



England Airpark Multi-family Development Initiative

Multi-family Development Request for Qualifications (RFQ)

TABLE OF CONTENTS

- 1. Introduction**
 - 1.1. Opportunity Overview.....
 - 1.2. Private Entity Selection Process Overview
 - 1.3. Confidentiality Statement
- 2. Project Team**
 - 2.1. Owner of Property.....
 - 2.2. Development Advisor (CSRS, Inc.)
 - 2.3. Private Entity
- 3. Development Opportunity**
 - 3.1. Description of Proposed Project.....
 - 3.2. Overall Project Goals and Objectives
 - 3.2.1. Design Objectives.....
 - 3.2.2. Construction Objectives.....
 - 3.2.3. Maintenance and Operations Objectives.....
 - 3.2.4. Financial Objectives
 - 3.2.5. Other Objectives
 - 3.3. Anticipated Project Timeline
- 4. Subject Parcel**
 - 4.1. Existing Conditions on Subject Parcel.....
 - 4.2. Anticipated Improvements surrounding Subject Parcel.....
 - 4.3. Limitations and Special Considerations.....
- 5. Responding to this Request for Qualifications**
 - 5.1. Selection process.....
 - 5.2. Selection schedule
 - 5.3. Pre-Submittal Conference Call.....
 - 5.4. Requests for Information and Blackout Period.....
 - 5.5. Addenda.....
- 6. Proposal Submittal Requirements**
 - 6.1. TAB1 – Cover Letter.....
 - 6.2. TAB 2 – Background and Team Information
 - 6.3. TAB 3 – Technical Capability, Relevant Experience, and References.....
 - 6.4. TAB 4 – Financial Capability
 - 6.5. TAB 5 – Proposed Project Details.....
 - 6.6. TAB 6 – Approach and Schedule.....
 - 6.7. TAB 7 – Key Personnel Resumes
 - 6.8. Submittal Instructions.....
- 7. Disclaimer.....**

1. Introduction

The England Economic and Industrial Development District *aka* England Authority or England Airpark (“the Owner”) is looking to further enhance its property, as well as grow its revenue through public and private investment. As such, the Owner has recently pursued several opportunities to encourage the transformative development of its property into a vibrant, multi-modal commerce center and community which includes recreation, residential housing and entertainment destinations.

The Owner, in partnership with CSRS, Inc., its Development Advisor on the project, issues this Request for Qualifications (RFQ) to prospective Private Entities interested in responding to the opportunity outlined herein.

This RFQ contains statements, descriptions, and analyses that are for informational purposes only. The Owner and CSRS do not guarantee, represent, or warrant the completeness and/or accuracy of such information. Any respondent to this RFQ is responsible for completing its own due diligence with respect to such information.

Any communications regarding this RFQ shall be via electronic mail to the Development Advisor at derek.fitch@csrsinc.com or David Broussard, Deputy Director of England Airpark, at dbroussard@englandairpark.org.

1.1. Opportunity Overview

The Owner, with its equitable interest in the development of its property, is seeking an interested Private Entity to help capitalize on the opportunity for a new multi-family development.

The Owner intends to offer its property to a Private Entity through a multi-year ground lease and/or revenue share/fixed fee agreement, and it invites Requests for Qualifications (RFQs) from individual Private Entities or teams to design, build, finance, operate, and maintain a multi-family development on its property.

1.2. Private Entity Selection Process Overview

The Owner seeks, through this RFQ process, to identify interested Private Entities with the best qualifications, experience, financial capabilities of the Owner, and history of executing similar projects. The Owner will review Qualifications submitted in response to this RFQ and invite the selected Private Entity to enter into negotiations. Two or more Private Entities may collaborate on a response to this RFQ; however, a single Private Entity must be designated to contract with the Owner. The singular Private Entity will be responsible for performance under any potential future contract.

With the exception of Deputy Director David Broussard, Private Entities shall not contact the Owner, the Board of Directors, or any of the Owner’s employees or officials regarding this opportunity. Private Entities are advised that unauthorized contact with anyone except the Development Advisor or Deputy Director David Broussard may result in disqualification of a Private Entity from the selection process.

1.3. Confidentiality Statement

To the extent allowable under the law, information presented in this RFQ is intended solely for use by respondents in preparing responses. Any other use, retention, disclosure or dissemination is unauthorized. Likewise, to the extent permitted by law, any information submitted in Qualifications is also deemed confidential and intended for use solely by the Owner and its Development Advisor in evaluating responses.

2. Project Team

The Team established for this project includes the England Authority (the “Owner”), the Owner’s Development Advisor (“CSRS, Inc.”), and a Private Entity (to be determined thru the selection process).

2.1. Owner of England Airpark Property

England Airpark, located northwest of Alexandria, Louisiana, traces its beginnings back to 1939, when it served as an emergency airstrip for Esler Field, the regional airport serving the Central Louisiana area. However, as the possibility of war in Europe increased, the Army Air Corps leased the facility from the City of Alexandria. The airfield was named Alexandria Army Air Base.

Early in 1946, the base was placed in a standby status eventually being turned over to the City of Alexandria for use as a municipal airport. With the outbreak of hostilities in Korea, the base was reactivated as Alexandria Air Force Base in 1950. In June 1955, the base was officially named England Air Force Base in honor of Lt. Col. John B. England, who had been commander of the 389th Bomber Squadron at the base.

The facility was once again closed by the Department of Defense on December 15, 1992, and it began its transition to civilian reuse under the governance of the England Economic and Industrial Development District.

Working together, the Central Louisiana community has redeveloped the former military facility into a vibrant multi-modal commerce center and community. Located onsite are an international airport, numerous office and warehouse facilities, golf course, hotel, day-care center, retirement community, and general housing. England Airpark offers robust air connections, interstate highway connectivity, onsite rail and water access. An outstanding workforce, great amenities, Opportunity Zones and Foreign Trade Zone availability complete the development package.

.....

WHO: The England Economic and Industrial Development District is an independent political subdivision of the State of Louisiana.

WHAT: England Airpark is composed of approximately 4,000 acres. Located at England Airpark is Alexandria International Airport (AEX). A mixed use development, England Airpark has over 300 units of housing, 1.5 million square feet of commercial space. Aviation, transportation/logistics, manufacturing, education and childcare opportunities exist on site.

WHEN: The England Economic and Industrial Development District became the operator of the facility in 1993.

WHERE: England Airpark is located adjacent to the City of Alexandria in Rapides Parish, Louisiana. The property is located approximately 3 miles to the South of I-49 and 3 miles to the North of Hwy 28. Located in the middle of the state, England Airpark is Louisiana's transportation and business center.

WHY: The England Economic and Industrial District was created by the Legislature to acquire the property from the US Government and redevelop the former Air Base to enhance the regional economy.

RESULTS: England Airpark contains:

- 60 businesses employing 2,000 persons
- Over 300 occupied housing units

- 900,000 sq. ft. of space leased
- Alexandria International Airport – serviced by American, United and Delta airlines
- 50,000 air operations per year
- 340,000 passengers per year
- 5 Certified Industrial Sites
- Oakwing Golf Club - an 18-hole Championship Golf Course
- Satellite campus of Northwestern State University

Additional information is available here: <https://www.EnglandAirpark.org/>

2.2. Development Advisor

CSRS, Inc. (hereinafter CSRS) is a Louisiana corporation established in 1978 and is a leader in the delivery of civil infrastructure and vertical facilities serving public and private organizations across the southeastern United States. CSRS provides development advisory services, program management, architecture, engineering, planning, surveying, disaster-recovery services, grants management and fund-sourcing services.

The Owner has retained CSRS to serve as its Development Advisor for the tract of land discussed herein.

2.3. Private Entity

Private Entities who may be interested in this project include real estate development firms, financial firms and institutions, multi-family operators, as well as other commercial ventures. The Owner will consider any type of individual, firm, partnership, or joint-venture meeting the minimum qualifications set forth in this RFQ.

3. Development Opportunity

3.1. Description of Proposed Project

England Airpark is well-positioned to further activate and transform its property into a manufacturing, education, retail, housing, and entertainment destination. A development on the old hospital site property would be a sizeable multi-family development at England Airpark – a prime location for a new multi-family development in Central Louisiana, eventually to be enhanced with the potential of additional development.

3.2. Overall Project Goals and Objectives

The primary goals of the Property Development Initiative include:

- Fulfill a need in the market for multi-family housing.
- Create an attractive and alluring “first impression” for housing for potential individuals and businesses seeking to invest in the Central Louisiana market
- Enhance the value proposition of companies looking to locate at England Airpark
- Enliven the property by providing additional entertainment and quality-of-life amenities
- Repurpose the property and showcase the natural resources that make England Airpark unique
- Encourage retail, hospitality, recreation, and entertainment at nearby properties on and off the England Airpark campus.
- Utilization of local and/or disadvantaged business enterprises (DBE) throughout the development and/or construction process.

3.2.1 Design Objectives

- Designs should optimize proximity and access to the property, the airport, Interstate 49, and the high growth areas of Alexandria.
- Designs should afford appropriate drainage characteristics that do not adversely affect existing drainage characteristics of adjacent land.
- Design should be flexible enough to accommodate potential future refinements in function or service offerings.
- Design should incorporate pedestrian-friendly additions or improvements.
- Design shall comply with applicable codes and ordinances of the Owner.
- The Owner reserves the right to review and approve site design and building design elements to ensure consistency with the design intent of the surrounding development.

3.2.2 Construction Objectives

- Construction should have no adverse impact on surrounding properties or infrastructure.
- Construction should have no adverse impact on, or interruption to, existing facilities and/or events that attract visitors to the property.

3.2.3 Maintenance and Operations Objectives

- Maintenance and Operations activities should have no adverse impact on surrounding properties or uses.
- Maintenance and Operations of the improvements shall be the sole responsibility of the Private Entity.

3.2.4 Financial Objectives

- Private Entity must demonstrate the financial capabilities to fully fund the design, construction, operations, and maintenance of the proposed development.
- Private Entity is solely responsible for the feasibility of its proposed development. The Owner does not warrant the feasibility of development projects.

3.2.5 Other Objectives

- The Owner seeks Private Entity’s completion of the proposed development in the shortest possible time.

3.3. Anticipated Project Timeline

The following is the anticipated project timeline. The Owner reserves the right to amend this timeline as necessary.

Issue RFQ	June 2, 2021
RFQ Deadline	August 4, 2021
Selection	Q3 2021
Execution of Development Agreement	Q3 2021
Commence Design Phase.....	Q4 2021
Commence Construction Phase.....	Q3 2022
Complete Construction.....	Q4 2023
Initiate Operations.....	No later than Q4 2023

4. Subject Parcel (See Attachment 1)

4.1. Existing Conditions on Subject Parcel

The Owner will deliver the Subject Parcel to the Private Entity in an “As Is” state.

The Owner will consider variances or warrants to local zoning codes as needed.

The Developer or Private Entity will need to include demolition of any existing structures, including the former hospital and related buildings, and preparation of the site.

4.2. Anticipated Improvements surrounding Subject Parcel

There are numerous ongoing industrial, commercial office, residential, mixed-use, and adaptive re-use developments surrounding the property.

Current and Future significant development projects being considered near the property include:

- Walkways and trails with improvements for pedestrian connectivity from the airport, the golf course, and other nearby residential communities to the existing land uses and proposed improvements.
- The Owner is planning a refurbishment of the landscaping to accommodate views and access for the residents to the golf trails and walking trails.

4.3. Limitations and Special Considerations

Preliminary limitations and special considerations regarding Subject Parcel are discussed below:

- Responses are limited to those focusing on multi-family developments.
- Include visual improvements to the walkable paths while maintaining safety.
- The design shall include amenities, outdoor patios, and seating areas.
- The building(s) must be located within the 8+ acres dedicated for this development, and may include traffic and roadway improvements.
- The Owner will entertain a long-term lease with multiple renewal options. The Owner is not authorized to sell the land discussed herein.
- The design shall include outdoor components of no less than 500 square feet.
- If design is a multi-story development, design should not exceed three (3) stories.
- The design should be innovative, upscale and contemporary with a mix of one, two and three-bedroom units. (See Attachment 2)

5. Responding to this Request for Qualifications

Private Entities with appropriate qualifications, experience, financial capabilities and history of executing similar projects are encouraged to submit Qualifications in response to this RFQ. At the time of selection, the Private Entity will be asked to submit a Twenty-Five Thousand Dollar (\$25,000.00) deposit. If not chosen, the Private Entity will receive a full refund of its deposit. If chosen, should negotiations cease due solely to bad faith and effort on the part of the Private Entity, the deposit will be forfeited to the Owner. Once negotiations successfully conclude, the deposit will be refunded to the Private Entity.

5.1. Selection process

The England Authority will review and evaluate Qualifications submitted in response to this RFQ. The evaluation will be based upon information submitted, information obtained by Owner from independent sources, and formal presentations, if any are requested.

To qualify for review, proposal submissions must comply with the requirements stated in this RFQ; however, the Owner reserves the right to accept or reject any proposal submission.

5.2. Selection schedule

Adherence to the following selection process schedule is anticipated. The Owner reserves the right to amend this schedule as necessary.

Issue RFQ

Pre-submittal Conference Call (via Zoom) - 10:00am CST
Deadline for written questions from prospective Private Entities
Final RFQ Addenda release (if needed)

June 2, 2021

June 16, 2021¹
July 21, 2021
TBD

Responses due by 5:00pm CST

Announce Shortlist of Private Entities (if needed)
Interview (if needed)
Selection

August 4, 2021

TBD
TBD
Q3 2021

5.3. Pre-Submittal Conference Call

A conference call will be conducted at 10:00 AM local time on the date listed in Section 5.2 to discuss the proposed project and the selection process. Questions may be posed during this call, but any questions must be preceded by or followed up in writing in order to be considered for official response in an Addendum. Participation in this conference call is optional, but it is highly encouraged.

5.4. Addenda

Written addenda may be issued by the Owner prior to the deadline date listed in Section 5.2, supplementing, modifying or interpreting any portion of the RFQ. No information, verbal or written, from any other source is to be considered by prospective Private Entities. To ensure you receive the Addenda, please email the David Broussard, Deputy Director of England Airpark, at dbroussard@englandairpark.org.

6. Proposal Submittal Requirements

Qualifications submitted in response to this RFQ should comply with the format, and contain the information, presented below to be considered for review. Failure to comply will hinder the Owner's ability to compare submittals accurately and fairly. Failure to comply may result in disqualification.

Qualifications are to be bound and printed on standard 8.5"x11" letter-sized paper, one-side only. Content of TABS 2 through 6 below are subject to a forty (40) page maximum. All text, pictures, photographs, charts, graphs, tables and other information that the Private Entity deems appropriate for review is to be included in the forty-page maximum page limit. Front and back covers, tab dividers, the cover letter, table of contents, and key personnel resumes are not included in the forty-page limit.

Submit ten (10) bound hardcopies plus one unbound original (clearly marked ORIGINAL on cover). The original hardcopy cover letter must contain original signature(s) of Officer(s) with authority to legally bind the Private Entity. In addition, Private Entity shall submit an electronic copy of the entire proposal on a standard USB flash drive device (as one single Adobe PDF scan file, locked to prevent editing).

Required components of the proposal follow. TABS do not count towards total page count. Do not include any other sections, TABS or related information:

¹ Respondents wishing to attend the Pre-Submittal Conference Call may request the meeting invite link by electronic mail from dbroussard@englandairpark.org.

Front Cover

TAB 1: Cover Letter

Table of Contents

TAB 2: Private Entity Background and Team Information	Forty (40) pages maximum
TAB 3: Technical Capability	
TAB 4: Financial Capability	
TAB 5: Relevant Experience and References	
TAB 6: Approach and Schedule	

TAB 7: Resumes of Key Personnel

Back Cover

6.1. TAB 1 – Cover Letter

A cover letter signed by an Officer(s) of the proposed Private Entity (with authority to legally bind the Private Entity) affirming understanding of the opportunity and confirming Private Entity’s specific interest in proceeding, if invited, to the negotiation phase. The cover letter should also clearly identify the Contact Person, if the Contact Person differs from the executing Officer.

6.2. TAB 2 – Background and Team Information

Description of Private Entity: Provide a corporate description of the Private Entity, and the anticipated legal relationship (governance and capital structure) for the proposing Private Entity. Include in the description of the Private Entity, the year founded, description and approximate value of real estate developed and currently under control, number of employees by function, and an organizational chart. All equity investors should also be identified.

Role of Private Entity’s Key Personnel: Briefly outline the roles of the key personnel for the Private Entity proposing.

Controlling Interest: Identify the individuals or companies who hold more than a 15% interest in the Private Entity proposing.

Anticipated Advisors: Identify the companies and individuals who are anticipated to act as legal, financial, or other advisors for the Private Entity proposing.

Contact Person: Provide a single contact person for all future communication with the Owner. Disclose the contact person’s name, title, organization, address, telephone number, fax number, and email address.

6.3. TAB 3 – Technical Capability, Relevant Experience, & References (20 points)

Development Experience: Identify the entity or entities who are anticipated to manage or perform the development activities on behalf of the Private Entity. Demonstrate specific qualifications and experience with similar multi-family developments, including the ability to efficiently deliver housing projects of same or similar nature as that anticipated for this project. Project descriptions should include capital budget information and deal structure. Experience with small scale developments under 200 units would be attractive.

Design Experience: Identify the entity or entities who are anticipated to design the project in accordance with the Owner’s Design Objectives as discussed in Section 3.2.1 herein.

Construction Experience: Identify the entity or entities who are anticipated to construct the project in accordance with the Owner’s Construction Objectives as discussed in Section 3.2.2 herein.

Maintenance and Operations Experience: Identify the means, and the entity or entities who are anticipated to maintain and operate the project in accordance with the Owner’s Maintenance and Operations Objectives as discussed in Section 3.2.3 herein. An integrated development and property management firm would be attractive.

References: Include complete contact information of appropriate references having direct involvement and knowledge of referenced projects. At a minimum, please identify three (3) references.

6.4. TAB 4 – Financial Capability (40 points)

Demonstrate that Private Entity has available the appropriate financial resources to complete and maintain all aspects of the Project for the entire term of the agreement or demonstrate Private Entity’s capability to secure financing for same. Bond and HUD financing experience is a plus.

Upon selection and negotiation, the Private Entity will be asked to provide copies of audited financial statements for the past three (3) years and any other relevant financial information. If audited financial statements are not possible, provide sufficient financial information to demonstrate Private Entity has the financial resources to successfully execute a project of this nature and scope. Factors that will be assessed, in addition to the requested financial statements, include:

- Available financial resources;
- Capability of raising debt and equity in the current capital market;
- The number and size of recent, similar transactions;
- Specific experiences on recent, similar transactions;
- Financial pro forma for proposed project(s); and
- Need for any financial incentives from the Owner.

6.5. TAB 5 –Proposed Project Details (20 points)

Describe in sufficient detail to permit reasonable evaluation of your proposal, the following:

- The proposed project including building design, accessory structures, landscaping and any other amenities of the project.
- Benefit of your project to England Airpark, Alexandria, and Central Louisiana.
- Proposed financial arrangement with England Airpark – ground lease, revenue share, fixed fee, etc.
- Total square footage of the project (estimated).
- Total square footage of porches, patios, courtyards, green spaces, landscaping plans, playgrounds, grilling area, pool, outdoor activities, pet park, and any other amenities relevant to the project (estimated, if and to the extent known).
- Total estimated investment in the project.
- Total estimated number of acres or square feet of property needed for this project.
- Number of full time employees estimated to be associated with the project.
- Estimated number of construction jobs.
- Number of part time employees estimated to be associated with the project.
- Estimated payrolls (not including benefits) associated with the project.

6.6. TAB 6 – Approach and Schedule (20 points)

Provide a description of the anticipated project, including the Private Entity’s approach and schedule. Discuss how proposed Private Entity contemplates achieving the project’s objectives, and the anticipated durations involved:

- Provide a description of how the proposal will enhance the property.
- Include a proposed Project schedule/timeline depicting key milestones, durations, and dependencies, and identify anticipated delivery date for the proposed project.
- Provide any other relevant documentation necessary to articulate the Private Entity’s ability to envision and achieve the Owner’s goals and objectives.
- It is acknowledged that such an approach and schedule is subject to revision or refinement during subsequent phases of the selection and/or project delivery process.

6.7. TAB 7 – Key Personnel Resumes

Provide resumes of key personnel proposed to work on the project. Where applicable, indicate personnel’s involvement in specific projects referenced in proposal under Relevant Experience (TAB 5).

6.8. Submittal Instructions

Deliver hard copies of Qualifications and flash drive in a sealed box to the address below before 5:00 pm local time on due date listed in Section 5.2:

**England Airpark Authority
c/o Kate Wells
1611 Arnold Drive
Alexandria, LA 71303
(318) 427-6405**

Any communications regarding this RFQ shall be via electronic mail to the Development Advisor at derek.fitch@csrsinc.com or David Broussard, Deputy Director of England Airpark, at dbroussard@englandairpark.org.

7. Disclaimer

Any representations or statements made within this RFQ shall not be considered a contractual obligation by the Owner and the Private Entities shall not be entitled to rely upon them. The Owner reserves the right to reject any and all submittals and to identify and select the Private Entity which the Owner, in its sole and absolute discretion, deems most qualified.

The respondents shall be solely and totally responsible for all costs associated with responding to this RFQ, and the Owner accepts no responsibility with regard thereto. Submissions will become the property of the Owner.

The Owner reserves all rights available to it by law in administering this RFQ, including without limitation, the right, in its sole discretion, to:

- Reject any or all submittals at any time;
- Terminate evaluation of any or all submittals at any time;
- Suspend, discontinue and/or terminate negotiations with any Private Entities at any time prior to the actual authorized execution of Private Entity Agreement;
- Negotiate with a Private Entity without being bound by any provision in its submittal;
- Accept and review a nonconforming submittal;
- Request or obtain clarifications, revisions or additional information from any source;
- Issue addenda to and/or cancel this RFQ;
- Issue a new request for qualifications;
- Decline to financially participate in a proposed Project;
- Extend any deadline or time;
- Waive or permit the correction of minor or technical deficiencies or irregularities in a submittal of this RFQ.

This RFQ does not commit the Owner to enter into a contract. In no event shall the Owner be bound by, or liable for, any obligations with respect to a Project until such time (if at all) as a Private Entity Agreement, in form and substance satisfactory to the Owner, has been executed and properly authorized, and then only to the extent set forth therein.

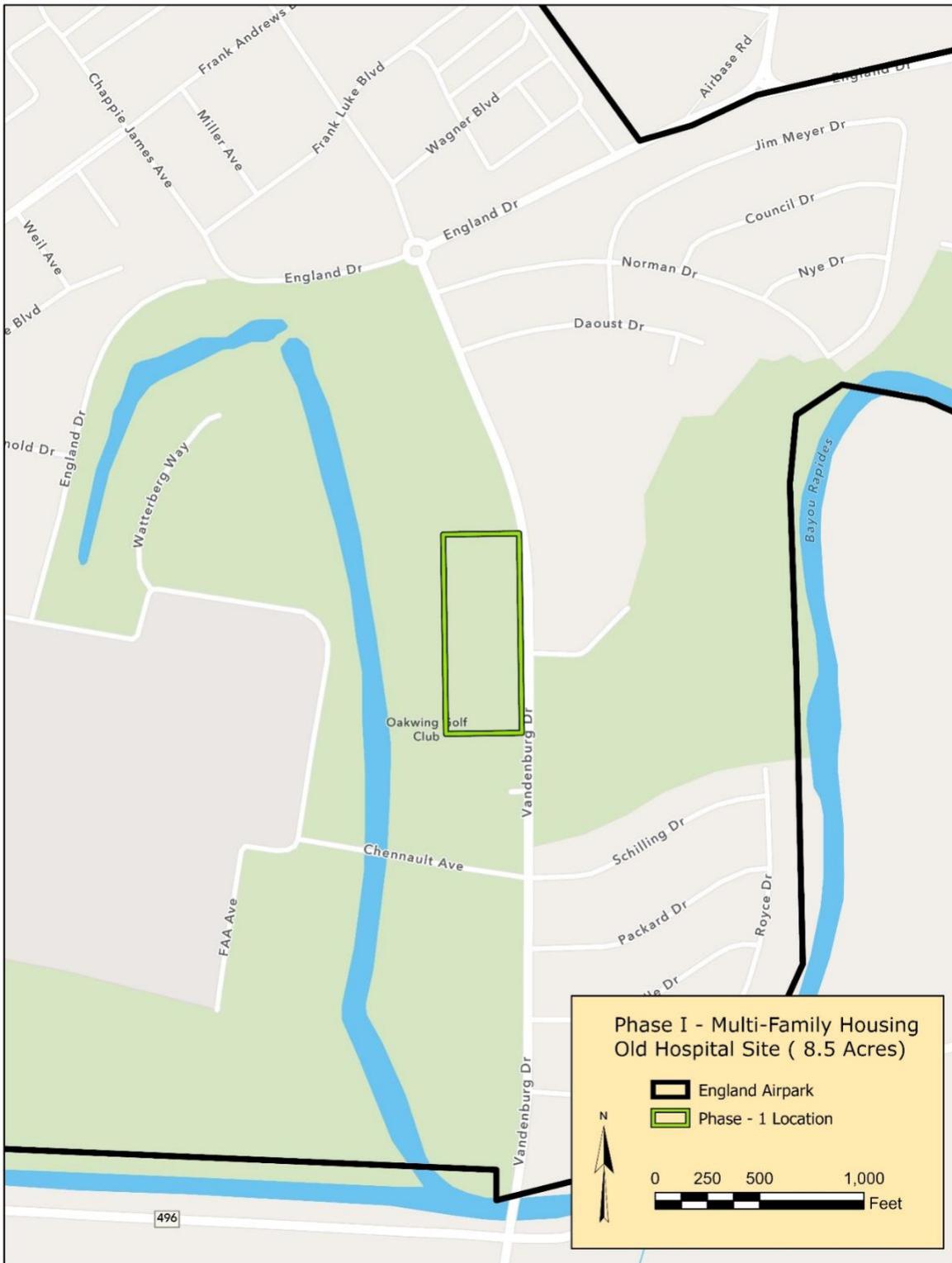
Under no circumstances shall the Owner be liable for, or reimburse, the costs incurred by Respondents, whether or not selected for negotiations, in developing submittals or in negotiating agreements.

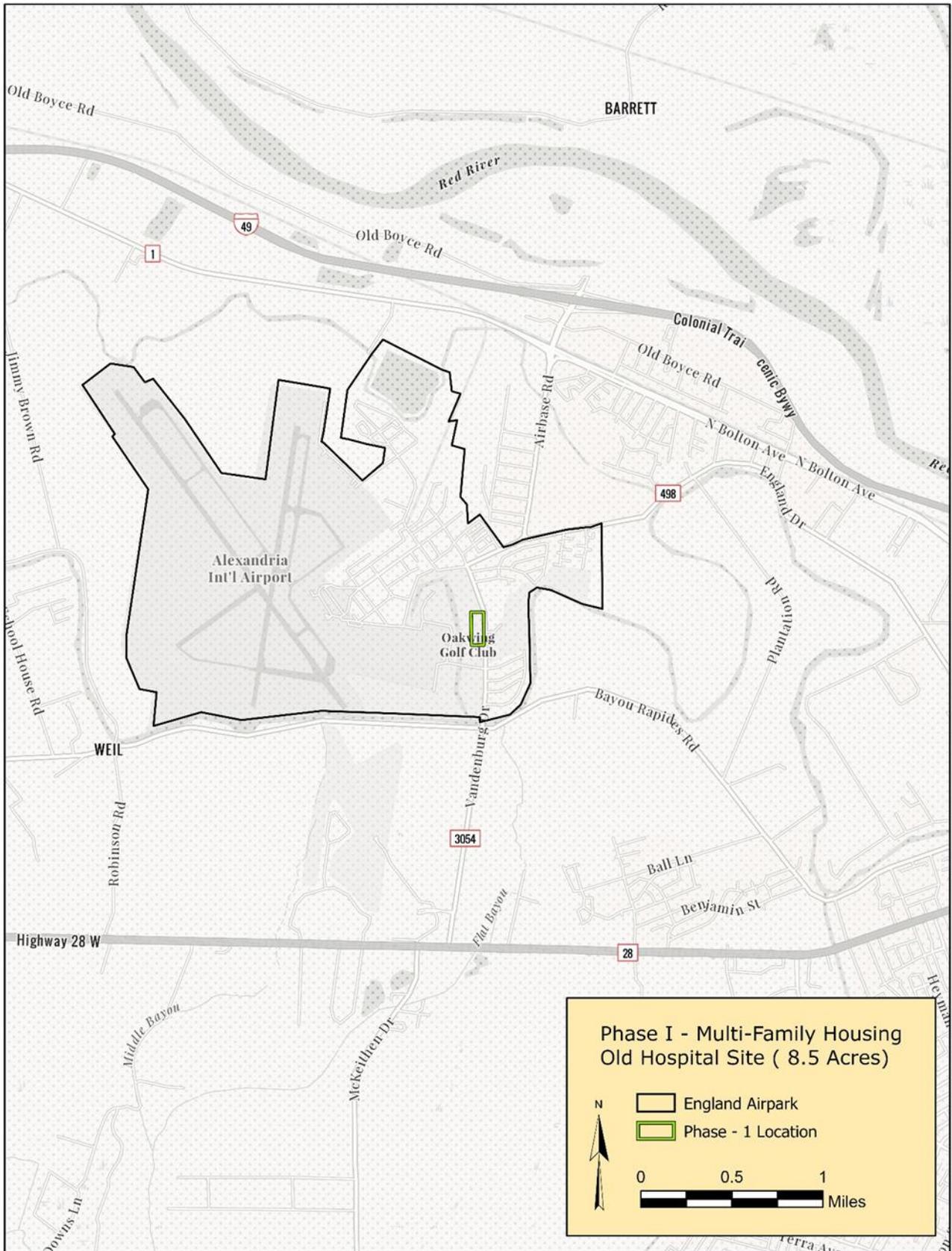
Each Respondent, by submitting qualifications, thereby accepts all risk of adverse public notice, damages, financial loss, criticism or embarrassment that may result from any disclosure or publication of any material or information required or requested by the Owner in connection with the submission of qualifications. In submitting qualifications, the Respondent expressly waives, on behalf of itself, its partners, joint venture members, officers, employees and agents, any claim against the Owner, and their respective officers, employees and development advisors, for any damages that may arise therefrom.

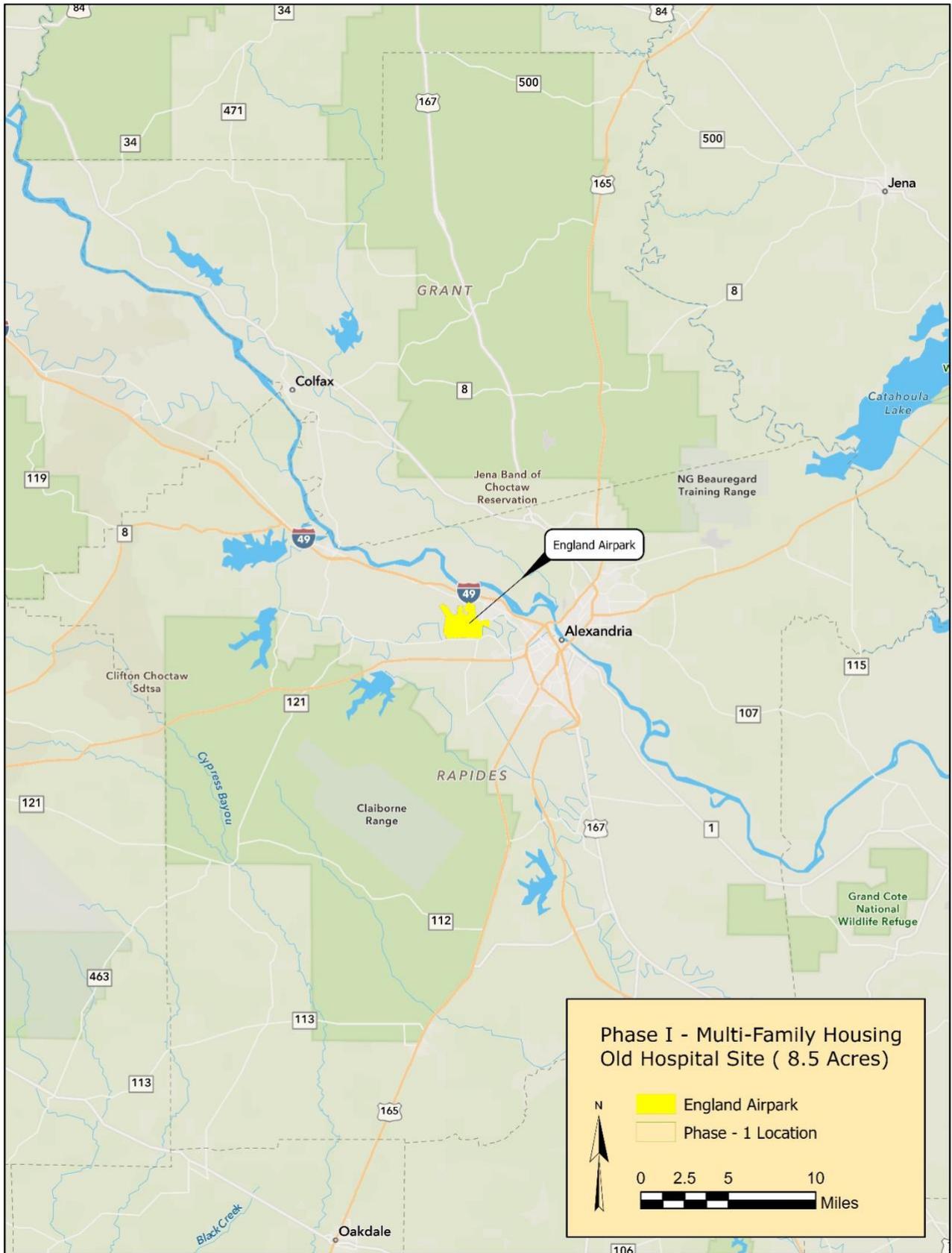
Any and all information the Owner makes available to Private Entities shall be as a convenience to the Private Entity and without representation or warranty of any kind.

---END OF RFQ---

Attachment 1 – Site Map and Context (see pages 12-14)







Attachment 2 – Architectural Design Concepts

