORE IT IS TOO LATE.’



**Figure 1:** The City of Tulsa and Tulsa Development Authority continue to implement the *Pearl District/6<sup>th</sup> Street Infill Plan* for flood control and redevelopment in this area.

A copy of the complete *Pearl District/6<sup>th</sup> Street Infill Plan* is available on the webpage of this Request for Proposals.

## Appraisal

Approximately 2.6 acres of the 4.4-acre site (see Exhibit A for Legal Description of full site) is available for development (see figure 3). This 2.6-acre, usable portion was appraised on February 10, 2017 with a fee simple value of \$790,000. The remainder of the site is planned to be retained for flood control improvements and was not included in the appraisal. The exact dimensions of the flood control facility and land available for redevelopment will be resolved through a platting process involving the TDA, City of Tulsa, and selected Developer.

## Phase I Environmental Site Assessment

A Phase I Environmental Site Assessment has been conducted on the subject property, which includes the five buildings that reside upon it. A copy of the Phase I Environmental Assessment is available on the webpage for this Request for Proposal.

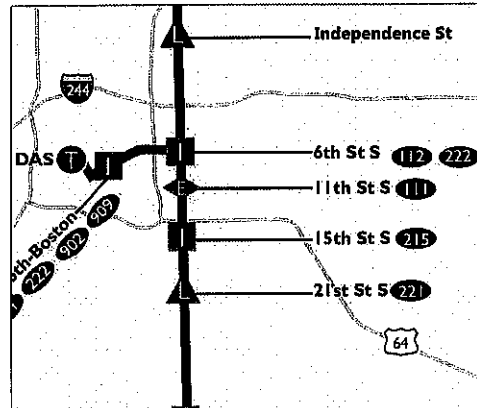
## Characteristics of the Site

The Pearl District is a one-half square mile neighborhood attractively situated adjacent and to the east of downtown and approximately one mile west of the University of Tulsa. Hillcrest Hospital is just south of the Pearl District in the Utica Avenue Corridor, which contains the city's largest concentration of hospitals and healthcare facilities. 42,500 quality jobs as well as Tulsa's largest cultural and entertainment center are minutes away on foot or planned bicycle lanes.

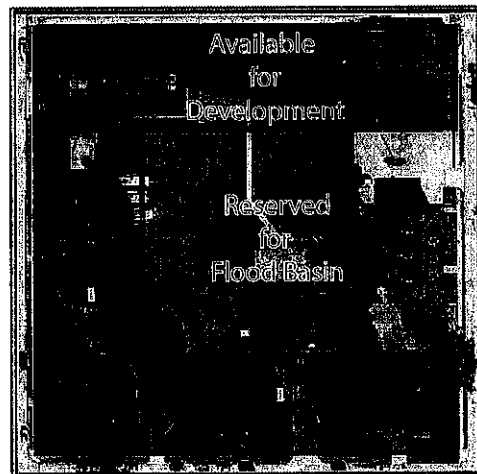
Centrally-located, Tulsa Public Schools offers both district and highly-rated magnet schools within three miles. A variety of prestigious private school options are also available within one to three miles of the site.

The Pearl District was first built in the early 20<sup>th</sup> century as a "streetcar suburb" and already has many of the characteristics one would expect in a walkable neighborhood: a healthy mix of single-family bungalows and small apartment buildings; an up-and-coming "Main Street" (6<sup>th</sup> Street) featuring red-brick "plains commercial" buildings hosting coffee shops, restaurants, taverns, and design studios; and uniquely, a number of stable manufacturers, fabricators, and craftsmen, employing skilled workers. In addition, the Pearl District features an award-winning park and flood control facility, Centennial Park; a second "Main Street" (11<sup>th</sup> Street), which is quickly emerging as an equally attractive magnet for shops and restaurants.

The Pearl District is emerging as Tulsa's first transit-rich neighborhood. The city's first bus-rapid transit (BRT) corridor is being designed on Peoria Avenue and a second BRT route planned for 11<sup>th</sup> Street has been funded by taxpayers and will be online later in coming years. These routes will cross in the Pearl District near a major, improved BRT stop with station platforms



**Figure 2:** Peoria Avenue Bus Rapid Transit will provide convenient access to over 30% of all jobs within the City of Tulsa.



**Figure 3:** Approximately 2.6 acres of the 4.4 acre site is offered for redevelopment. The center of the 4.4 acre site will be reserved for a future flood control basin. The exterior portion of the 4.4 acre site would be the focus for the redevelopment effort.

and other amenities. Bus rapid transit will allow Pearl District residents to live within 15 minutes of more than 30% of the region's jobs.

The site has itself is 4.4 acres, located in the interior neighborhood between Quincy and Rockford Avenues and between 7<sup>th</sup> and 8<sup>th</sup> Streets. Much of the land area will need to be reserved and designed for future flood control (detailed elsewhere in this RFP), however, proposals entertaining interim uses of flood control land are welcome. The site is relatively flat, with almost no developable land within the 100-year floodplain. Six dormitory buildings of significant size, which were built in the 1940s to house homeless children, are located on this site. Responses may propose adaptive reuse of some or all of these buildings, but are not required to do so. A Phase I Environmental Study is available for your review. A 2017 appraisal, also available for your review, establishes the fair market value at \$790,000.

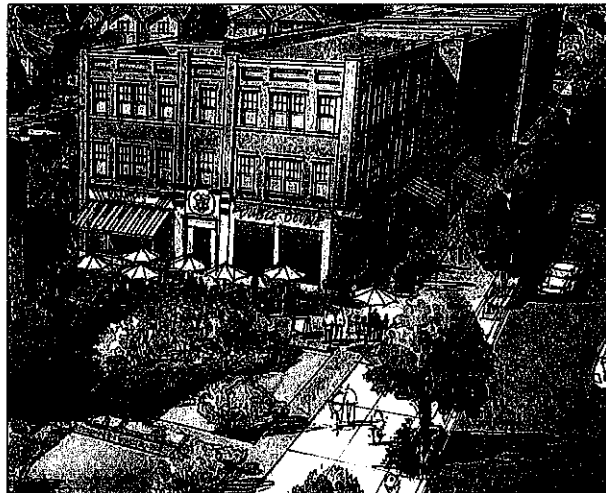
The property is zoned RS-4 (Residential Single-Family). Proposals may include recommendations for rezoning of the site to support a development that is responsive to this RFP and the adopted land use policy for this neighborhood. Though this site was once used for a boy's home, it should be noted that this use has lapsed and at present, zoning does not allow Group Living.

## **Development Partners: The Tulsa Development Authority & the City of Tulsa**

In 2006, the City of Tulsa in collaboration with property owners, business owners, and residents adopted a small area plan calling for the reinvention of a neighborhood known as the Pearl District. This plan has two principle objectives: 1) creating of a walkable, urban, mixed-use neighborhood, and 2) providing flood control. The City of Tulsa's foremost objective with this proposal is a successful implementation of *Pearl District/6<sup>th</sup> Street Infill Plan (2006)*.

The City of Tulsa continues to make investments in the Pearl District including, Centennial Park and streetscaping on 6<sup>th</sup> Street. The City of Tulsa does have limited funding available at this time to continue with flood control and redevelopment improvements in the Pearl District. Priorities for this funding include: design and construction of sidewalks and nighttime pedestrian lighting near this site; and acquisition of additional property for flood control and redevelopment at multiple sites within the Pearl District. Streetscaping improvements should improve pedestrian connections from the site to businesses along 6<sup>th</sup> Street.

The City of Tulsa will work with the winning development team on land use alterations, consistent with adopted plans (rezoning, platting, lot splits, etc.) for all or part of the site.



**Figure 4:** Tulsa has received numerous plans and proposals for high-quality, mixed-income housing in recent years, as seen in this 2014 plan for the Eugene Field neighborhood. Expectations for well-designed, quality development on this site are high.



One very important consideration for Respondents is that the City of Tulsa cannot offer a definitive timeline for the completion of other flood control and redevelopment projects in the area, including when the remainder of the subject property will be developed. The reason for this is that the efforts will be completed as funding becomes available. Proposals should address interim use(s) of the remainder of the site.

The Tulsa Development Authority (TDA) has been selected to administer this proposal on behalf of the City of Tulsa and has prepared this Request for Proposals with assistance of the City. The TDA desires to sell the site at appraised value to a developer who will produce high quality residential and/or mixed use buildings upon the property.

The Tulsa Development Authority has a long track record of successful redevelopment projects in Tulsa. One nearby example is the 1999 project known as the *Village at Central Park*, located between 7<sup>th</sup> and 8<sup>th</sup> Streets, between Peoria Avenue and the Inner Dispersal Loop. In this example, the Tulsa Development Authority developed and administered a Tax Increment District resulting in targeted public improvements for the site and surroundings. The TDA then proceeded to acquire land voluntarily, and, in a handful of instances, through eminent domain. The TDA prepared an RFP; oversaw the selection process; and distributed TIF funds in accordance with a well-defined development plan.

## Critical Design Components

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All developers are invited to examine the subject property near 7<sup>th</sup> Street and Quincy Avenue, and submit proposals for high-density housing and/or mixed-use development for the site. The following design component should be addressed in your proposal:

- 1. Density Requirement** – The Comprehensive Plan recommends an aggregate density of 42 households per acre in the vicinity of the site. On-site density may be higher or lower, though proposals will be evaluated on how they might contribute to the Plan’s proposed density, which is higher than existing conditions. This recommendation is supplemented in the *6<sup>th</sup> Street Infill Plan* by a specific recommendation for development of up to four stories.
- 2. Pedestrian Experience Requirement** – Wide sidewalks and nighttime pedestrian lighting, on the site and on adjacent public rights-of-way, should be included in the proposal. Ground floor commercial development should be placed at sidewalk level, with zero building setback and ample fenestration. Ground floor residential development may have a setback ranging from zero to ten feet. In addition, for privacy, the ground floor elevation of housing should be at least 24 inches above sidewalk level. Development should feature articulated facades, human-scale proportions, and an overall design that enhances the pedestrian experience.
- 3. Construction Requirements** – Quality, lasting, construction is recommended. Masonry at street level is recommended. Other materials above the first floor cornice line/sign band are acceptable. Designs that respect and/or borrow from context of the surrounding neighborhood, i.e., height, rhythm and patterns are encouraged. Portrait windows are preferred, but not required.

4. **Other Site Design Recommendations** – Development should offer pedestrian access at the front of the building. Vehicular access to the site (driveways) should be limited and well-defined. Off-street parking should be appropriately screened, preferably placed behind buildings. Buildings may feature secondary entrances from parking areas, or the site may feature arcades, landscaped walks, courtyards, etc. to bring residents from parking areas to the front. Landscaping and fencing should be used to screen dumpsters, loading docks, and off-street parking areas from abutting residential areas.

## REGISTERING INTEREST AND ESTABLISHING LINES OF COMMUNICATION

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1. Respondents may choose to attend a pre-proposal conference which will be held on April 20, 2017, at 10:00 AM – 5th Floor Central Hub, City Hall, 175 E. 2nd St., Tulsa, OK 74103. Alternatively, respondents may participate via teleconference by calling 918-596-7005.
2. All interested Respondents are required to register in writing via email or letter to the following Proposal Contacts in order to receive addenda or any additional information required. The TDA is not responsible for any failure to register.
  - a. **O.C. Walker, Executive Director, Tulsa Development Authority**  
1216 N. Lansing Ave, Tulsa, OK 74106  
[ocwalker@tulsadevelopmentauthority.org](mailto:ocwalker@tulsadevelopmentauthority.org)  
(918) 592-4944
  - b. **Leon Davis, Asset Manager, City of Tulsa**  
City Hall, 175 E. 2nd St., Tulsa, OK 74103  
[leondavis@cityoftulsa.org](mailto:leondavis@cityoftulsa.org)  
(918) 576-5564
  - c. **Theron Warlick, Planner III, City of Tulsa**  
City Hall, 175 E. 2nd St., Tulsa, OK 74103  
[twarlick@cityoftulsa.org](mailto:twarlick@cityoftulsa.org)  
(918) 576-5677
  - d. **Roger Acebo, Acquisition and Relocation Administrator, City of Tulsa**  
City Hall, 175 E. 2nd St., Tulsa, OK 74103  
[racebo@cityoftulsa.org](mailto:racebo@cityoftulsa.org)  
(918) 576-5560
3. Inquiries regarding the Request for Proposal must be made via e-mail to all of the above Proposal Contacts. Unauthorized material discussion of the RFP with any other TDA or City officials may, at a minimum, result in disqualification.



4. Any questions regarding this RFP will be handled as quickly and as directly as possible. If a question requires only clarification of existing material, it will be handled verbally or via email in a response from one of the Proposal Contacts. Questions that prompt a change or addition to the RFP will be forwarded to all registered Respondents as quickly as possible by addendum. Addenda will be catalogued on the website periodically. *No addenda will be issued within 30 days of the RFP submission deadline.*
5. Respondents shall designate a contact person, with appropriate contact information, to address any questions concerning a proposal. The Respondents shall also state the name and title of individuals who will make final decisions regarding contractual commitments and have legal authority to execute the contract on the Respondent's behalf.

# INFORMATION REQUESTED OF COMPETING DEVELOPERS

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Please include your answers to the following questions in your submission.

1. Describe the residential or mixed-use development your team believes it can bring to this site.
2. Describe the tenant or owner mix you believe will be attracted to this development. Please explain why your development has the ability to attract this mix. Include any specific marketing research or other data to substantiate your submission.
3. State the amount of time you estimate necessary for leasing up or selling all of the units.
4. Describe the marketing and promotion program you intend to undertake for this development.
5. Present your vision for the site. Include conceptual site plans, dwelling unit plans, and eye level perspective drawings of the proposed development. Drawings will be viewed as general statements of development intent and will not be used as a conclusive factor for selection but are considered essential for proposal evaluation. TDA reserves the right to negotiate modifications for any project proposal.
6. Explain the funding you will commit to the project, including the amounts and sources of equity capital and private debt financing.
7. Explain any request or proposed use of public funds or incentives, if included within your project proposal.
8. Describe your group's performance bonding capacity.
9. Describe the development team. Include descriptions of how management, legal, design, and financing components of the project will be handled. Please include specific principal and technical staff assignments and team member qualifications. Descriptions should include:
  - a. The roles and responsibilities, names, addresses, telephone and fax numbers of the developer and key team members.
  - b. The member(s) of the team who will be making decisions and with whom the TDA would negotiate. A single contact point is desirable and this person should be identified.
10. Describe your form of business organization (e.g., corporation, association, joint venture, general or L.L.C., private nonprofit) and its legal ability to undertake the development project. Please supply a list of officers and members of the Board of Directors of your organization.

11. Describe your proposed construction sequence.
12. Letters of reference from residents from any of your existing developments or nearby neighborhood organizations may be optionally included.

## DEVELOPER SELECTION CRITERIA

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The following selection criteria is intended to evaluate the developer's ability to plan, design, finance, and construct, the project within a reasonable timeline, using professional specialists of proven competence, and to respond to the public goals of the project.

### ELEMENTS

- I. **Experience with comparable projects**
  - Comparable scale and comparable uses
  - Central City and/or Mid-town locations
  - Experience working with city government
- II. **Financial Intent and Capacity for this specific project**
  - Financial references
  - Net worth
  - Prior comparable financing
  - Proposed financing approach
  - Use of funds consistent with project objectives
  - Proposed sale prices on rent/lease projections
- III. **Design/Development intent**
  - A marketing study or project analysis
  - Response to R.F.P. and project objectives Design team experience
  - Proposed project design and development objectives (i.e. residential dwelling type, intended market, etc.)
  - Development approach
  - Proposed construction sequencing/phasing

# PROJECT PERFORMANCE CRITERIA

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In addition to Developer Selection Criteria, proposals will be evaluated for performance according to a set of criteria derived from the adopted, *6<sup>th</sup> Street Infill Plan*. These are grouped into categories of *Very High, High, and Moderate Importance* and will be weighted accordingly.

## PROJECT PERFORMANCE CRITERIA: VERY HIGH-IMPORTANCE

1. **Public Return on Investment** – Public assets to be employed on a permanent or interim basis in the project should demonstrate a positive return on investment. Claims of benefit to the citizens of Tulsa are welcome and will be evaluated according to the integrity and well-documented support for such claims.
2. **Scale of the Project** – Ideally around 200 housing units.
3. **Density of the Project** – From one to four stories, ideally four.
4. **Urban Design** – While some provisions for off-street parking are expected, no off-street parking is required (subject to zoning approval). Proposals that place parking areas out of view from the street will be judged more favorably. Smart, efficient urban design and site design will be viewed favorably.
5. **Pedestrian Orientation** – Buildings should have an orientation towards, and relationship with, the adjacent streets. Front-facing facades and entrances are ideal. Improved sidewalks, pedestrian lighting, good internal circulation are important. Bicycle storage and other pedestrian amenities will be viewed favorably.

## PROJECT PERFORMANCE CRITERIA: HIGH IMPORTANCE

6. **Market Segmentation** – A diverse range of housing prices, from affordable to high-market, is desirable. A narrowly defined target market will be viewed unfavorably.
7. **Architectural Design** – The design should be attractive and enduring. Contextual cues from the surrounding neighborhood are welcome. Masonry on the first floor is recommended; above the first floor cornice-line, other durable materials may be acceptable. No vinyl siding. For privacy, ground floor housing adjacent to public streets should be elevated 18-36 inches above sidewalk level. Ground floor commercial should be at sidewalk level and accessible from the public sidewalk, and have an internal ceiling height of at least 12 feet.
8. **Attached vs. Detached** – Attached housing is preferred, though some permeability is expected as design dictates.

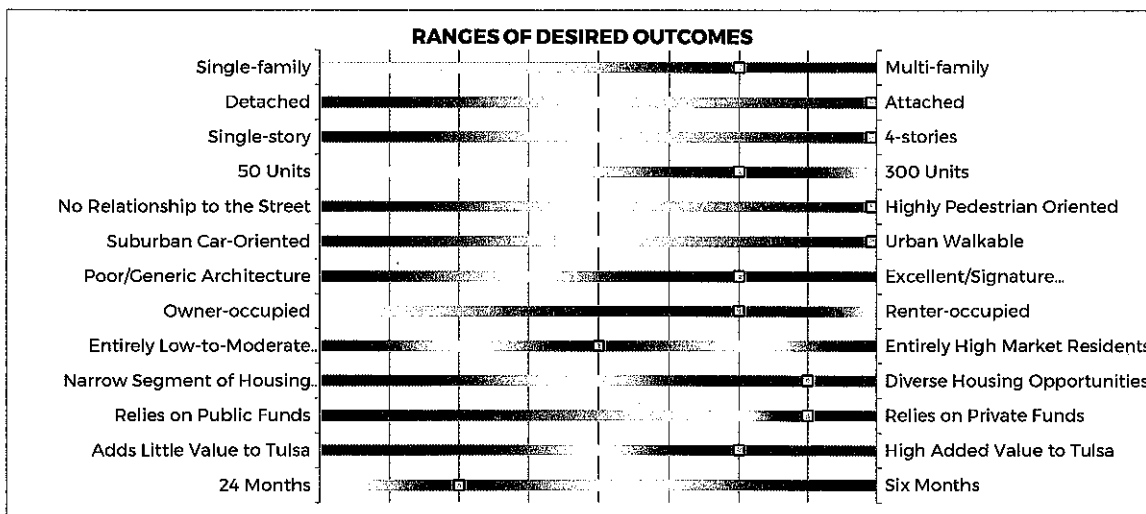
9. Dwelling Unit Type – Single-family row houses are acceptable, as are multi-family units. Single-family, detached, dwellings may *possibly* be acceptable depending on scale and placement, but will likely be viewed unfavorably.

PROJECT PERFORMANCE CRITERIA: MODERATE IMPORTANCE

10. Occupant Income Level – No quotas or ratios are proposed, though a mix is desirable (see *Market Segmentation*)
11. Timeline for Completion – This project may involve complex public-private agreements on the design of the site and financing. Time-to-market is not a top priority.
12. Occupant Tenure – Owner, renter, or a mix is acceptable. Market analysis may show demand in each category.
13. Maximize Private Funds – Public funding may be available for public uses, though there is no guarantee of said funding. Examples may include streetscaping, shared parking, and public open space.

**Project Performance Criteria: Visual Representation of Objectives**

Each criterion in the table below describes a range of development responses with a toggle placed in the "green zone" near the most desirable outcome.



Some criteria are more forgiving than others (try to avoid the "red zone"). We recognize that the above criteria can be interpreted somewhat subjectively by the respondents and expect and encourage a wide array of responses. The intent of these Performance Criteria is to ensure conformance with adopted plans and not to stifle creativity or damage the economic performance of a proposal. Marked deviations from the desired outcomes should be explained in detail.

# RESPONDING TO THE REQUEST FOR PROPOSALS

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1. Your proposal must clearly indicate the legal entity name of the responding organization, including the firm's e-mail address and web site information, if applicable, as well as the name, address, telephone number and e-mail address of the organization's primary contact for this proposal.
2. The proposal must be received by the TDA by mail or in person by 5:00 p.m. on Friday, October 13, 2017 (CST). Please place proposals in a sealed envelope or box clearly labeled "PEARL DISTRICT NEIGHBORHOOD DEVELOPMENT OPPORTUNITY".

*Late, faxed, or unsigned proposals will be rejected.*

**PROPOSALS MUST BE SENT TO:**

**OC Walker, Executive Director**

Tulsa Development Authority

1216 N. Lansing Ave.

Tulsa, OK 74106

3. All materials submitted to TDA may be subject to public disclosure under the Oklahoma Open Records Act.
4. The TDA also notifies all Respondents that the TDA has the right to modify the proposal and final selection of work product requirements as needed. The TDA reserves the right to: accept or reject any and all statements submitted in proposals; to waive any minor deviations from these requirements; to reject any and all proposals; to postpone the due date; or to withdraw the solicitation; as is deemed solely by the TDA to be in its best interests.
5. This Request for Proposal does not commit the TDA to pay any costs incurred in the submission of a proposal or the costs incurred in making necessary studies and designs for preparation thereof, or contract for service or supplies.
6. All data included in this RFP, as well as any attachments, are proprietary to the TDA.
7. The use of the TDA name in any way as a potential customer is strictly prohibited except as authorized in writing by the TDA.
8. The TDA assumes no responsibility or liability for any costs you may incur in responding to this RFP, including attending meetings or contract negotiations.



9. Further, your company will be bound to comply with the provisions set forth in this RFP unless any and all deviations are explicitly stated in your proposal. The TDA shall not infringe upon any intellectual property right of any vendor, but specifically reserves the right to use any concept or methods contained in the proposal. Any desired restrictions on the use of information contained in the proposal should be clearly stated. Responses containing your proprietary data shall be safeguarded with the same degree of protection as the TDA's own proprietary data. All such proprietary data contained in your proposal must be clearly identified. The TDA shall not be under any obligation to return any materials submitted in response to this RFP.
  
10. Your response to this RFP and any subsequent correspondence related to this proposal process, if accepted by the City, will be considered part of the contract, if one is awarded to you. By submitting a proposal, you affirm your acceptance of the terms, conditions, and requirements herein.

## DEVELOPER SELECTION PROCESS

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The following information highlights the steps and key dates for the developer selection process to be followed by the TDA, from the release of this Request for Proposal, through contract execution between the City and the selected Respondent.

- a. Issue of Request for Proposal – April 26, 2017
- b. Pre-proposal conference/Site visit\* – In-person or via teleconference – May 24, 2017
- c. Deadline for submission of written questions – September 8, 2017
- d. All responses provided to questions – September 15, 2017
- e. Proposals due – October 13, 2017, 5:00 PM (CDT)
- f. Respondent Interviews – est. November 2017
- g. Evaluation of proposals – est. December 2017
- h. Notice of Award – est. December 2017
- i. Contract negotiations – est. through March 2018
- j. Contract Execution – est. March 2018

\*Additional site visits may be offered at TDA's discretion. Please submit request to Proposal Contacts.

### Review of Proposals

1. Evaluation of the Proposals will be based on the Developer Selection and Project Performance Criteria described in this RFP.

2. The TDA Board of Commissioners reserves the right to appoint a Review Committee with representatives of various interested parties (such as Pearl District property owners or residents, selected design or professionals, City Councilors, TDA Commissioners and Staff, Tulsa Metropolitan Planning Commissioners and Staff, Tulsa Public Schools, and designated staff of the City of Tulsa, for the purpose of reviewing the proposals and making a recommendation to the Tulsa Development Authority.
3. The Tulsa Development Authority Board of Commissioners will review proposals and determine with whom to negotiate a final redevelopment agreement.

## Developer Selection

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1. The TDA may select one or more than one RFP Respondents.
2. The TDA expects to enter into a written Agreement (the "Agreement") with the chosen developer that shall incorporate this RFP and your proposal. In addition to any terms and conditions included in this RFP, the TDA may include in the Agreement other terms and conditions as deemed necessary.
3. The selected developer will negotiate the final redevelopment agreement with the TDA. The exclusive negotiating privileges will be extended for a period of 90 days. This period may be extended if progress is satisfactory to both parties. The TDA expects to begin to negotiate a final redevelopment agreement with one or more project sponsors/development teams no later than January 5, 2017.
4. Subject to funding availability, projects which contemplate utilizing public funding must be in conformance with the official policies established in the State of Oklahoma Urban Renewal Statutes, the City of Tulsa's Sector Plan and the 6th Street Infill Plan, Elm Creek Master Drainage Plan, and any and all requirements related to sources and uses of public funds.
5. The negotiating period will end with the signing of a final redevelopment agreement specifying all elements of the financial transaction and conveyance of real property and/or development with TDA.
6. Detailed financial considerations will be left to the negotiating period between the initial award of exclusive negotiating rights and the later signing of a final redevelopment agreement. The agreement will be conditioned upon such terms as follows:
  - a. Final approval of a binding contractual redevelopment agreement by the TDA Board of Commissioners.
  - b. Establishment of a final timetable for starting and completing each stage of development.
  - c. Submission of the developer's architectural plans for approval prior to transfer of title and commencement of work
  - d. Submission of the developer's proforma indicating sources and uses of funds necessary to complete the proposed project.

## EXHIBIT A: LEGAL DESCRIPTION\*

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### Legal Description

A parcel of ground 276 by 440.6 feet same being more specifically described as follows: Beginning at a point on a straight line 60 feet East of the Southeast corner of Block 2 in East Lynn Addition to the city of Tulsa, Oklahoma, as shown by the recorded plat thereof at the intersection of Quincy Avenue and Eighth Street; thence running East on a straight line and along the North boundary line of Eighth Street a distance of 276 feet to a point; thence North on a straight line parallel with the East boundary line of Quincy Avenue, to a point a distance of 440.6 feet; thence West on a straight line parallel to the North boundary line of the said Eighth Street to a point on Quincy Avenue a distance of 276 feet; thence South on a straight line and along the East boundary of Quincy Avenue a distance of 440.6 feet to the point of beginning.

The above tract of land being identical with the tract of land reserved in the plat and dedication of East Lynn Addition by Albert A. Small, the plat being dated March 1, 1909, and the dedication March 6, 1909, wherein the above tract of land was reserved from East Lynn Addition as being the property of the allottee and which tract of land is therein described as follows: That part of Lot 11 in section 6, township 19 North, range 13 East, beginning 200 feet West of Northeast Corner of said lot 11 and running thence South 440.6 feet to a point; thence West 276 feet to a point; thence North 440.6 feet to a point and thence East 276 feet to a place of beginning.

Lots 1, 2, 3, 4, 5, 6, 7, 8, and 9 all in the subdivision of Block 11 East Lynn Addition to the City of Tulsa, Tulsa County, Oklahoma, according to the recorded plat thereof.

(For a total of 4.3898 Acres mol)

\* Approximately 2.6 acres of the 4.4-acre property described will be available for development. The exact dimensions of developable and flood control land will be determined through a platting process involving the TDA, City of Tulsa, and winning developer.