



Request for Qualifications and Proposals
Prime Developer
4700 Rainbow Blvd. Development
City of Westwood, Kansas

Issued: July 15, 2024

Proposal Reference: 4700 Rainbow Blvd. Development RFQ/P

Responses Due: August 23, 2024

Emailed digital responses detailed in this solicitation will be received by the City until 5pm CDT according to the schedule outlined within.

Issued by: The City of Westwood, Kansas

Procurement Contact: Leslie Herring
City Administrator
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Request for Qualifications and Proposals for 4700 Rainbow Blvd. Prime Developer

The City of Westwood, Kansas (the “City”) is seeking qualified partners to serve as a prime developer (“Developer”) to provide planning, design, public engagement, acquisition, financing (in full or in part), and possibly construction services for a commercial, mixed-use, and/or residential development with municipal facilities (collectively, the “Development”).

The City is seeking input from respondents to help enhance the existing understanding of what is economically feasible as the City considers any future Development. With that in mind, creativity and alternative suggestions for any possible Development are welcome.

About Westwood.

The City of Westwood is the nearest point in Johnson County, Kansas, to many of the Kansas City metropolitan area’s urban amenities including, employment centers, shopping districts, cultural facilities, working, shopping, and entertainment districts. The City is one-half square mile in area and is nestled in between Shawnee Mission Pkwy., State Line Rd., and the Wyandotte (Kansas City, Kansas) 47th St./County Line Rd. The City is a short walk to KU Medical Center; the Volker, Westport, and Plaza neighborhoods of Kansas City, Missouri; as well as Loose Park and the University of Missouri-Kansas City. Westwood is home to just under 2,000 residents, the KU Cancer Center, Club Woodside and the shops at Woodside Village, and Westwood View Elementary School, in addition to nearly 100 businesses.

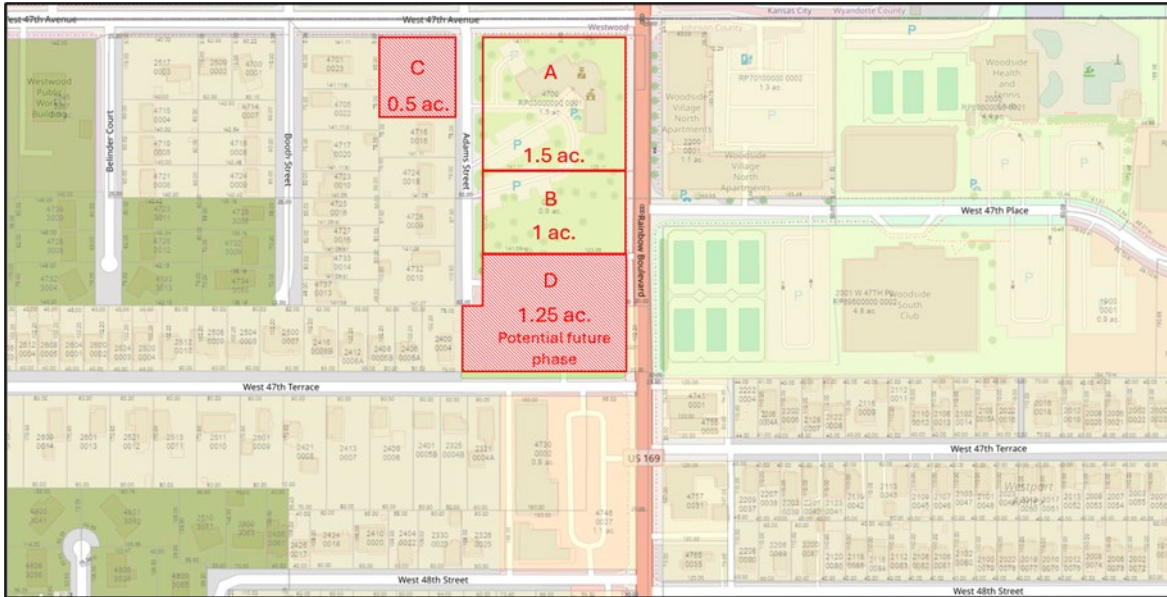
Due Diligence and Work Completed to Date.

Over the course of the last 10 years, the City has undertaken significant work in planning for the future. Much of this work is reflected in the following studies and plans, all of which are available at the City’s website or upon request. The City encourages respondents to familiarize themselves with these plans and studies, as they provide valuable insight on previous planning efforts, space and facility needs, public opinion and input, and financing considerations.

- [The 47 Redevelopment Planning and Work \(47th Street between Rainbow Blvd. and Mission Rd.\)](#)
- [2015 Urban Land Institute \(ULI\) Technical Assistance Panel Study](#)
- [2017 Comprehensive Plan](#)
- [2021 Reimagine 47th Place Complete Streets Plan](#)
- [2021 Urban Land Institute Technical Assistance Panel Study](#)
- [2022 \[Comprehensive\] Update of City Zoning Ordinance, including 47th St. Overlay District](#)
- [2022 City Facilities Assessment and Feasibility Analysis](#)
- [2022 Economic Development Policy Update](#)
- [2023 Communities for All Ages Recognition](#)
- [2023 Approval of Redevelopment of 5000 Rainbow Blvd.](#)
- [2024 Reimagine Rainbow Complete Streets and Traffic Management Plan](#)
- [2024 New Feature Park Design](#)



Site Diagram and Ownership Information.



In the Site Diagram, the areas marked as “A” and “B” are owned by the City of Westwood and would be available to the Development through approval of the City Council. The area marked as “C” is owned by the Westwood Foundation, a not-for-profit entity affiliated with the City, which has joined in this RFQ/P. The area denoted as “D” is owned by another non-profit/public partner and may be considered by responders as a possible part of the Development, subject to approval by such owner. Other properties may or may not be available as well, and the City encourages respondents to consider a range of possibilities, both limited and expansive.

Contact with staff, officials, or representatives of any of the sites (C and D included) in this RFQ outside of this process may be grounds for elimination. The owner of Site C and Site D are represented on the RFQ/P review committee.

Property Information (Refer to Site Diagram).

Site A.

- Ownership: City of Westwood
- Existing City Hall; 1.5 acres
- Current zoning (City is amenable to a rezoning request): Commercial – Office (C-O).
- City services currently housed on-site include:
 - Administration (City Administrator, City Clerk, Building and Zoning, Municipal Court);
 - Police (Including but not limited to vehicle bay, offices, records and evidence storage, holding cells, fleet vehicle parking);
 - Community Room and kitchen available for rent and also used for official public meetings (including by neighboring communities of Westwood Hills and Mission Woods);
 - City Council chamber;
 - Stiles Art Gallery.



Site B.

- Ownership: City of Westwood
- Vacant parcel partially occupied by surface parking for City Hall; 1 acre
- Current zoning (City is amenable to a rezoning request): Commercial – Office (C-O).
- Parcel is currently used as publicly accessible green space, although not advertised nor programmed.

Site C.

- Ownership: Westwood Foundation
- Vacant parcels; .5 acres total
- Current zoning (City is amenable to a rezoning request): Residential (R-1)
- Parcel is currently unused either formally or informally.

Site D.

- Ownership: University of Kansas Hospital Authority
- Occupied medical offices; 1.5 acres
- Current zoning (City is amenable to a rezoning request): Planned Commercial – Office (CP-1)
- Building is currently occupied by the following medical service providers:
 - KU Dental Associates;
 - Sleep Disorders: Westwood;
 - Office space for various KU Health System administrative functions;
 - Fresenius Kidney Care (Dialysis Center)(for profit tenant).

Additional Sites.

- Other sites may be available
- Respondents are encouraged to consider a range of possibilities

City Right-of-Way

Adams Street could be considered for inclusion or reconfiguration, as required, to accommodate the redevelopment, so long as any remaining properties maintain access or are included/assembled for said redevelopment purposes.

The Adams Street right-of-way connecting to 47th Street and currently providing access to Sites A – D is approximately .5 acres total.

Funding and Incentives.

Although respondents should consider the extent to which they may desire or rely on financial incentives (including but not limited to tax increment financing (TIF), community improvement districts (CID), and industrial revenue bonds (IRB)), the City Council has indicated that it will give a strong preference to Developers who either do not require such incentives or that would be in a position to allocate all or a portion of such incentives to the City for public uses (including a new



City Hall). The City's recent history reflects that these projects can be successful with the right private sector partner.

The City is currently exploring other options with its financial and legal advisors (such as reinvestment housing incentive districts (RHID; but only with respect to any housing component of the Development), community development block grant (CDBG; but only with respect to certain public infrastructure associated with the Development), and the Bipartisan Infrastructure Law (IIJA/BIL) and Inflation Reduction Act (IRA) programs aimed at offsetting costs to creating resilient public infrastructure to determine possible financing approaches. Respondents should present information regarding their familiarity and experience with development incentives and governmental grant programs, and respondents are encouraged to suggest additional options or opportunities. The outlook on establishing appropriate financing structures is positive with public incentives potentially aiding in reducing the investment required for the proposed Redevelopment infrastructure / parking costs.

Development Direction and Considerations.

City Facilities.

Located on the southwest corner of 47th & Rainbow, the current City Hall is in need of significant repair and replacement of major facility assets. The building is 30+ years old and most of its systems and materials are original to the building and are beyond their useful life. The building is also outdated by modern professional policing and administrative service delivery standards and has many deficiencies relating to modern building code, efficiency, and accessibility standards.

[A full facility assessment and feasibility analysis was conducted by Multistudio in 2022 and is available via this link to the City's website.](#) This 2022 Facilities Study contemplated multiple scenarios where City Hall would be renovated in its existing location/footprint, where it would be replaced elsewhere adjacent to – or otherwise reincorporated into – its current location, where it would be relocated to an entirely new site within the City, and/or where the Police Department is separated from City Hall, each having its own facility. As of the issuance of this RFQ/P, the City does not have a strong preference for any one scenario evaluated within the Facilities Study. The City expects to determine the ultimate disposition of City Facilities with the aid of the selected Developer.

Supporting Development.

Other portions of the Development should complement and serve the area as the north gateway to the City. Being located on two prime commercial corridors (47th Street and Rainbow Boulevard), the City desires a mix of uses that would support a diversified tax base for the City, as well as provide financial, quality of life, social, and reputational benefits to the community. The City encourages creativity in this regard, and responders are encouraged to consider, among other things:

- Retail;
- Restaurants;
- Housing (medium to high density; apartments; condos; townhomes; row homes, etc.)
- Civic gathering spaces; and
- Other uses that support a diversified tax base, while meeting community needs and desires as described in the above-referenced historical planning documents.



The City expects that the Developer will conduct or will have conducted appropriate market, financial feasibility, and economic impact studies to determine the market opportunities for the Development and to support the mix of uses ultimately established in cooperation between the City and the Developer.

Given the gross area of the City of Westwood’s geographic jurisdictional boundaries—which is currently occupied by properties exempt from taxes—the City expects that no portion of the site nor tenants will be exempt from taxes except for those portions of the site occupied by City Facilities.

The City is a gold-level “[Community for All Ages](#)” and places value on environmental design and sensitivity, the preservation of mature trees where possible, inclusive design, and diversity in all forms, including housing.

Developer Scope of Services.

The City anticipates entering into an agreement (“[Agreement](#)”) with a firm to serve as the “prime” Developer of the Development. Under the Agreement, the Developer will be expected to commit to the acquisition, design, construction, and operation of all or a subset of the Development that meets the required specifications. The Developer may propose to self-construct or to engage multiple development partners, each bringing their specialized expertise.

The chosen Developer should have the ability and experience to help the City diversify its governmental revenue sources, accommodate and accelerate capital project schedules, and maintain and enhance the City’s competitive position. The Developer would be requested to act on the City’s behalf to plan, finance and execute all, or to propose a subset of the redevelopment components, including City Facilities and a supporting development. Developers should demonstrate knowledge of municipal facilities and needs, infrastructure systems, a successful track record of local government partnerships, and a commitment to partner with the City for a seamless and collaborative experience.

Developers are to have experience and expertise in municipal and/or mixed-use project financing, development, design, and construction as well as experience working with multiple property owners in order to assemble properties for a cohesive Development. At the initial stage, respondents may identify their intention to bring additional partners to the Development without the need to identify such potential partners. (As an example, a respondent could say, “We believe the project needs a strong housing component, but we are a commercial developer. We regularly partner with three firms specializing in residential development and plan to bring one of those three to the Development.”). Developers should have developed at least two other comparable or relevant projects within the past ten years.

Submission Requirements for RFQ/P.

Submittals must include the information provided in the section below. All the listed items should be addressed completely and should follow the order and format in which it is listed below. Please label sections according to the breakout below:



Executive Summary.

Provide highlights of the submittal materials and reasons your firm or team should be selected to move to the shortlist.

Developer Information.

Describe the role of each individual within the Developer firm or team and the composition, legal form, and organizational structure of the Developer team. Joint ventures should provide all requested information on all partners as well as each member entity or individual.

- Provide identification, role and experience of key personnel in each area of expertise proposed for the Development.
- In the case of joint ventures, provide a description of the member firms' experience working together on prior projects.
- Provide a listing of the present workload and capacity of the Developer or each firm on the Developer team.

Development Experience and References.

Provide project history for a minimum of two (2) and a maximum of five (5) comparable projects by the Developer that meet the minimum qualifications requirements. Public-private partnerships are strongly recommended as qualifying experience. The information must include:

- Project name and location.
- Photographs of the project.
- Name, address and telephone number for project owner, owner's project manager and/or owner's contact person on the project.
- Description of the project, project budget and schedule.
- Role and listing of services provided by the Developer team members.
- Name, title and role of key personnel used to perform services.
- Project design and delivery method used.
- Project cost versus budget.
- Breakdown of sources and uses, including the value of any incentives provided by the public sector. Provide a description of the tools utilized and their total value to the project (in present value or over time, please specify).
- Construction manager and general contractor on the project.
- Listing of claims, which impacted owner and the resolution of those claims.
- Operating plan/structure including management, marketing, and maintenance.

The City will evaluate client references with respect to overall satisfaction, timeliness, communication, responsiveness, and technical and financial capabilities with respect to the design and build phases of the referenced projects.

Financial Capability.

The ability of the Developer to readily finance the Development is paramount to the qualification review. Developers must demonstrate financial capability and provide appropriate documentation on the same. Letters from lending relationships stating lines of credit or history with similar projects are also recommended. Evidence that prior projects were readily financed with Developer



equity and debt is also helpful. If Developers require that certain financial records be kept confidential, please advise the City prior to RFQ response so that the City may determine if information may be provided to the City's financial advisor for a summary review.

Contractual Arrangements.

Provide the City with any form or contract the City may be requested to sign.

Other Information.

Submit such other information as may be appropriate, such as brochures, reports, or other project information. Such information should be limited to information specifically related to qualifications. General marketing brochures and extraneous materials are strongly discouraged.

Developer RFQ Evaluation Criteria.

The shortlisting of a Developer will be based upon qualifications, comparable prior experience, and a brief video conference interview. Development project proposals will only be received from shortlisted Developers at that stage of the process. After receipt of the RFQ responses, the City will designate a final list of one or more Developers to provide a proposal (as set forth in the next section). All qualified Developers may not make the shortlist. Only the top ranked Developers will move forward to the next proposal stage. RFQ review criteria include the following:

- Ability to meet the City's objectives as described in the RFQ.
- Developer team experience on similar projects.
- Qualification and ability of Developer team members to perform their respective roles.
- Reported integrity in prior similar negotiations.
- Developer team chemistry, including experience working together on prior projects.
- The financial capabilities of the Developer or team.
- Other factors deemed relevant by the City.

Shortlisted Developer Proposal (RFP) Requirements.

For those shortlisted to the RFP stage of the process, the following additional items are likely to be required, however, the City may modify the requirements based upon the RFQ review. Please identify sections according to the order and breakout below:

Executive Summary.

Provide highlights of the submittal materials and reasons your firm or team should be selected. This summary should also establish the Developer team's vision and plan for executing the Development project.

Proposed Development Plan.

Developers are requested to provide a conceptual development plan, with stage appropriate site plans, proposed layouts, and conceptual renderings. The City would not require plan elements to necessarily be detailed as to users, exact square footage or location, or design, but plans should provide the City with a good idea of the nature of the proposed Development, the general mix of uses and locations, and Developer's design and site layout philosophies. The Development plan



should present an understanding of the site's opportunities and constraints, and the development program best suited for the site. The development plan must include at a minimum, the following:

- Narrative description of the Respondent's vision for the project.
- How the development plan addresses the City's vision, goals and requirements addressed in this RFP.
- Proposed development program, predicated upon Developer's understanding of the market and past redevelopment study of the area including the 2022 City Facilities Study (City understands the forthcoming Developer-issued market, financial feasibility, and economic impact study will influence final mix of uses).
- Description of the design/construction quality of the Development project including mixed-use elements, parking garage(s), and overall site/public infrastructure amenities.
- Summary of costs associated with proposed site.
- Proposed planning of infrastructure costs.

Respondents must submit at least one (1) but not more than three (3) proposed conceptual site plans and building renderings. The site plan(s) and supporting graphics must portray the layout, the visual character of the proposal design, and the relationship to adjacent properties, as well as a narrative that explains the concept and organizing principles.

Important Note: No award to a proposer pursuant to the RFP Selection Process shall be construed to confer any design approvals on the successful proposal.

Financial Proposal.

The Respondent must submit the following information. This information will be considered the minimum content of the financial proposal.

- Financial Plan and Transactional Instruments – Respondents shall provide a description of its strategy for financing the Development project on both a short- and long-term basis including anticipated financing terms and costs, discussion of the risks and benefits of the structure, long term outlook for Development project financial viability, and why this strategy is the most advantageous to the Respondent and the City. Proposals will address timing for execution of financing, and financing closure.
- Redevelopment Project Pro Forma – Respondents must provide a complete Development project Pro Forma model. The Respondent Pro Forma must detail the development scope, Redevelopment Project financing (including various financial assistance, as applicable), and capital events. The Pro Forma should include a cash flow statement detailing the pre-development and construction period cash flows from Development project commencement through completion, including but not limited to:
 - Development costs;
 - Redevelopment Project funding draws/payments;
 - Required City or public investment;
 - Anticipated fees and income that the Respondent, its partners, and affiliates receive from the Development project should be clearly shown by amount, phase of development, and product type.
- Respondents shall provide evidence of Developer's financial capability via audited financial statements, balance sheets and other collateral showing ability to access any



proposed debt and equity for the Development Project. Again, please mark any items “confidential” in your proposal that you believe should be held as confidential. If statements have not been independently audited, please state this fact.

- Developer shall provide a ten-year projection of income and expenses for the proposed Development components that can be then tied to supportable financing, internal rates of return and other financial measures.

To the extent not incorporated into the above requirements, Developer shall provide a proposed financing plan, showing:

- The amount of equity proposed from the Developer, by equity source. If the equity is to come from sources beyond the principals of the Developer team, the equity sources (name, address) should be named. If these sources are not firm, the Developer should describe the situation with respect to accessing equity and the timing necessary to receive an equity commitment. The Developer should provide documents showing evidence of the existence and availability of funds for Development equity, if available, from the Developer or other equity sources. Please mark any items “confidential” in your proposal that you believe should be held as confidential.
- The amount of debt to be issued by the Developer or team, the assumed loan terms, and the source of that debt. If the source of the debt is unconfirmed, please list at least two banks that have relationships with your firm that will be sought to fund the debt. Provide letters of credit or other evidence of a relationship with lenders.
- Any incentives requested, by component and phase, calculations for their present value and the basis for the request. The method by which incentives are provided is not requested. However, any discussion of methods that the Developer has used or suggests is welcome.
- A summary of the Development’s value versus the Development’s cost, by component and phase (if applicable), and resulting financing. Please show the proposed capital stack and how any financial feasibility gap is determined.

Proposed Public Engagement Plan.

A robust public engagement plan is critical to the success of the Development project. Respondent must include at least three (3) examples of successful neighborhood engagement in previous projects. A multi-channel outreach strategy that informs the community and gathers meaningful input from the neighborhood is required. The strategy must include both traditional (e.g. focus groups, print materials/project displays, and interactive events) and online (e.g. project website, social media campaigns, online surveys, and interactive digital tools) engagement methods. Respondents should demonstrate creative ways to meaningfully integrate public input into the ultimate development plan. Further, a successful public participation plan will be transparent about limitations or challenges and explain decision-making processes and will publicly report on how feedback is being considered and addressed throughout the project’s development.



Development Project Schedule.

Respondents must submit a Development project schedule, detailing the duration (in number of months) and dates for key milestones beginning at initial selection through opening and occupancy of the Development project (and portions thereof). The Development project schedule must clearly distinguish activities and events which are specific to each phase of development if multiple phases are proposed. Respondents must identify the anticipated time required for each governmental approval, as well as the schedule for public financial assistance and magnitude, as applicable.

Communication Plan.

Respondent's procedures for communication between Respondent, City, and other stakeholders and property owners which may be included in the Development, including overall processes and plans for coordinating activities between these entities. Such plan should and set out the procedures for scheduling, coordinating, and conducting meetings with the City and other stakeholders and property owners. The aim of this plan should be to achieve the optimum balance of decision-making meetings versus allowing time to complete tasks.

Operating Plan.

Developer shall outline the proposed operating plan, including the management, marketing, and maintenance of the facilities.

Risk Management Plan.

Respondent's approach to identification, management, mitigation, and allocation of the Development project specific risks. Respondents should develop their risk management plan based on lessons learned and best practices from past experience designing, building, and maintaining similar structures. Further, Respondent's fundamental approach to risk management should be in close coordination and transparency with the City and other potential developers within the Development (if any) at all phases of the Development project.

Development Project Controls Plan.

Respondent's approach to the design and construction phases of the Development project. The Development project controls plan should detail how schedule, cost, performance measurement, and reporting will be monitored and controlled. Throughout all phases of the Development project, Respondents are expected to work collaboratively with the City, other stakeholders and property owners, and other developers within the Development (if any) to implement monitoring and controlling processes that deliver timely, consistent, accurate, and transparent reporting.

Developer RFP Evaluation Criteria.

Developer RFP evaluation criteria include the following (not necessarily in this order, or with any having more importance than another):

- Prior RFQ evaluation criteria;
- Proposed development plan;
- Proposed communication and public engagement plans;



- Development project schedule/timeline;
- Proposed risk and quality management, Development project controls, and communication plan;
- Proposed operating plan including facility management, marketing, and maintenance of the facilities;
- Proposed financial proposal including overall Development financing plan and Developer fees;
- The financial capabilities of the Developer or team;
- Other factors deemed relevant by the City.

Developer Proposal Review Committee.

The City anticipates that RFQ/P responses will be reviewed by a committee consisting of approximately seven (7) individuals, made up of members of the City Council, the City Planning Commission, the Westwood Foundation, [The 47 Committee](#), and other stakeholders.

Conflict of Interest Disclosures.

Respondents should disclose any business, familial, or financial relationships they may have with the City, members of the City Council, or members of the Planning Commission, that may constitute legal conflicts of interest under K.S.A. 75-4301 *et seq.*

Developer RFQ/RFP Submissions Details.

Questions/requests for clarification must be submitted in writing to the City by August 2, 2024. Please submit questions in writing to Leslie Herring at leslie.herring@westwoodks.org. All email communication should use the uniform subject line: "4700 Rainbow Blvd. Development RFQ/P".

Responses must be submitted electronically to City Administrator Leslie Herring at leslie.herring@westwoodks.org. The Developer RFQ submittal should be limited to 20 pages (1 sided). The City reserves the right to discard any materials delivered after the deadline or to the incorrect email address. The onus is on Respondents to ensure receipt by the City of submissions prior to the application deadline.

To avoid inconsistencies and confusion, all communication related to the RFQ process is requested to be directed to Leslie Herring. Contact with other City staff or City officials regarding Proposals or this RFQ process may be grounds for elimination from the selection process. **Likewise, contact with staff, officials, or representatives of any of the sites (C or D) included in this RFQ outside of this process may be grounds for elimination. The owner of Site C and Site D are represented on the RFQ/P review committee.**



Developer Selection Process Schedule.

(All dates subject to change. Addenda will be posted with any changes to the process).

Milestone	Date
Advertise & Issue RFQ/P	July 15, 2024
Deadline for Requests for Clarification and Questions	August 2, 2024
Posting of All Responses to Requests for Clarification and Questions	August 9, 2024
RFQ Responses Due	August 23, 2024
Review of RFQ Responses Completed	By September 6, 2024
Video Conference Interviews Completed	By September 20, 2024
Shortlisted Developers Notified; Invitation to RFP	September 27, 2024
RFP Responses Due	October 18, 2024*
Review of RFP Responses Completed	By October 25, 2024
Final In-Person Interviews Completed	By November 8, 2024
Selection Recommendation to Governing Body	November 14, 2024
Predevelopment Agreement Consideration by City Council	December 12, 2024

*Deadline for RFP responses from shortlisted firms will be reevaluated at that phase in the process; however, this schedule represents the City’s desired timeline.

Terms & Conditions for All Respondents

A proposal/response may be withdrawn prior to the submission deadline. After the submission deadline, all proposals/responses received shall remain valid and be binding upon the applicant for one-hundred eighty (180) calendar days after the submission date. The City is not responsible for any costs incurred in connection with preparation of any proposal/response submittal.

The City reserves the right to accept or reject all proposals/responses and to waive any technicalities or irregularities therein. Further, the City reserves the right to negotiate all terms of the proposals. All persons submitting a proposal/response agree that rejection shall create no liability on the part of the City because of such rejection.

The City is exempt from State and local sales taxes by K.S.A 79-3606.

The City or any of its agencies will not hold harmless or indemnify any respondent for any liability whatsoever.



Respondent shall, in addition to any other obligation to indemnify the City of Westwood and to the fullest extent provided by law, indemnify and hold harmless the City of Westwood and its elected and appointed officials, employees and agents from and against any and all claims and damages resulting from any error, omission or negligent acts of the respondent its agents, employees or representative in the performance of the respondent's duties under any agreement resulting from award of this proposal. The indemnification obligations hereunder shall not be limited.

All contractual agreements shall be subject to, governed by, and construed according to the laws of the State of Kansas.

No respondent to this request shall in any way, directly or indirectly, discriminate against any person because of age, race, color, handicap, sex, sexual orientation, gender identity, national origin, or religious creed. Successful respondent must comply with the Kansas Act Against Discrimination and, if applicable, execute a Certificate of Non-Discrimination as provided in K.S.A. 44-1030.

The respondent acknowledges that any proposal, correspondence, documents or other records submitted to the City will be considered an open public record pursuant to the Kansas Open Records Act.

The invalidity, illegality or unenforceability of any provision of this RFQ/P or subsequent agreement, shall in no way affect the validity or enforceability of any other portion or provision of the agreement.