

JOY REDEVELOPMENT REQUEST FOR PROPOSALS (2024)



PROPOSALS DUE: 9/27/24

Economic Development & Finance Alliance of Tuscarawas County, Ohio

339 Oxford Street, Dover, OH 44622

**DEVELOPMENT PROPOSALS FOR THE JOY REDEVELOPMENT SITE
(FORMER HOWDEN BUFFALO SITE) LOCATED AT 338 SOUTH
BROADWAY STREET AT THE EDGE OF THE CENTRAL BUSINESS
DISTRICT IN DOWNTOWN NEW PHILADELPHIA, OHIO**

DISCLAIMER:

THE ECONOMIC DEVELOPMENT FINANCE ALLIANCE OF TUSCARAWAS COUNTY (EDFA) IS THE SOLE OWNER OF THE FORMER HOWDEN-BUFFALO PROPERTY MARKETED IN THIS REQUEST FOR PROPOSAL (RFP). WHILE THE EDFA IS COMMITTED TO WORKING IN CONCERT WITH AFFECTED STAKEHOLDERS TO THE BEST OF ITS ABILITY, THE EDFA RESERVES THE EXCLUSIVE RIGHT TO MAKE ALL DECISIONS REGARDING THE SALE AND FUTURE USE OF THE PROPERTY. ALL PROPOSALS WILL BE CONSIDERED AT THE DISCRETION OF THE EDFA, AND THE ISSUANCE OF THIS RFP IMPLIES NO GUARANTEES OR OBLIGATIONS.

REQUIREMENTS

Responses to this RFP are due no later than 3:00 PM on Friday, September 27, 2024. They must be delivered to the Economic Development and Finance Alliance of Tuscarawas County, 339 Oxford Street, Dover, OH 44622, or submitted digitally via our website at <https://www.tuscedc.com/joyredevelopmentrfp>.

PROJECT BACKGROUND

The former Howden Buffalo industrial site was once the location of a thriving industrial plant and a key employer in New Philadelphia for more than 140 years. Area officials have sought new uses for the property since the Howden Buffalo plant closed in June 2014.

To date, the Economic Development and Finance Alliance (EDFA) and City of New Philadelphia have assisted in site marketing with a Real Estate broker and also worked with JobsOhio and TeamNEO on-site leads.

The Joy Redevelopment site in Downtown New Philadelphia holds immense transformational potential as a multi-use project, poised to revitalize the heart of the city. By blending residential, commercial, and community spaces, this development can create a vibrant, 24/7 hub that attracts new residents, businesses, and visitors alike. The project can serve as a catalyst for economic growth, enhance the urban landscape, and foster a stronger sense of community. With thoughtful design and strategic planning, the Joy Redevelopment site has the potential to redefine the downtown experience, making it a thriving, inclusive, and sustainable destination for years to come.

On December 29th, 2020, Howden USA donated the 17.48-acre industrial site, with 226,975 square feet of manufacturing and office buildings, to the EDFA. As this is a publicly led brownfield redevelopment project, the EDFA has completed a Phase I Environmental analysis and is determining a need for a Phase II. The site has both Trichloroethylene (TCE) and Polychlorinated Biphenyl (PCB) contamination in an isolated area identified as useful parking space; ongoing abatement efforts of the TCE are the responsibility of Joy Global, a previous owner, at the direction of the Ohio EPA. The EDFA is working with both entities to continue the abatement of the TCE, located in the far southwest corner of the property. This has not been considered a major hurdle to development on this site.

A completed market analysis for the site demonstrates that a 100-unit mixed-use multi-family rental project would be market-receptive. Recent industry announcements of new development and expansion indicate the Tuscarawas County region will face further challenges with its housing shortage due to the growing number of jobs available. This further demonstrates a need in the community for a mixed-use development that includes new housing options for citizens.

This development concept is of particular interest to the city of New Philadelphia, based on similar recommended uses identified in the Master Vision Plan 2030, completed in 2020. In addition to the Master Vision, New Philadelphia has announced considerable downtown revitalization and plans to continue to pursue the development of the Ohio & Erie Canalway Towpath Trail just south of the Joy Site.

Further, the site's location, immediately on the edge of the downtown and in walking distance to dining and drinking establishments and personal service businesses, will pave the way for new development and activity in and near the Downtown Historic District and across New Philadelphia and the region.

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INSTRUCTIONS TO PROPOSERS

Purpose of the RFP

This RFP solicits the best overall development concepts and allows potential anchor tenants to express their needs for the Joy Redevelopment site. It allows the EDFA, in consultation with the city of New Philadelphia, to designate a preferred developer conditionally. **The RFP asks developers to submit an overall plan for the site and anchor tenants to submit their needs and express a commitment to participate in multi-use development at the site.**

For the purposes of this RFP a **developer** is defined as a professional or company that specializes in the planning, designing, and constructing properties that combine various types of uses within a single development project.

For the purposes of this RFP an **anchor tenant** is defined as a real estate project that is a major or prominent tenant, often a well-known business, that occupies a significant portion of the development. The presence of an anchor tenant is crucial to drawing a steady flow of customers or visitors, and it provides financial stability to the overall project. This increases the attractiveness of the development for other smaller tenants and contributes to the overall success of the project.

Options to sell and exclusive rights to sell this property will not be considered within this RFP.

Read all instructions carefully. Any and all amendments to this RFP will be posted to the website at <https://www.tuscedc.com/joyredevelopmentrfp>

Questions and Responses:

All questions must be submitted in writing and sent via email to the following representative:

Marla Akridge, Executive Director (makridge@tuscedc.com)

The cutoff date for sending questions is September 13, 2024. Answers to all questions received will be posted on the EDFA's website by September 20, 2024.

Response Submission Requirements:

Mailing or In-person:

The response package must be submitted in the following formats: Six (6) original copies in 8 ½" x 11" format. Accompanying drawings, diagrams, maps, etc., should be no larger than 11" X 17" format. If proprietary information is included, this information should be clearly marked within the document. Mail or drop off at 339 Oxford St., Dover, OH 44622

Digital Submission:

All digital submissions will be accepted using the PDF submission form at the bottom of the following page on our website: <https://www.tuscedc.com/joyredevelopmentrfp>

Response Submission Components For Developers

Please provide the following information:

1. Overview of the development project proposed by the development team
2. Description of proposed build-out, including but not limited to:
 1. Total square footage (broken out by common area and leasable/saleable spaces)
 2. Number of residential units broken by bedroom count (e.g., studios, one-, two- and three-bedroom units)
 3. Square footage of office, retail, or commercial space
 4. Other non-residential square footage (class A office, etc)
 5. Parking (please identify surface parking spaces broken out for each specific use)
 6. Description Energy Efficiency/Alternative Energy Components
3. Description of site improvements, including but not limited to:
 1. Conceptual site plan/development scenario, which may include a phased approach.
 2. Explanation of how the project complies with New Philadelphia's zoning regulations and, if necessary, an explanation as to why a zoning amendment will be sought.
 3. Open space (quantified in acres or square feet)
 4. Parking (please identify structured spaces separate from surface and on-street spaces)
 5. Other unique features (public amenities, civic space, etc.)
4. Description of development team, including but not limited to:
 1. Project Management
 2. Architecture and Design
 3. Engineering
 4. Construction Management
 5. General Contractor
 6. Commitment to utilize minority, women owner, or small business contractors
5. Proposed development schedule & milestones (identified on a monthly basis).
6. Project budget including:
 1. Development pro forma, inclusive of all hard and soft costs, developer fee, owner equity contribution, infrastructure related costs, etc.
 2. A sources and uses statement, clearly identifying from where funding sources will be secured and how said funding will be applied to the project development.
 3. Financial assumptions (e.g. requested Tax Abatements, Grants, etc.)
 4. Operating pro forma, detailing a 15-year schedule of revenues and expenses, inclusive of showing absorption assumptions, debt service payments, and identification of annual return on cash (ROE) and the average annual internal rate of return (IRR).
7. Description of developer agreement and proposed terms to acquire and/or ground lease property for the purposes of development
8. Other
 1. Developer is encouraged to include a brief description of any unique approaches, strengths or partnerships not covered in any of the above sections.

Response Submission Components For Anchor Tenants Or Other

Please provide the following information:

1. Tenant information:
 1. Your name, title, company name, address, contact details
 2. Overview of the company, including history, size, and market presence.
 3. Relevant experience with similar projects.
2. Description of project overview, including but not limited to:
 1. Description of the intended use of space.
 2. Retail and Dining: Diverse shopping and dining options.
 3. Office Spaces: Modern and flexible office environments.
 4. Residential Units: A range of housing options.
 5. Public Spaces: Parks, plazas, and other community areas.
 6. Cultural and Entertainment Venues: Arts, events, and recreational spaces.
 7. How the tenant's presence will contribute to the development's success.
3. Description of site details, including but not limited to:
 1. The Conceptual site plan/development scenario may include a phased approach.
 2. Explanation of how the project complies with New Philadelphia's zoning regulations and, if necessary, an explanation as to why a zoning amendment will be sought.
 3. Open space (quantified in acres or square feet)
 4. Parking (please identify structured spaces separate from surface and on-street spaces)
 5. Other unique features (public amenities, civic space, etc.)
4. Proposed Implementation Plan including:
 1. Timeline for design, build-out, and occupancy.
 2. Key milestones and deliverables.
5. Project budget including:
 1. Financial statements from the past three years (if available).
 2. Description of developer agreement and proposed lease terms, including duration and rental rates. (Statewide, Ohio average office rents by class in 2023 were \$24.12 per square foot for class A office space, \$18.73 per square foot for class B office space, and \$19.85 per square foot for class C office space.)
 3. If your plan depends on grant funding, a proposal to the developer to secure the guarantees required to construct a space for your project.
 4. A sources and uses statement identifies where funding sources will be secured and how said funding will be applied to the project development.
 5. Financial assumptions (e.g., requested Tax Abatements, Grants, etc.)
 6. Operating pro forma, detailing a 15-year schedule of revenues and expenses.
6. Other
 1. Anchor tenant or other proposals are encouraged to briefly describe any unique approaches, strengths or partnerships not covered in any of the above sections.
 2. Expected economic impact (e.g., job creation, capital investment).
 3. Plans for community engagement and involvement.

EVALUATION CRITERIA FOR DEVELOPERS

Includes but is not limited to:

- Overall strength of proposed development plan
- Development plan's consistency with New Philadelphia's development goals and objectives and the Joy Redevelopment site's current market study
- Inclusion of key design or other elements that will strengthen the vibrancy of New Philadelphia's downtown.
- Capacity of development team and ability to complete the proposed development plan within the specified project schedule and budget.
- Development budget is realistic and can be implemented, without reverting to additional public sector assistance, beyond that identified within the submitted development proposal.

EVALUATION CRITERIA FOR ANCHOR TENANTS OR OTHER PROPOSALS

Includes but is not limited to:

- Overall strength of the proposed plan
- Development plan's consistency with New Philadelphia's development goals and objectives and the Joy Redevelopment site's current market study
- Capacity and ability to complete the proposed plan
- The anchor budget is realistic and can be implemented without requiring public sector assistance beyond that identified within the submitted proposal.
- Financial viability and stability
- Quality and creativity of the vision and concept
- Experience and track record in similar projects
- Potential economic and community impact

A committee will review all proposals and select the best proposal(s) that meet the above criteria. The committee will then detail its recommendation to the Economic Development Finance Alliance of Tuscarawas County. The Economic Development Finance Alliance will be asked to consider the committee's recommendation and approve authorizing the sale of the Property to the recommended proposer.

ADDITIONAL RESOURCES

Links to relevant reports and other materials

- [Joy Redevelopment Marketing Video](#)
- [Joy Redevelopment Site Studies](#)
- [Master Vision Plan 2030 \(select proceed if flagged unsafe by browser\)](#)
- [City of New Philadelphia Website](#)
- [New Philadelphia Business and Lifestyle Advantages \(select proceed if flagged unsafe by browser\)](#)