

OVERLAND PARK

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ABOVE AND BEYOND. BY DESIGN.

Request for Proposals
For the
Farmers' Market Pavilion Site
September 3, 2021

Proposals Due by: 3:00 p.m. CDT on October, 29, 2021



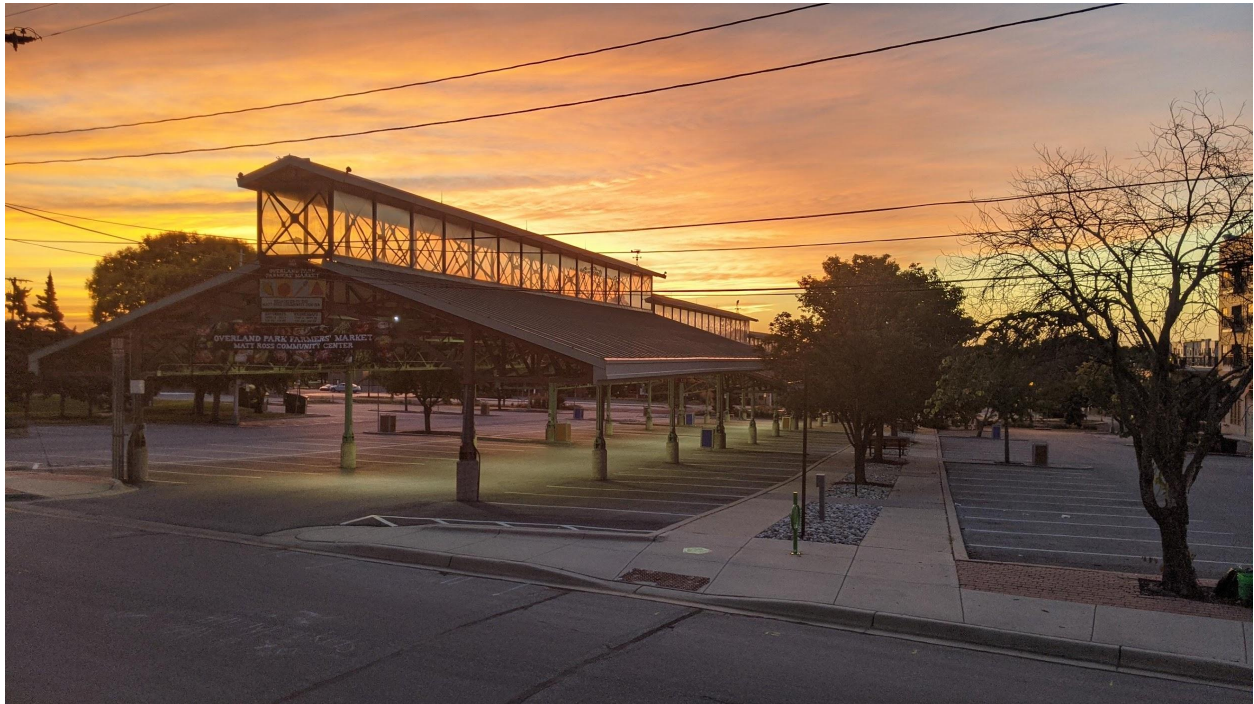
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Introduction

The City of Overland Park, Kansas is soliciting proposals to redevelop the Farmers' Market Pavilion site in downtown Overland Park. The site, which includes approximately two (2) acres of publicly-owned land, is in a prime location right in the heart of downtown. Proposers are encouraged to look beyond the immediate two acres at additional properties, if available.

Proposals must include a reconstructed farmers' market, of which the elements are detailed later in this request for proposals ("RFP"). Otherwise, uses and designs are open for creative solutions from developers and their teams. This is a once-in-a-generation opportunity to help shape a key asset in the heart of the city, and continue the revitalization of downtown OP.



Community Profile

In Overland Park, you are never far from a well-planned neighborhood, a beautiful community park, a new career opportunity, a variety of recreational amenities, and world-class shopping, dining and experiences. As our branding tagline states, we consider our community “Above and Beyond. By Design.”

Overland Park, Kansas is the second most populated city in the Kansas City metropolitan area and in the state of Kansas.

With approximately 200,000 residents, a low crime rate, low property taxes, excellent schools, entertaining attractions and a strong corporate presence, Overland Park is consistently [ranked one of the top cities](#) in the United State to live, work, play, raise a family, buy or rent a home, and more.

Development in Overland Park

Overland Park is a growing community. In the last five years, the City issued building permits for nearly 25 million new square feet of construction, including 17.5 million square feet of residential space. In total, these projects added more than \$2.9 billion in valuation in the city. About 60% of the city's residential units are single family homes, and approximately 40% are multifamily units.

Recent projects in Overland Park include:

- Edison District, office, retail and a chef collective space in Downtown Overland Park
- The Vue, a mixed use space with apartments and retail in Downtown Overland Park
- Market Lofts, a mixed use space with apartments and retail in Downtown Overland Park
- Avenue 80, a mixed use space with apartments and retail in Downtown Overland Park
- Avenue 81, independent and assisted senior living in Downtown Overland Park
- Oxford Row, infill townhomes near 80th and Metcalf and Downtown Overland Park
- Metcalf Crossing, commercial space at the northwest corner of Metcalf and Shawnee Mission Parkway
- Overland One, office development at the southeast corner I-435 and Roe
- Prairiefire, retail, entertainment and residential space at the southwest corner of 135th and Nall
- Bluhawk, retail, restaurants, medical and residential development at the southeast corner of Antioch and 159th
- Galleria 115, multifamily units at the southwest corner of 112th Street and Nall

In addition to private development, the City of Overland Park and other local government organizations are also investing in the community's infrastructure and development, with improvements to parks, schools, libraries and government facilities. Recent improvement include:

- A complete renovation of [Thompson Park](#) in Downtown Overland Park
- Improvements to [Meadowbrook](#), [Strang](#) and [Sapling Grove](#) parks, all within about a five-minute drive of Downtown Overland Park.
- Renovation of the Johnson County Central Resource Library approximately two miles from Downtown Overland Park.
- Reinvestment in several Shawnee Mission School District elementary schools that serve north Overland Park, and more.

Downtown Overland Park

Tracing its roots back more than a century, Downtown Overland Park brings together Overland Park's modern community with the quaint charm of nearly 300 locally owned and operated businesses. The district is a strong community with great food and drinks, entertainment options, public art, walkable streets, gathering and green spaces, and close-knit nearby neighborhoods.

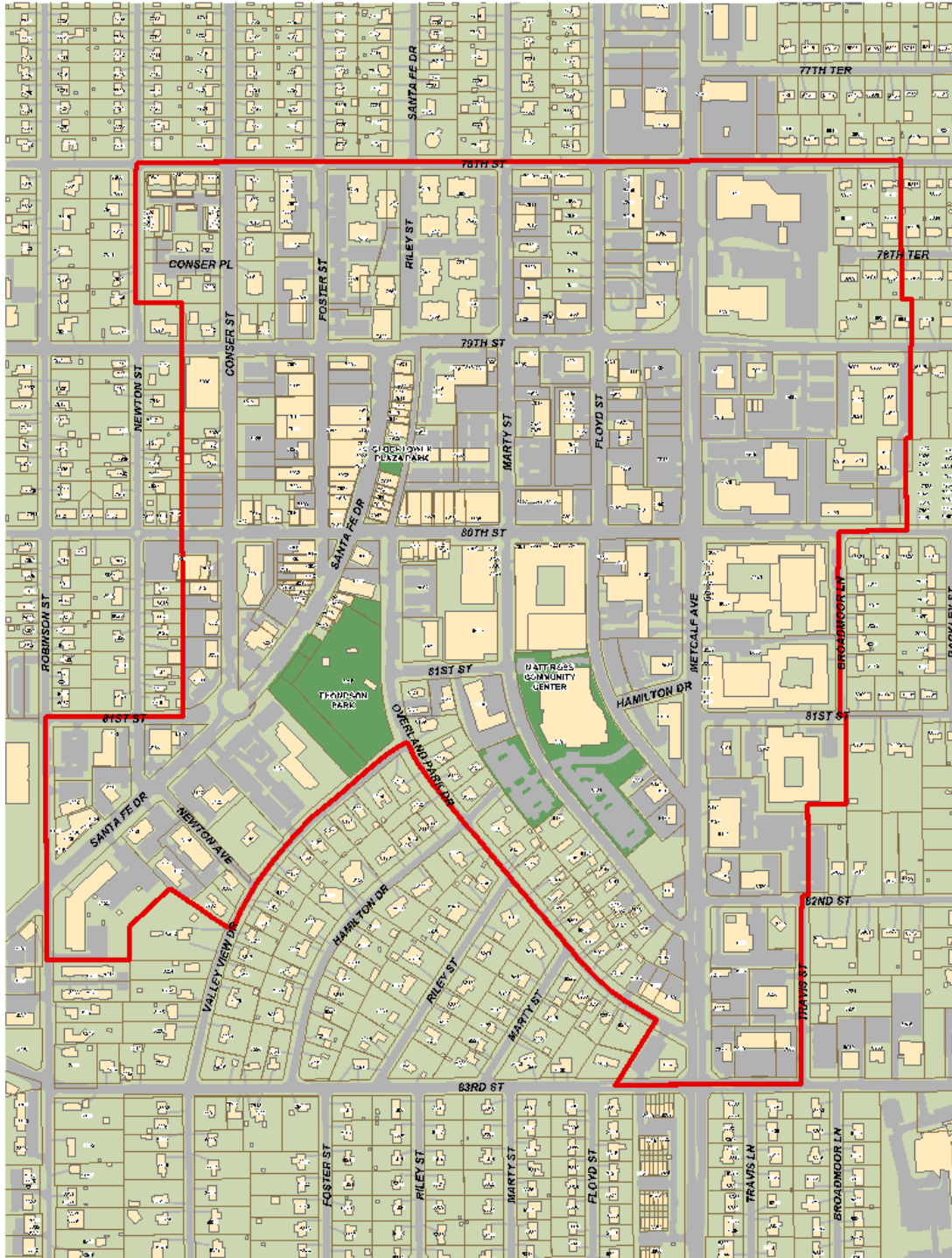


Downtown Overland Park

August 6, 2021

- Business Improvement District Boundary
- Property Boundary
- Building Footprint
- Pavement
- Parks

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Farmers' Market and Pavilion



Farm-fresh foods in a vibrant gathering space.

The Overland Park Farmers' Market is a vibrant public gathering place that builds community pride and spirit by bringing together shoppers of all ages and interests.

Since 1982, vendors have been providing farm-to-table food at the Downtown Overland Park Farmers' Market.

Vendors offer customers a wide variety of products including fresh produce, local foods and unique specialty items. The Farmers' Market helps you eat locally and in season while supporting your community.

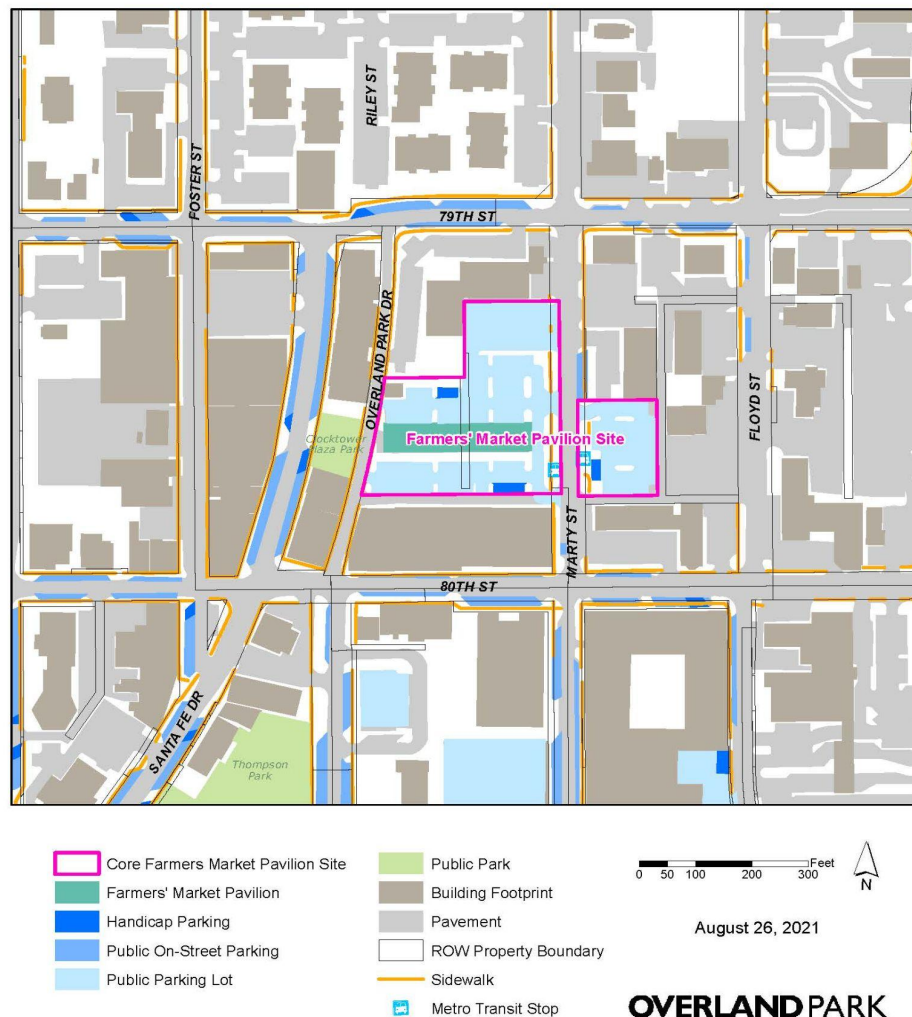
Project Objectives

The objective of the RFP process is to consider selection of a private developer or development team that will develop the Property consistent with the development objectives below:

- A mixed-use development including a reconstructed farmers' market
- Flexible public space that can be used for a variety of events
- Address short and long-term parking supply needs
- Commitment to a thorough public involvement process with the City pending selection of a partner

City-owned assets to be considered available as part of a proposal include the Farmers' Market Pavilion site and the surrounding parking lots.

Assets Surrounding Downtown Farmers' Market Pavilion



2017-2018 Farmers' Market Study

The 2017 [Farmers' Market Study](#) included four potential concept plans for expanding and rebuilding the market. Below are two options that showed a reconstruction/expansion on the current site. The City currently has \$5.4 million allocated in the 2022 and 2023 Capital Improvements Plan for design and reconstruction of the Farmers' Market based off of Plan Option 3. Please refer to the entire study for additional information.

Plan Option 2: Split-Level Garage

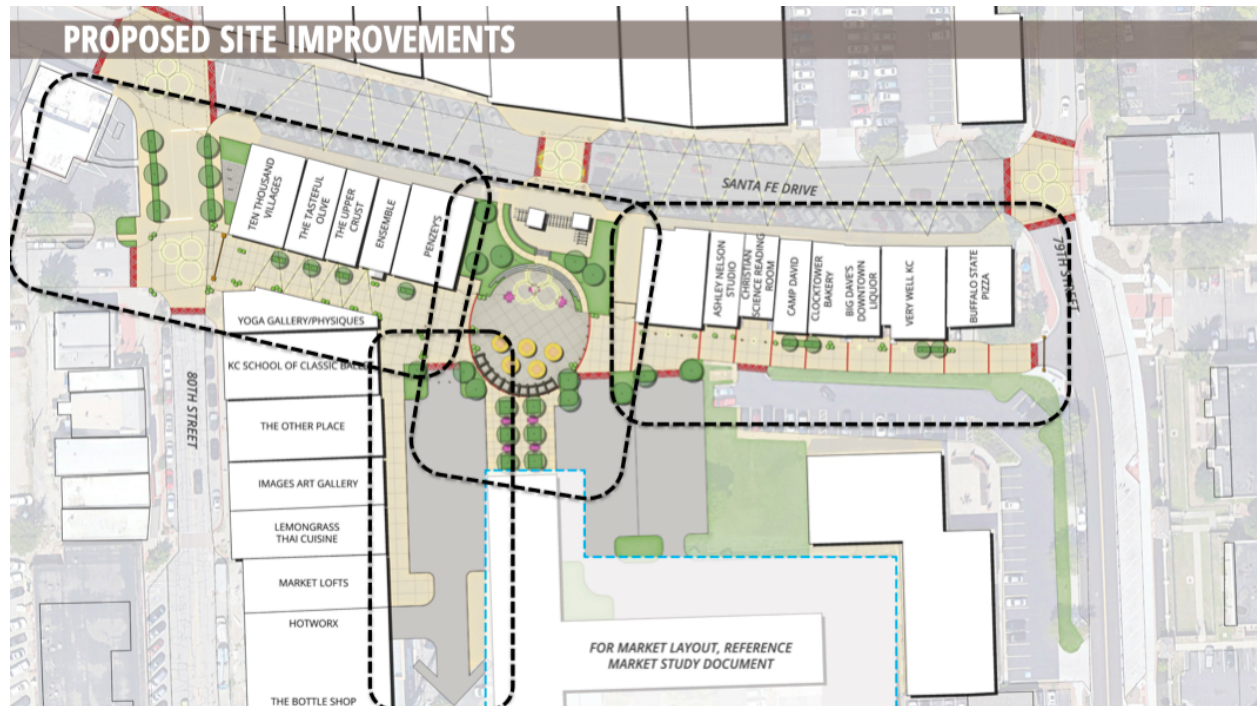


Plan Option 3: Marty Street



2021 Overland Park Drive Corridor Study

In 2021, the Downtown Overland Park Partnership “DOPP” commissioned a [study of the Overland Park Drive](#) Corridor. The study was to inform the City and stakeholders about what DOPP would like to see done in the corridor and develop ideas regarding how to best use this public space and make it more pedestrian friendly. One image is shown below. Please refer to the entire study for ideas how a variety of improvements can tie to the Farmers’ Market site.



Project Requirements

The City is seeking a development team to work with in developing the entire site. While the City is open to a wide variety of concepts, a few critical issues must be addressed in any proposal. These include:

- A reconstructed Farmers' Market as part of a mixed-use project
- A strategy for parking
- Flexible and attractive public space
- A thorough public involvement process

The Farmers' Market

The primary requirement for any proposal involves the reconstructed Farmers' Market. Requirements for the market are noted later in this section. The City has retained Market Ventures, Inc. as its consultant, to help ensure a functional and attractive market is completed as part of this effort. The selected proposer will be required to collaborate with Market Ventures during the actual design and development process.

Mixed Use

The City desires a mixture of uses on the site, but is not prescribing specific uses. The desire is to enhance the 18-hour appeal of downtown Overland Park generally, and to use the Farmers' Market as a catalyst for a diverse mixture of activities. If additional properties can be included in a larger project, proposers are encouraged to show how this specific site can grow. Examples of potential growth can be found in [Vision Metcalf](#) images and in the [Downtown Form-Based Code](#).

Parking

Any proposal will need to accommodate replacement of the current number of City available public off-street parking spaces in "like number." This doesn't necessarily have to be on-site, and could be part of an overall shared-use parking strategy. Also, any proposal will need to identify how to provide parking for new/proposed uses. Essentially, parking will be a key, strategic component of any proposal, and proposers should be expected to elaborate on how they plan to solve current and future parking needs.

Public Space

Downtown stakeholders see additional public space as a key missing component for the future of downtown. Since this will be a public market, it's critical to include some form of public space that can be used in conjunction with the new development. This space can be programmed for multiple uses, and ideally used throughout the year in all seasons. It's also encouraged to consider any possible improvements with the concept idea for activation of Overland Park Drive.

Public Involvement

Overland Park prides itself on its thorough public involvement processes. The City plans to undertake a Town Hall “listening session” on September 28, 2021 at 7:00 pm at Matt Ross Community Center, 8101 Marty, to aid developers as they work on proposals. This Town Hall will be open to all interested in the future of this site and downtown. Interested proposers are encouraged to attend this session. An online virtual feedback form will also be provided. Feedback from the Town Hall and the online form will be provided as an Addendum to this RFP one week following the Town Hall.

In addition, the selected proposer will be expected to work with the City and stakeholders to develop and conduct a public involvement process to refine their development proposal. That process will be in addition to any required public approval processes through the Planning Commission and City Council.

Financing & Ownership

The City is open to a wide variety of potential partnership opportunities in terms of ownership of the property and its financing. Since the site is publicly owned, it's unlikely the City will choose to sell the property. However, there are possibilities for long-term ground leases, land swaps and other partnerships. Proposers are encouraged to suggest ideas for how to make the situation work well for all parties.

In the past, the City has used certain economic development tools for redevelopment projects in the downtown area. Those tools may be a possibility, including Tax Increment Financing (TIF) and other economic development tools. It's unlikely that the Farmer's Market would be included in any type of economic development tool involving an additional sales tax. Any use of potential public investment would have to be managed through the appropriate and separate processes in accordance with City policies.

As noted above, the City currently has \$5.4 million allocated in the 2022 and 2023 Capital Improvements Plan for design and reconstruction of the Farmers' Market.

Building Program for the Farmers' Market

In 2018, the City released the [Farmers' Market Study](#), prepared by Market Ventures, Inc., which presented four options for growing and improving the Farmers' Market. The study substantiated the need for creating a new and larger multi-use pavilion and identified additional uses that could take place in the facility at other times. Without limiting the design creativity of the proposer, redevelopment Options 2 and 3 as previously shown offer viable approaches that can be utilized as starting places for proposals.

A new pavilion provides the opportunity to address the current facility's physical challenges and grow the Farmers' Market, in response to both heightened vendor supply and consumer demand. A new facility can offer:

1. Additional and larger stalls, designed to support higher sales

2. Improved stall layout and infrastructure
3. Upgraded shopping experience for customers, including by making the Market more accessible by reducing the slope through the Market, adding adjacent accessible parking, and creating a product pick-up zone
4. Climate-controlled space for winter vendors
5. Useful space for different activities when the Farmers' Market is not operating

The following information outlines key elements of the desired program for the new facility that will replace the existing pavilion. Note that the City will continue to operate the Farmers' Market following the rebuild:

1. Development of a minimum program for new downtown market facility
 - a. Enclosed/covered space of approximately 19,300 sf divided into 13 bays with 70 vendor stalls
 - i. 55 stalls measuring approximately 9.5' x 34' (323 sf) of which at least 10' x 16' is under cover
 - ii. 12 stalls measuring approximately 9.5' x 24' (228 sf) of which at least 9.5' x 16' is under cover
 - iii. 3 stalls measuring 9.5' x 10' (95 sf) of which 9.5' x 10' is under cover
 - b. Customer central aisle approximately 20' wide
 - c. Within the enclosed/covered space, 32 stalls enclosable with garage doors and HVAC system
 - d. Open-air food truck zone to accommodate a minimum of five trucks (26 linear feet per truck)
 - e. Utilities
 - i. Lighting - general and accent lighting for enclosed/covered space and associated buildings
 - ii. Electrical
 1. (2) electrical outlets on 20-amp circuit per vendor
 2. (1) Hubbel HBL 8350A 50-amp circuit for refrigerated truck per every (8) vendors
 3. (10) misc. general purpose 20-amp electrical outlets
 4. Office electrical, per code
 - iii. Water - (1) hose bib/connection per every (8) vendors
 - iv. Sewer/drainage of adequate capacity to prevent standing water
 - v. Security - approximately (8) security cameras for overall coverage
 - vi. Sound - approximately (15) sound speakers and connection for a mobile sound system
 - vii. Wifi throughout pavilion
 - f. Access
 - i. Slope: minimum slope for (10) bays and then (3) bays with slope of 1' per 23' maximum
 - ii. Vendor loading/unloading with minimum of 13'8" height under the canopy edge

- iii. Accessible parking
- iv. Customer pick-up zone
- g. Parking
 - i. Accommodate like number of parking stalls on site for public use (current west-of-Marty public parking in Market environs is 189 spaces, current east-of-Marty parking in public lot is 52 spaces). Provide for appropriate new parking associated with proposed uses.
 - ii. Parking during market days may be used for market operations
 - iii. Parking should be provided in a shared arrangement
 - iv. On street parking shall be developed, especially on Marty Street
- h. Support facilities
 - i. Restrooms: (11) toilets
 - ii. Office: 250 sf
 - iii. Storage: 400 sf
 - iv. Waste receptacles throughout the pavilion and waste storage area of adequate size for composting, recycling, and trash receptacles

Schedule

RFP Released	September 3, 2021
Town Hall	7:00 pm, September 28, 2021
First posting of Addenda	October 5, 2021
Final posting of Addenda (if applicable)	October 15, 2021
Proposals Due	3:00 pm, Friday, October 29, 2021
Review Proposals	November - December
Recommendation to the Community Development ("CD") Committee	First Quarter 2022

Proposal Content and Format

Proposals must be succinct and include only the required information. To aid in evaluation, all proposals must follow the same format and have sections tabbed as below (Pages are single sided):

A. Executive Summary 1 page

Provide a concise summary of the overall proposal.

B. Development Team 4 pages maximum

- Detail and describe the proposed development team including, the master developer, architect, financial partners, and construction contractor, if applicable.
- Demonstrate a track record of successfully financing, developing, completing and managing comparable projects.
- Identify the key individuals, companies and organizational structure of the proposer.
- Identify roles and responsibilities of all proposal team members.
- List the proposer's experience with other successful development projects; include roles and responsibilities for these projects' team members, in addition to providing contact information for references for these other projects.
- It's recommended that the development team include an architect with experience designing and constructing farmers' markets.

C. Development Plan 5 pages maximum

- Include an approximate total project cost.
- Discuss the proposed project's viability.
- Describe the Intended uses of the Property, and include a Concept Plan and/or renderings if it aids in the description of the intended use.
- Describe how the farmers' market component is planned to be accommodated.
- Describe the proposed approach to providing parking for the project.
- Describe how to include flexible, public space in the project.
- Include an initial development schedule with major milestones that addresses all phases of planning, entitlements, design, plan review, permits, construction and occupancy.

D. Financial Capacity 3 pages maximum

- Provide clear and compelling information to demonstrate proposer's financial capacity to execute and complete the project successfully.
- Describe a clear strategy to fund project costs.
- Specify and clearly describe all sources, types and amounts of equity, financing, grants and other funding sources for the proposed project.
- Describe a strategy for ownership of the property and partnership with the City.
- Describe the type of economic development tools that would make this a successful project.

All proposals, including supporting documentation, are confidential until a recommendation is made to the CD Committee. All costs incurred in the preparation of this proposal are the responsibility of the proposer. All proposals shall be considered firm offers for a period of 180-days following the due date. Once submitted, proposals may not be changed without written consent of the City.

In a sealed envelope provide ten (10) copies of the proposal along with a PDF version on a flash drive submitted **by 3:00 P.M., Friday, October 29, 2021**, to:

City of Overland Park
City Clerk's Office, Response to Farmers' Market RFP
8500 Santa Fe Drive
Overland Park, Kansas 66212

There will be no formal opening of submissions. Electronic responses will not be accepted. Responses received via US mail following the deadline will not be considered.

Interpretations, Modifications and Addenda

All questions regarding the RFP should be directed in writing to Assistant City Manager Kate Gunja at kate.gunja@opkansas.org. If necessary, interpretations or clarifications in response to questions received will be made by issuance of an "Addendum" and posted on the City website at www.opkansas.org as soon as possible but no later than two weeks prior to the RFP due date.

For further information, please contact:

Kate Gunja
Assistant City Manager
City of Overland Park

Proposal Evaluation & Selection Process

Interview selection will be made following a review and ranking of proposals received. The City reserves the right to interview and receive a formal presentation from only those development teams whose proposals best match the evaluation criteria. The City intends to select proposers for interviews within three weeks after receipt of proposals. The City's objective is to select the best qualified development team to undertake the tasks identified.

The proposals will be evaluated on the basis of several factors, including:

1. Qualifications of the development team
2. Development Plan
3. Proposer's financial capacity to execute and complete the project successfully
4. Consistency with adopted plans (as referenced on the following page) and development objectives
5. Consideration to feedback and comments from the September 28, 2021 Town Hall Meeting and the virtual feedback form.

Upon selection of the final proposal, the City will negotiate final business and performance terms with the selected development team(s). The commencement of negotiations does not commit the City to accept any or all of the terms of the proposal, and negotiations may be terminated by the City at any time, in which case the City reserves the right to enter into negotiations with other proposers. These negotiations may result in minor or material changes to the proposal, including both the business terms and the project. Successful negotiations will result in an award recommendation. Agreements addressing business terms and performance benchmarks will be entered into between the parties. The agreement shall include requirements for insurance, bond, indemnification and non-discrimination.

The City reserves the right to reject, in whole or in part, any or all proposals. If deemed appropriate to achieve the goals for development of the Property, the City reserves the right to make no selection and re-issue an RFP. The terms and conditions of any development agreement resulting from this RFP process are subject to approval by the City Council.

Information and Resources

The City encourages proposers to review and refer to the following information and resources as proposals are developed:

[Farmers' Market Study](#)

[Overland Park Drive Corridor study](#) (Downtown Overland Park Partnership)

[Downtown Form-Based Code](#)

[Downtown Parking Plan](#)

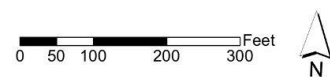
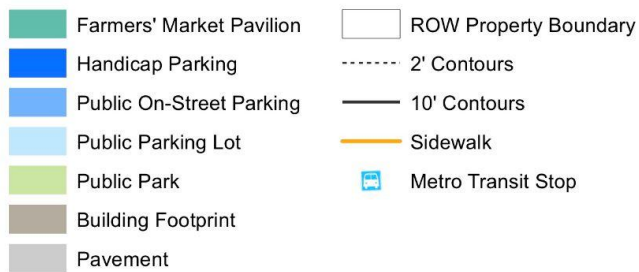
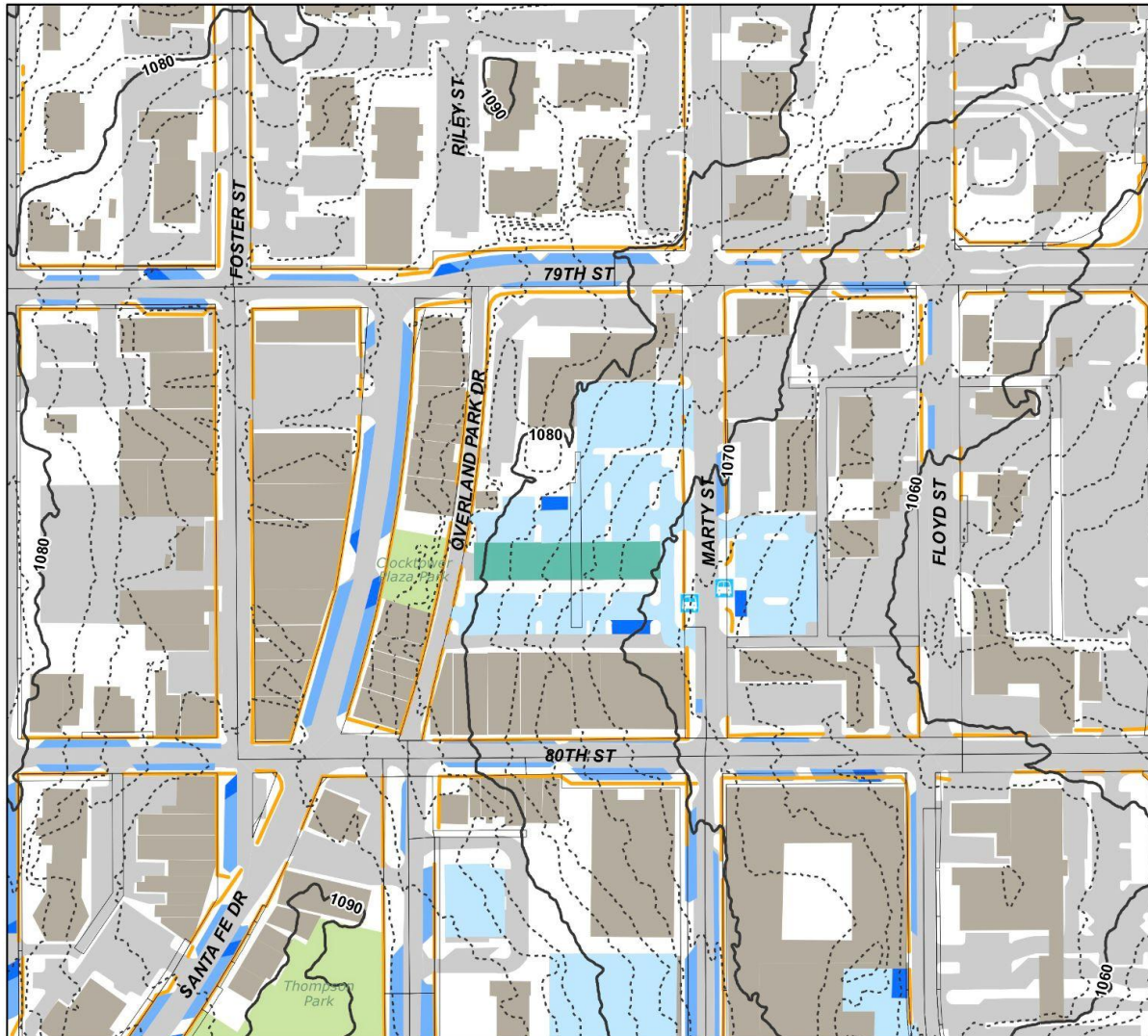
[Vision Metcalf](#)

[Forward OP](#)

The following pages show utility assets in the general project area that may be helpful.

Site Contours

Assets Surrounding Downtown Farmers' Market Pavilion

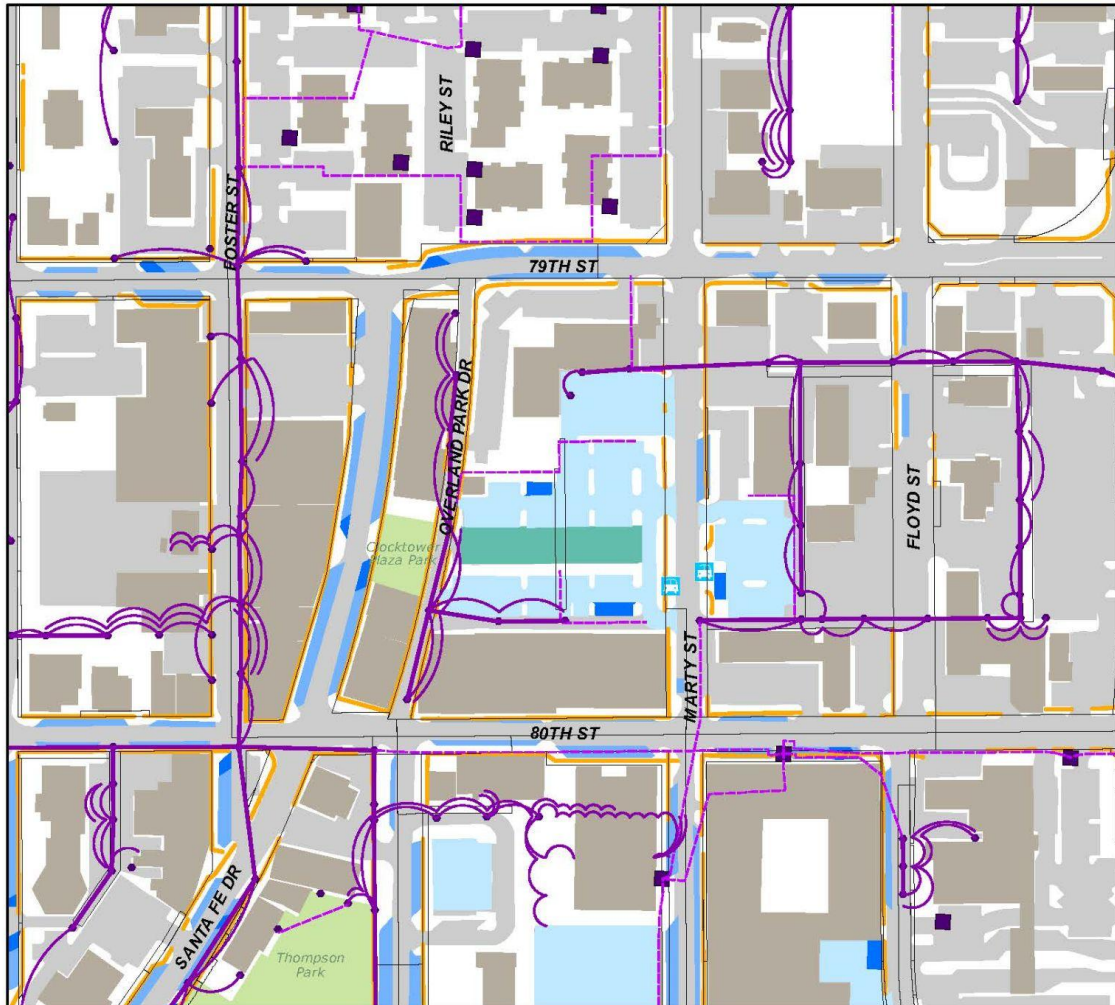


August 03, 2021

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Electrical Lines

Assets Surrounding Downtown Farmers' Market Pavilion



- Farmers' Market Pavilion
- Handicap Parking
- Public On-Street Parking
- Public Parking Lot
- Public Park
- Building Footprint
- Pavement

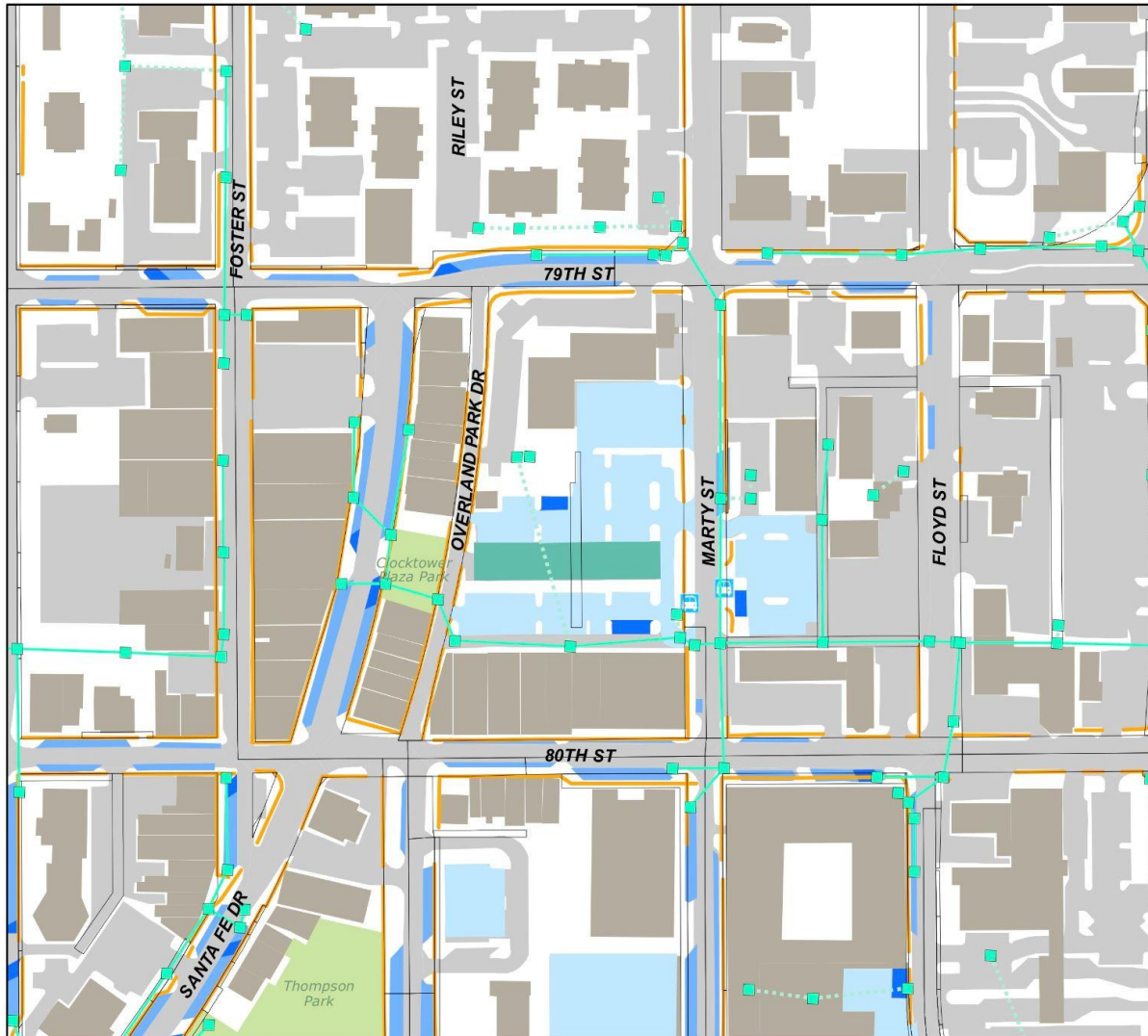
- ROW Property Boundary
- Sidewalk
- Metro Transit Stop
- Overhead Primary Electric Line
- Overhead Secondary Electric Line
- Underground Electric Line
- Electric Pole
- Electric Pad



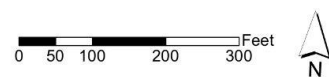
August 26, 2021

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Assets Surrounding Downtown Farmers' Market Pavilion



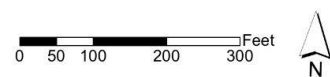
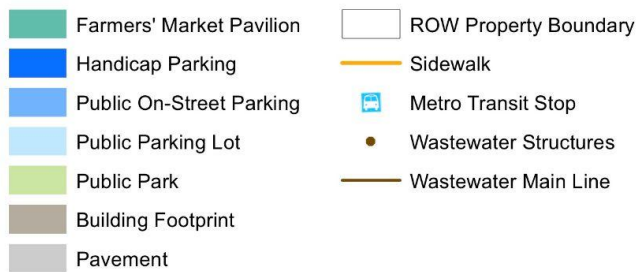
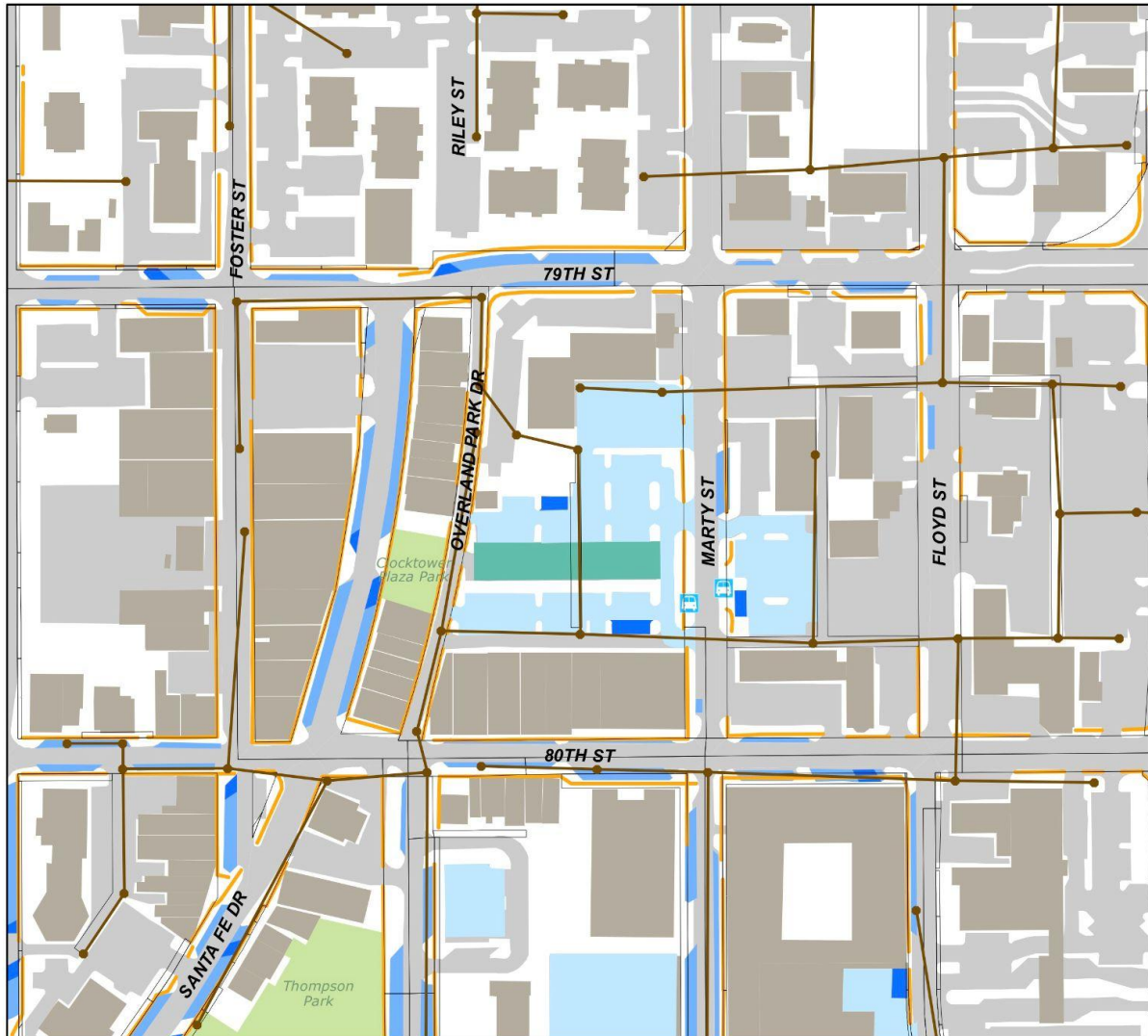
- | | |
|--------------------------|----------------------------|
| Farmers' Market Pavilion | ROW Property Boundary |
| Handicap Parking | Sidewalk |
| Public On-Street Parking | Metro Transit Stop |
| Public Parking Lot | Stormwater Structures |
| Public Park | OP Stormwater Conduit |
| Building Footprint | Private Stormwater Conduit |
| Pavement | |



August 03, 2021

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Assets Surrounding Downtown Farmers' Market Pavilion

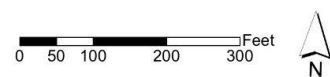
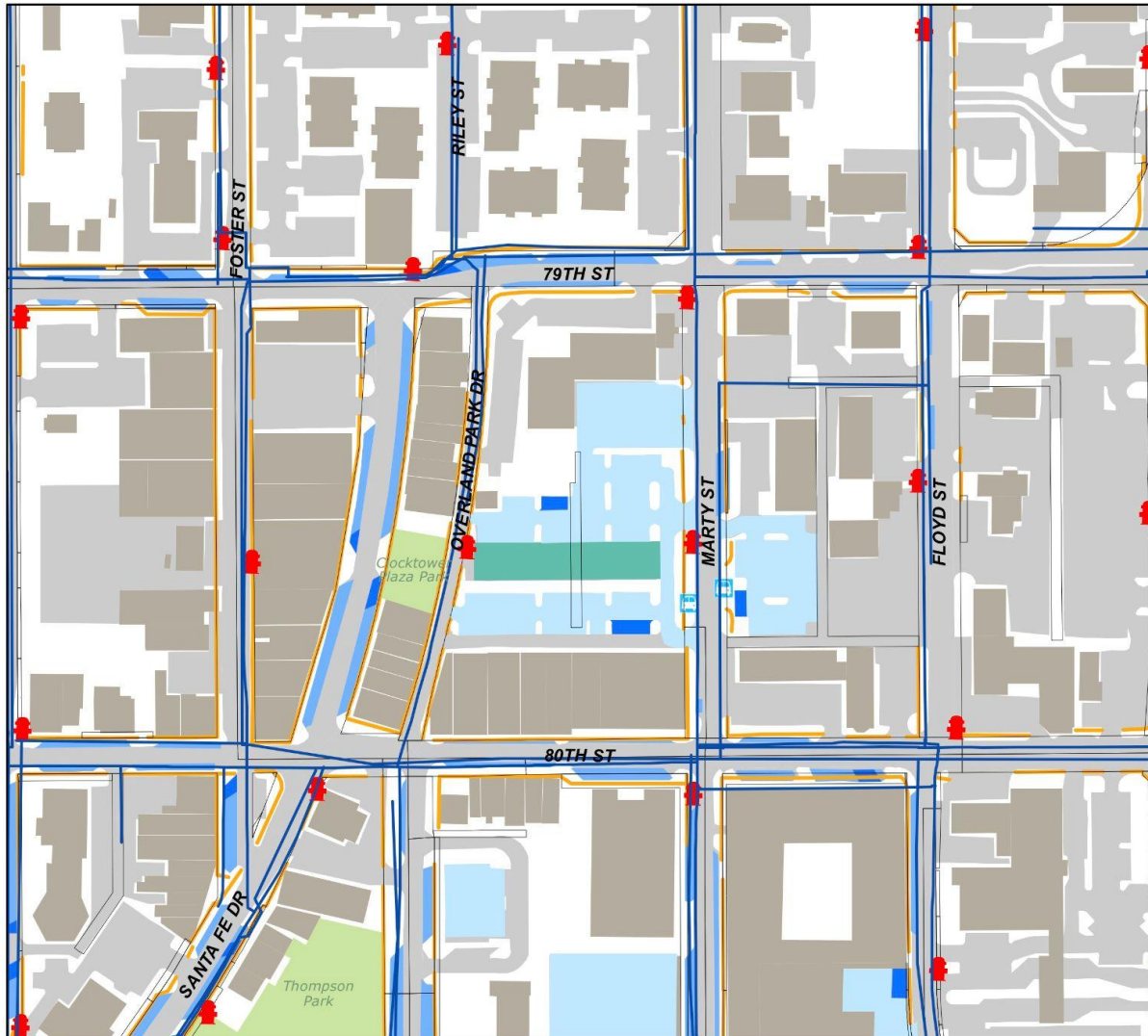


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Water Lines

Assets Surrounding Downtown Farmers' Market Pavilion



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