



UNIVERSITY OF MISSOURI SYSTEM REQUEST FOR QUALIFICATIONS

**Proposed Sale, Preservation & Stewardship of
+/- 300 acres of land south of the Missouri Research Park in
St. Charles County, MO**

Issued April 5, 2019

Managed and administered by the University of Missouri System

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I. PROJECT OVERVIEW

A. Project Summary

The Curators of the University of Missouri (“University”) invite the submission of qualifications from interested public agencies to purchase, preserve and steward +/- 300 acres of land south of the Missouri Research Park in St. Charles County, Missouri (“Subject Property”). The University is seeking submittals from Public Agencies that include a preservation plan that fits well with the surrounding landscape, existing public golf course, neighboring research park and proposed residential development. Submittals that generate sale proceeds to the University while promoting the public enjoyment of the undeveloped lands and the existing public golf course will be given priority.

In conjunction with any award under this RFQ/RFP, the Subject Property will be encumbered with such preservation easements, deed restrictions, rights of access or such other rights and restrictions as the University deems appropriate and necessary in its sole discretion. Submission of a response to this RFQ shall be considered acknowledgement and agreement to this inherent requirement of this RFQ.

The University has elected to conduct a two-phase agency selection process:

- Phase 1 - Request for Qualifications (“RFQ”)
- Phase 2 - Request for Proposals (“RFP”)

B. Goals and Objectives

The University’s goals and objectives for the subject sale include:

- Protect and foster the ecological health of the undeveloped portion of the Subject Property.
- Enhance access to the undeveloped portion of the Subject Property to promote educational and recreational opportunities for the citizens of Missouri.
- Generate proceeds to support the University’s academic, research and economic development missions.
- Preserve and enhance the existing public golf course.
- Support and promote economic development in the Missouri Research Park.

II. PROPERTY DESCRIPTION

A. Site Description

The Subject Property is comprised of +/- 300 acres located south of the Missouri Research Park in St. Charles, Missouri, and shown on the attached **Exhibit A**, incorporated by reference herein. The University acquired the Subject Property as part of a 7,930 acre purchase from the United States War Assets Administration in 1948. In 1993, the University leased +/- 200 acres of the Subject Property (“Golf Course Land”) to Missouri Golf, Inc. for development and use as a championship public golf course, better known today as The Missouri Bluffs Golf Club. The Golf Course Land remains subject to a long-term ground lease. The balance of the Subject Property (“Undeveloped Land”) consists of mostly wooded terrain, some open space, a section of the Busch Greenway trail, an access road, an active oil pipeline and a cell

tower, located south of Research Park Circle, west of US HWY 40-61 and north of the Missouri River.

III. REQUIREMENTS

A. Mandatory Requirements

Respondents shall be a “Public Agency,” which for the purposes of this solicitation shall be defined to mean the Government of the United States; the government of a State or political subdivision thereof; any agency of the United States or a State, or a political subdivision or instrumentality thereof; or any interstate governmental agency. With respect to respondents which are interested in purchasing the Golf Course Land, the successful respondent must be acceptable to the existing long-term ground lessee and operator of the existing public golf course, in its sole discretion. With respect to respondents which are interested in purchasing the Undeveloped Land, the successful respondent must be reasonably acceptable to Great Rivers Greenway.

IV. SCHEDULE / QUESTIONS / SUBMITTAL

A. Pre-submittal Conference and Site Tour

A pre-submittal meeting for authorized representatives of Public Agencies will be held on April 18, 2019 at 10:00 a.m. at the Missouri Bluffs Golf Club, 18 Research Park Circle, St. Charles, MO 63304 in the upstairs meeting room. Attendance is not mandatory, but it is encouraged. Representatives of Public Agencies will have an opportunity to tour the site and ask questions about the RFQ/RFP process. Anyone planning to attend the pre-submittal meeting should RSVP to Kevin Hogg at hoggk@umsystem.edu by no later than Friday, April 12, 2019.

B. Two-part RFQ/P Submittal Process

The University may select a Public Agency based on a two-part RFQ/RFP submission process. In Phase 1, following receipt of responses to this RFQ, the University will evaluate responsive Public Agencies based on qualifications and related experience, financial capacity and feasibility, and their conceptual approach to preservation and stewardship of the Subject Property. Each submittal will be separately evaluated by the University’s selection team.

Up to four (4) respondent Public Agencies may be selected by the University in Phase 1. If selected, the Public Agencies will be invited to submit a detailed proposal in Phase 2. In Phase 2, following receipt of responses to the RFP, the University will evaluate and compare the specific proposals, plans, and financial considerations to choose the proposal, if any, that most conforms to the RFP and is considered to be the most advantageous to the University's Goals and Objectives, as stated in Section I.B of this RFQ. The selection of the Public Agency will be subject to approval by the Board of Curators of the University of Missouri.

It shall be the responsibility of the Public Agency to thoroughly read and understand the information, instructions, and specifications contained in this RFQ. Public Agencies are

expected to fully inform themselves as to the conditions and requirements of the RFQ. Failure to do so is at the Public Agency's own risk. If a Public Agency's submittal is accepted, the Public Agency will be responsible for all errors in the submittal resulting from a failure or neglect to comply with these instructions.

Submission of a response to this RFQ confers no rights on the Public Agency. Further, the University reserves the right to reject any and all submittals, waive informalities, technical requirements and/or deficiencies and irregularities; solicit new submittals; or further negotiate with the Public Agency of its choice if some other manner of negotiation better serves the University's interests. When evaluating a submittal, the University reserves the right to consider relevant information, whether gained from the submittal or any other source. The University reserves the right to request clarification of any portion of the submittal.

C. RFQ Submittal Format

Submittals should be prepared in an 8.5" x 11" paper format. The submittal package must include:

- One unbound original
- Five (5) bound copies
- One CD or other electronic media containing an electronic copy of the submittal

The cost of producing the RFQ submittal is borne solely by respondent. The University will not be responsible for any of the costs of producing the RFQ submittal.

D. RFQ Submittal Contents

The RFQ submittal should contain information and materials to demonstrate the Public Agency's qualifications, experience and financial capacity over the last twenty-five years in ownership and management of similar properties.

Specifically, the respondent should demonstrate:

- Knowledge of and experience in owning and managing tracts of land designed for public enjoyment;
- Financial capacity sufficient to successfully meet the functional and financial requirements of the Subject Property; and
- All submittals should include, at a minimum, the following elements organized in the following order:
 - **Executive Summary.** Describe your understanding of the project scope and summarize your specific qualifications, relevant experience, and financial capacity to undertake the subject project.
 - The Executive Summary should include a brief description of the:
 - Public Agency;
 - Preliminary concept plan for the Subject Property (respondents invited to proceed to Phase 2 will have an opportunity to submit a more detailed plan);

- Public Agency’s experience in similar efforts with Universities or other public institutions;
 - Public Agency’s understanding of the University’s Goals and Objectives of the project, including Public Agency’s understanding of the key considerations unique to the Subject Property; and
 - Public Agency’s relationship with the local community, if any.
- In addition, the Executive Summary must include a statement describing why the Public Agency is best suited to meet the University’s functional and financial goals for the project.
- **Conceptual Project and Financing Approach.** Provide a statement describing the Public Agency’s general approach to the project including the Public Agency’s proposed use and financing available for the project. Specifically, describe any Public Agency’s approvals required to complete the transaction.

E. RFQ Submittal Address and Deadline

The original, five (5) copies and an electronic copy of the Phase 1, RFQ submittal must be delivered to:

University of Missouri System
 Old Alumni Center
 1105 Carrie Francke Drive, Columbia, MO 65211
 Columbia, MO 65211
 Attn: Kevin Hogg, Director of Real Estate

RFQ submittals must be received in a sealed envelope no later than 5:00 p.m., on April 30, 2019. Electronic or telefaxed copies of proposals are not considered responsive and will not be accepted. Agencies will be responsible for delivering submittals to the RFQ on or before the due dates listed in this document. Late submittals will not be accepted.

F. RFQ Questions and Clarifications

Questions regarding the RFQ process should be directed to the following with RFQ in the subject line:

Kevin Hogg
 Director of Real Estate, University of Missouri System
 Old Alumni Center, 1105 Carrie Francke Drive, Columbia, MO 65211
 Ph: (573) 882-0378 Fax: (573) 884-1457 Email: hoggk@umsystem.edu

All questions must be submitted in writing via telefax or email. Questions should not be directed to any other University departments or staff. Substantive information or material provided to any interested party, as a result of questions received, will be provided to all interested parties in a manner deemed appropriate by the University, in its sole discretion.

V. PHASE 1 SELECTION PROCESS

A. Evaluation and Approval

The University will determine whether a respondent meets the mandatory requirements set forth in Section III. Mandatory requirements will be evaluated on a pass/fail basis. Only those respondents that meet all mandatory requirements will be considered. Subject to the provisions of Section III.B, if a respondent is unable to fulfill these requirements, his/her submission will not be considered any further.

The University will evaluate Phase 1 submittals in accordance with, but not limited to, the evaluation factors described below. The University anticipates that up to four (4) RFQ respondents will be invited to proceed to Phase 2. In order to be selected to proceed to Phase 2, the Public Agency must demonstrate that the Public Agency has the experience and financial capacity to successfully complete the proposed project.

Priority will be given to proposals that contemplate the purchase of the entire Subject Property by a single Public Agency. However, proposals submitted on exclusively the Golf Course Land, or exclusively the Undeveloped Land, will also be considered so long as they meet the mandatory requirements detailed herein.

B. RFQ selection criteria

Responses to the RFQ will be evaluated based on the following criteria:

- **Public Agency Qualifications and Related Experience**
 - Qualifications and credentials.
 - Number and type of properties owned or managed that include elements similar to the Subject Property.
- **Financial Capacity and Feasibility**
 - Quality and feasibility of a conceptual funding approach for the subject project.
 - Number of purchases of similar property and source of funding for the same.
- **Conceptual Project**
 - Quality and feasibility of a proposed conceptual approach to meet the desired project Goals and Objectives of the University (outlined in Section I above).
 - Overall quality of the submittal, including content, completeness and clarity.

C. Schedule

Part One-RFQ:

RFQ Issue Date	Friday , April 5, 2019
Pre-proposal Meeting	Thursday, April 18, 2019
RFQ Submittal Deadline	Friday, Tuesday, April 30, 2019
RFQ Shortlist Selection	Friday, Wednesday, May15, 2019

END OF DOCUMENT

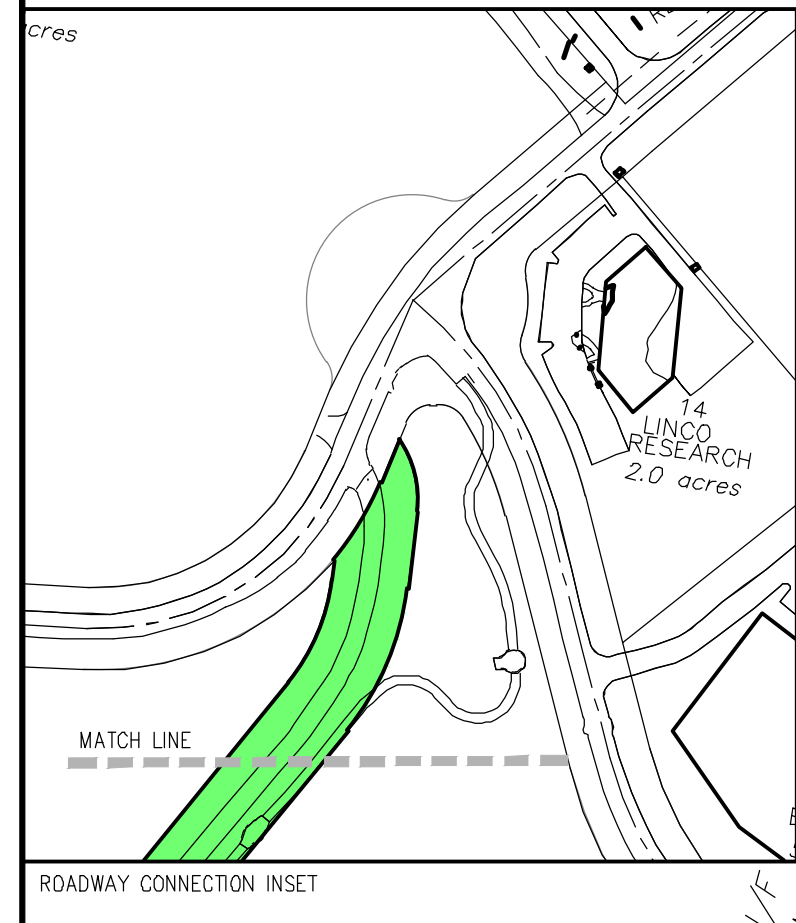
EXHIBIT A

Property Depiction

SEE ATTACHED MAP

END OF EXHIBITS

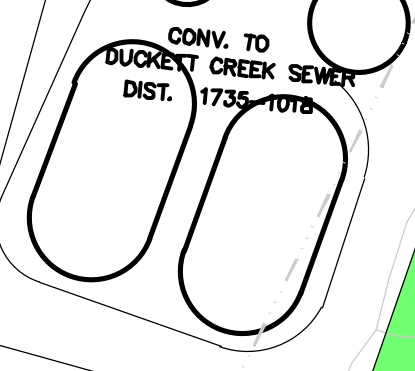
EXHIBIT UNIVERSITY OF MISSOURI RFQ/RFP



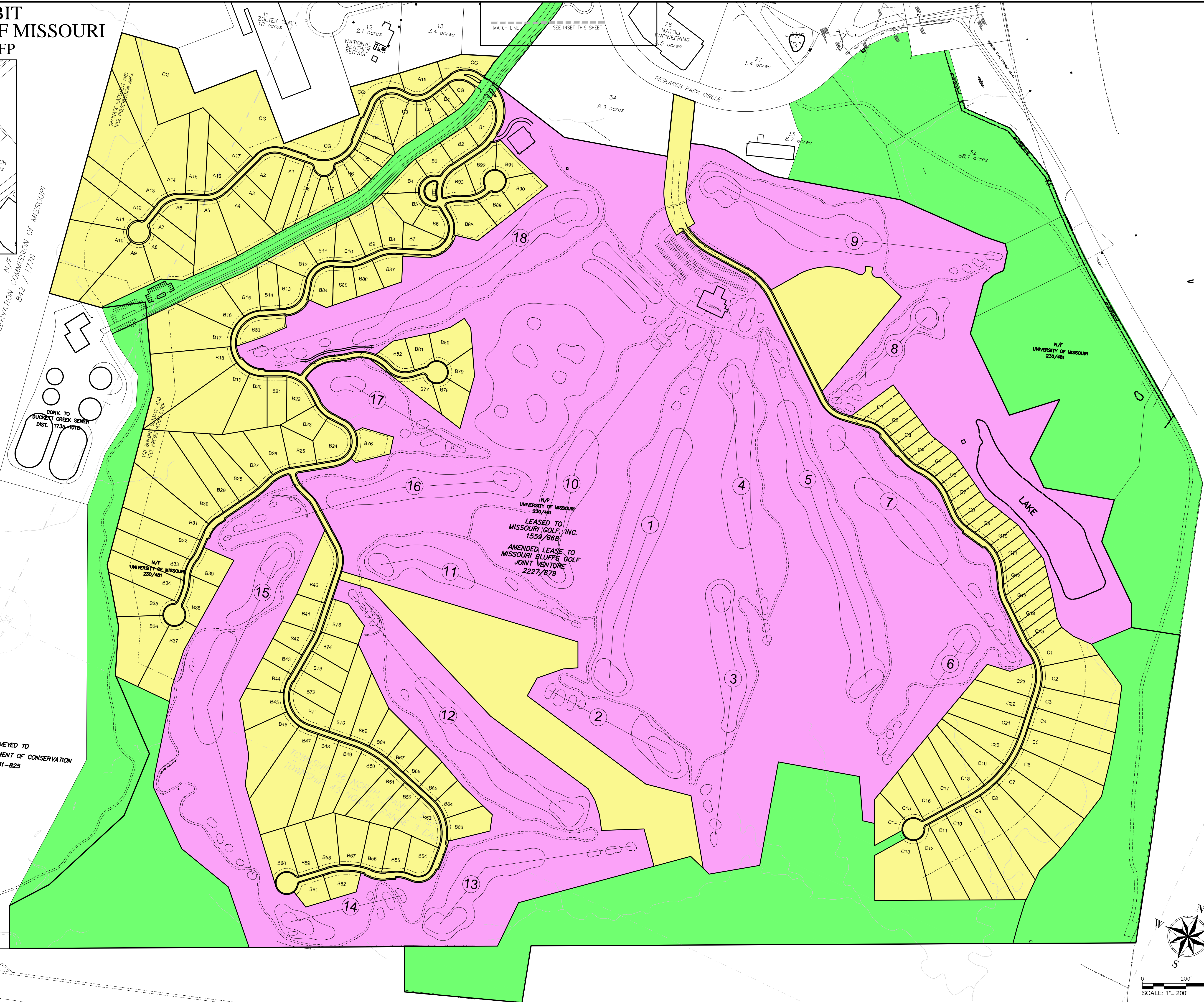
UNDEVELOPED LAND	100 ACRES±
GOLF COURSE LAND	202 ACRES±
RESIDENTIAL DEVELOPMENT AREA	135 ACRES±

DISCLAIMER:
The information contained herein is provided for informational purposes only. While we seek to include current and accurate information, the information described herein should not be relied upon by any person or entity for any reason other than to gain interest in the proposed project. All acreage shown are conceptual for representational purposes only and subject to a final survey and legal descriptions.

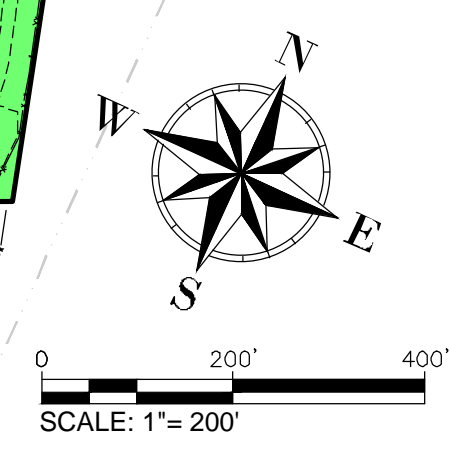
N/F
CONSERVATION COMMISSION OF MISSOURI
842 / 1778



CONVEYED TO
MISSOURI DEPARTMENT OF CONSERVATION
2181-825



N/F
UNIVERSITY OF MISSOURI
230/481
LEASED TO
MISSOURI GOLF, INC.
1559/668
AMENDED LEASE TO
MISSOURI BLUFFS GOLF
JOINT VENTURE
2227/879



St. Peters
22 Richmond Center Court
St. Peters, MO 63376
Phone (636) 397-1211
Fax (636) 397-1104
www.prs.com



EXHIBIT
UNIVERSITY OF MISSOURI
RFQ/RFP

Prepared For:
UM SYSTEM

Address:
1105 Carrie Francke Drive
Columbia, MO 65211

NO.	DATE	DESCRIPTION

ENGINEER'S AUTHENTICATION
The responsibility for professional engineering liability on this project is hereby limited to the set of plans authenticated by the seal, signature, and date hereinafter attached. Responsibility is disclaimed for all other engineering plans involved in this project and specifically excludes revisions after this date unless reauthenticated.

KARL ANTHONY SCHROENKE, PE
PROFESSIONAL ENGINEER
PE-2003015039

DRAWN	K.A.S.	DATE	03/01/19
CHECKED	D.S.T.	DATE	03/01/19
PROJECT # 92017.NTHB.01R			
TASK #	X	FIELD BOOK	X

EXHIBIT
UNIVERSITY OF MISSOURI
RFQ/RFP
SHEET 1 OF 1

PL 192017.NTHB.DWG (DATE: 03/01/19) 2019-03-01 01:00:00 SALES AREA: 1000