

# REQUEST FOR EXPRESSIONS OF INTEREST



## Downtown Grand Prairie Redevelopment Property GRAND PRAIRIE, TEXAS



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# EXECUTIVE SUMMARY

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This Request for Expressions of Interest (RFEI) is being issued for interested parties (Proposers) to be selected based on experience and qualifications. The City of Grand Prairie and the Grand Prairie Local Government Corporation (LGC) is seeking expressions of interest from firms interested in providing master development services for the former Calvary Baptist Church property (totaling approximately 4.72 acres and owned by the LGC) and property fronting Main Street (containing approximately 1.66 acres owned by the City), in front of the newly updated City Hall, and in coordination with the future City Hall “Grand Plaza.” Calvary Baptist Church is relocating, creating an opportunity for redeveloping the current site. The new City Hall has enabled the City to consolidate operations, which creates an opportunity to redevelop the two buildings fronting Main Street in front of City Hall.

If interested, the Proposer shall provide extensive background information and relevant past experience. Responses to this RFEI must demonstrate the developer’s vision and phasing for the project and feasible strategy for developing the subject properties, consistent with the City’s vision and zoning, as outlined herein.

This RFEI is a competitive process. After reviewing the responses, the City may select a responding firm, or firms, to shortlist for further negotiations to make a determination on which proposal(s) will provide the best value to the City based upon evaluation criteria and the outcome of negotiations.

The City and/or the selected Master Developer will negotiate to reach an agreement on a Memorandum of Understanding (MOU) that sets out the terms for the parties to move forward. The MOU represents a first step to defining business terms as well as a process by which the City, the LGC, and possibly a selected Master Developer will work collaboratively to finalize a development and financing plan. Once terms are reached with the MOU, the City, the LGC, and/or selected Master Developer will enter into a development agreement defining scope of project and each others roles and responsibilities.



# SUBMISSION PREFERENCES

**1**

Provide elevations of each parcel with defined building materials and proposed uses.

**2**

Outline public-private partnership (P3) recommendations that create long term success for the City and overall area development. The City is open to lease, ground lease or possible sale with structured terms as well as potential equity investments. Development timing should be included.

**3**

Include Public Art placement and outdoor programmable spaces.

**4**

Maximize scale and density in context with the existing development and zoning as consistent within the City's Downtown Plan.

**5**

Five year pro forma. Development timing and assumptions should be included.

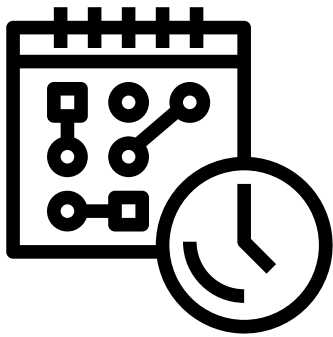
**6**

May include a mix of uses, which may include high-density luxury urban living, condominiums, as well as commercial uses that can maximize impact for the project. Commercial uses may include small businesses, restaurants, retail, breweries, artisan shops, or similar uses. The City will consider adaptive reuse and/or redevelopment.



# KEY DATES

## & CONTACT INFORMATION



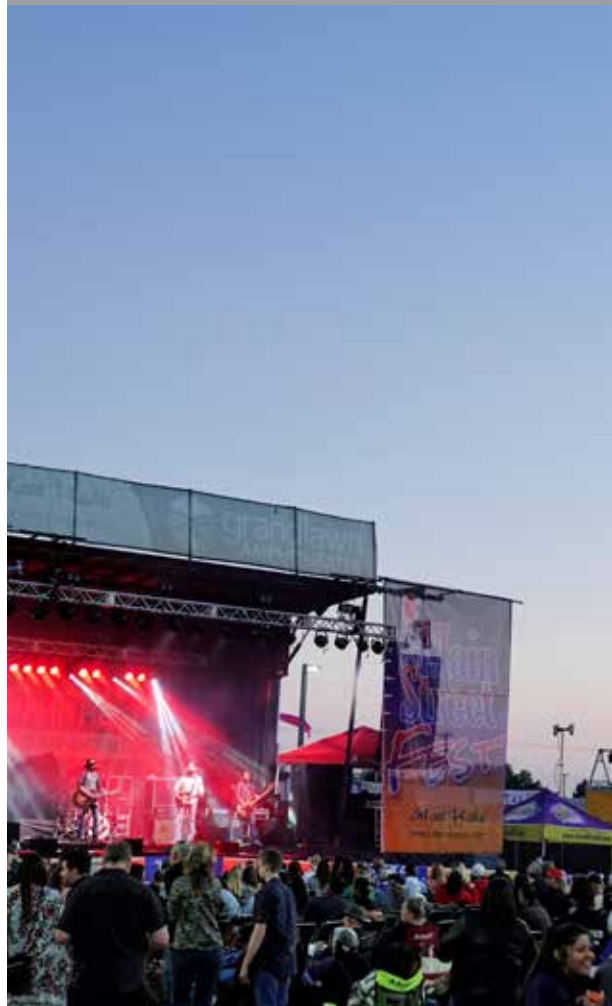
**JUNE 16, 2023**

RFEI released

**JULY 20, 2023 3:00 PM**

Response Due Date

*Expressions of interest due no later  
than 3:00 P.M. on Response Due Date*





QUESTIONS  
REGARDING  
THIS RFEI  
CAN BE  
DIRECTED  
TO:

**Marty Wieder, AICP**

*Director of Economic Development*

**email:** [mwieder@gptx.org](mailto:mwieder@gptx.org)

**phone:** (972) 237-8081

**Jason Claunch**

*Catalyst Commercial*

**email:** [jason@catalystcommercial.net](mailto:jason@catalystcommercial.net)

**phone:** (972) 999-0081





# LOCATION & KEY FACTS

## GRAND PRAIRIE, TEXAS

Grand Prairie was incorporated in 1909, and is located in Dallas, Tarrant, and Ellis Counties within the Dallas-Fort Worth Metroplex. Grand Prairie consists of approximately 84 square miles of land and over 202,763 residents. Grand Prairie is home to a strong workforce with many large employers including Lockheed Martin Missiles and Fire Control, Airbus Helicopters, Poly-America, and Bell Helicopter.

Grand Prairie offers a variety of tourist attractions including Lone Star Park, EpicCentral (including Epic Waters Indoor Waterpark, restaurants, hotels, and entertainment), Palace of Wax, Ripley's Believe It Or Not!, Texas Trust CU Theatre at Grand Prairie, Tangle Ridge Golf Course, Prairie Lakes Golf Course, and Joe Pool Lake. It is also home to the Texas Super Kings, a Major League Cricket (July 2023), which will host the USA Men's and Women's cricket teams and is competing to host ICC T20 World Cup matches in 2024.



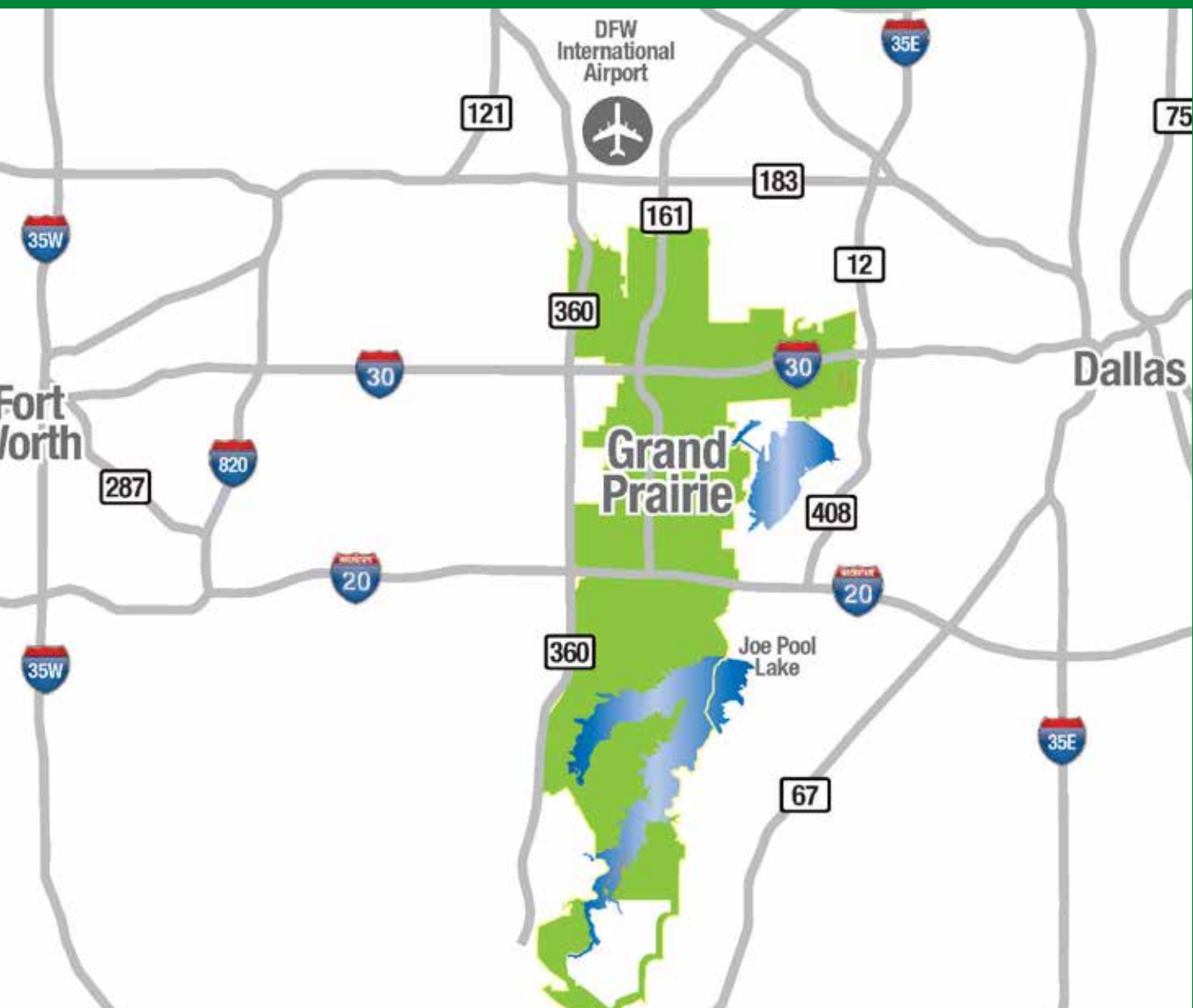
The Calvary property is located within Downtown Grand Prairie, just west of City Hall (newly expanded and updated in 2021) with a new "Grand Plaza" to be coordinated with the master development of the properties. The 1.66 acre property will be adjacent to the new plaza.

Downtown is less than 5 miles from Interstate 30, State Highway 360, and President George Bush Turnpike.

The subject property consists of approximately 4.72 acres of the former Calvary Baptist Church site, and 1.66 acres of City-owned property fronting Main Street (in front of City Hall). These subject properties are generally bounded by Main Street to the south, Northwest 6th Street to the west, and Northwest 4th Street to the east. The area also includes Adair Street.

***Note: The Proposer may consider additional properties that could be included in the Response. For any additional properties, please note any additional contingencies, or assumptions as part of the response.***







# PUBLIC STRATEGIES

The proposed project is intended to be a catalyst project for Downtown Grand Prairie. Recent influx of public and private investment in Downtown includes a new City Hall, future “Grand Plaza”, FireHouse Gastro Park, Zavala’s Barbecue and Mas Coffee Company”

The City of Grand Prairie is in the process of a “turnback” for a portion of Main St. (SH 180) with TxDOT. As part of this process, the Main Street core will be upgraded from a four-lane roadway to a two-lane roadway to be more pedestrian and bike friendly, to create more on-street parking, and to modernize the public realm. This will also include a new roundabout east of this site.

The proposed project is located southwest of the Grand Prairie Entertainment District, which is located near I-30 and S. Belt Line Road. This district is home to Lone Star Park, Texas Trust CU Theater, and Grand Prairie Stadium of Major League Cricket.

Northwest 2nd Street transitions into Stadium Drive on the northern edge of Downtown. Future Stadium improvements, about to open, will provide direct connectivity from Downtown to the I-30 Gateway Entertainment. The desire is to eventually connect the two districts for greater synergy.

Downtown is also northeast of EpicCentral, which includes Epic Waters Indoor Waterpark, The Summit adult recreation center, and the Grand Prairie Public Safety Building, and other public facilities. This area also includes plans for a new Hilton Garden Inn, a Homewood Suites hotel, a 10,000 square foot conference center, The Finch, Vidorra, Loop 9 BBQ, Chicken N Pickle, and other future restaurants.

Just east of Downtown is Hensley Field, a former Naval Air Station made up of 738 acres of land owned by the City of Dallas. They currently have plans to turn Hensley Field into a large mixed-use project.





## GUIDING PRINCIPALS OF DOWNTOWN GRAND PRAIRIE

### Assets

- Uptown Theater
- Farmers Market
- Firehouse Gastro Park
- Epic Park visitors
- Central Location
- Zavala's BBQ (Texas Monthly Top 50)

### Vision

- Destination Uses
- Family-Oriented
- Walkable
- Niche Authentic Destination Restaurants
- Quality Infill Residential
- Protect Historic Character

## VISION

Grand Prairie employs approximately 1,700 city employees, many of whom office at City Hall and nearby city offices. The subject properties are adjacent to the new Grand Prairie Fire Station #1, located on the northeast corner of West Main Street and Northwest 6th Street. Also adjacent to these properties is the Dallas County Government Center (106 West Church Street) where many additional government employees office. The City is also reconstructing its City Hall campus with a "civic lawn," or "grand plaza." The proposer shall consider how to harness these assets in the response.

The subdistrict in which the subject property is located is evolving into Grand Prairie's "Main Street Restaurant Row." Most of the activity is on the south side of West Main Street, across from the subject property. This district has already attracted destination concepts; The retired Fire Station No.

1, at 321 Main Street, was transformed into the FireHouse Gastro Park. Zavala's Barbecue (ranked Texas Monthly Top 50) is located at 421 West Main Street, which is the original Weber's Root Beer stand building. Both concepts will retain the historic character and remain as landmarks to Downtown. Future development should explore ways to expand destination restaurant and retail, and reinforce the character of Downtown.

In addition, future development should cater to current and future workforce and compliment existing public and private projects. This can include luxury urban living with ground floor retail, upscale condominiums, and/or restaurants which would serve as a transition from the existing adjoining neighborhood. Proposals should include increased commercial, civic uses, and encourage design elements to strengthen the gateway into Downtown.

# PROJECT GOALS

## ECONOMICALLY SOUND

Redevelopment submissions for this Downtown catalyst site should outline the proposed concepts with associated taxable uses. Submissions should model the financial feasibility of the project by including market analysis, budgeting, and a pro forma data with submissions. Projects with a financing gap should outline a proposed structure for public partnership and demonstrate how City participation will enable the project.

## CATALYST PROJECT

One measure of success of the proposed development would be its ability to inspire development in the surrounding area. This project will result in an increase of the residential population of Downtown Grand Prairie and with that comes demand for additional commercial uses to serve those residents.

There is a desire among city staff, residents, and stakeholders to create a restaurant incubator, “ghost kitchen,” or shared kitchen. The Grand Prairie Farmers Market provides chef-driven restaurateurs with fresh produce. This location provides access to a labor force trained nearby in culinary arts at both Dubiski Career High School and Dallas College.

Submittals for the Calvary site shall include high density and could also include small business (i.e., retail, restaurants, and artisan shops. Submissions for the two City buildings may include retail, restaurant, artisan shops, breweries, or similar uses.

## COMMUNITY SUPPORT

Community stakeholders played an important role in the development and visioning of the Downtown Masterplan. To ensure community support for this project, community groups and stakeholders should be engaged in the pre-development, development, and completion phases of the proposed project. Future development should foster greater social and economic diversity.

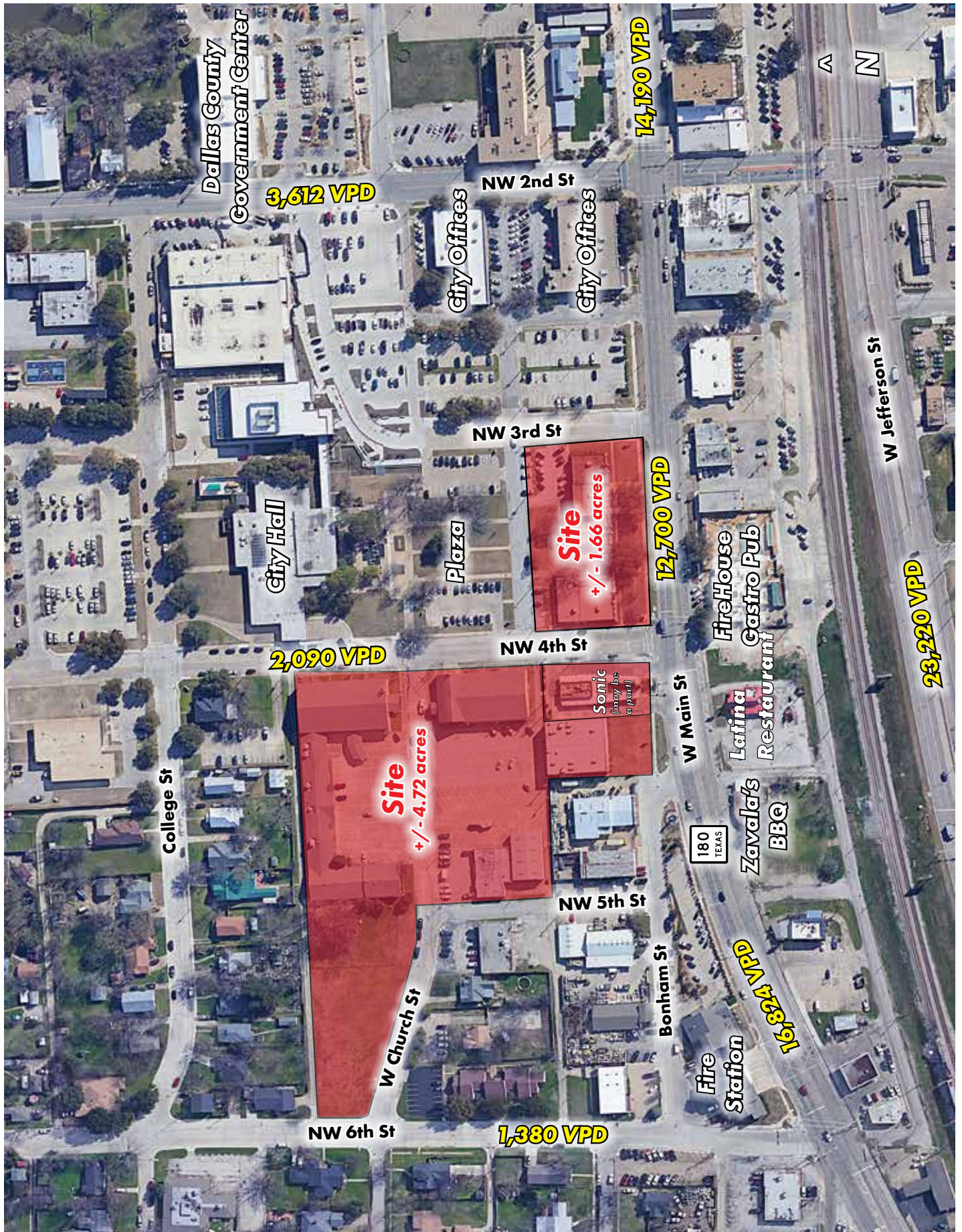
## SIGNATURE DEVELOPMENT

The City of Grand Prairie intends this project to be a “super block” and create a sense of place for the western end of the Downtown Core Area. The intersection of President George Bush Turnpike and Main Street is proposed to serve as a major signature gateway. The President George Bush Turnpike gateway would also serve as a transition to the existing commercial developments.

## CONNECTIVITY

The vision for Downtown Grand Prairie established through the master planning process is that of a district that is engaging, walkable, and livable. A diverse transportation network of roadways, sidewalks, and trails currently serves downtown Grand Prairie. The Downtown Plan includes expanded sidewalk options, safer pedestrian crossings, updated Main Street, as well as connections to regional trails and parks. Future development should enhance the existing neighborhood character and support the expansion of multi modal transportation.







# ILLUSTRATIVE EXAMPLE









# INCLUDED PARCELS

## Grand Prairie, Texas

INCLUDED PARCELS*		
ADDRESS	SIZE (SF)	SIZE (AC)
406 WEST MAIN STREET	8,900	0.2
401 WEST CHURCH STREET	17,800	0.41
409 WEST CHURCH STREET	8,900	0.2
413 WEST CHURCH STREET	8,900	0.2
421 WEST CHURCH STREET	7,920	0.18
423 WEST CHURCH STREET	11,375	0.26
421 WEST CHURCH STREET	10,200	0.23
406 WEST CHURCH STREET	17,302	0.4
410 WEST CHURCH STREET	17,302	0.4
428 WEST CHURCH STREET	21,453	0.49
428 WEST CHURCH STREET	10,380	0.24
500 WEST CHURCH STREET	15,820	0.36
510 WEST CHURCH STREET	13,464	0.31
514 WEST CHURCH STREET	5,789	0.13
518 WEST CHURCH STREET	5,214	0.12
522 WEST CHURCH STREET	4,356	0.1
526 WEST CHURCH STREET	2,675	0.06
300 WEST MAIN STREET	72,100	1.66
114 NW 5TH STREET	4,250	0.10
264,100+/-		6.04 +/-

DCAD

\*Parcels are subject to change and are for reference only. Final dimensions shall be validated upon further inspection.



# SITE DEMOGRAPHICS

	DEMOGRAPHICS			
<b>RADIUS</b>	<b>3 MILES</b>	<b>5 MILES</b>	<b>7 MILES</b>	<b>15 MILES</b>
Total Population (2000)	65,680	187,014	416,510	1,916,449
Total Population (2010)	74,616	208,646	462,603	1,916,449
Total Population (2021)	79,866	225,238	501,770	2,187,746
Total Population (2026)	83,660	236,899	528,700	2,326,909
Total Daytime Population (2021)	80,467	226,667	248,903	1,207,541
<b>RADIUS</b>	<b>3 MILES</b>	<b>5 MILES</b>	<b>7 MILES</b>	<b>15 MILE</b>
Households (2021)	25,282	75,081	169,531	803,294
Average Household Size (2021)	3.15	2.99	2.93	2.69
<b>RADIUS</b>	<b>3 MILES</b>	<b>5 MILES</b>	<b>7 MILES</b>	<b>15 MILES</b>
Median HH Income (2021)	\$51,349	\$54,045	\$53,795	\$64,189
Median HH Income (2026)	\$54,735	\$57,601	\$57,491	\$70,608
Average HH Income (2021)	\$64,057	\$67,958	\$68,831	\$90,855
Average HH Income (2026)	\$70,739	\$75,091	\$76,153	\$100,628
<b>RADIUS</b>	<b>3 MILES</b>	<b>5 MILES</b>	<b>7 MILES</b>	<b>15 MILES</b>
Median Age	31.0	31.3	31.1	34.4

ESRI

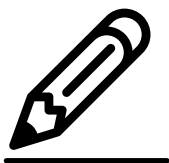


# TRAFFIC COUNTS

GRAND PRAIRIE, TEXAS

TRAFFIC COUNTS	
ROADWAY	VPD
West Main Street/SH 180, East of Northwest 6th Street	16,824
Northwest 6th Street, South of Church Street	1,380
Northwest 4th Street, North of Church Street	2,090
West Main Street/SH 180, East of Northwest 4th Street	12,700
West Main Street/SH 180, East of Northwest 2nd Street	14,190
Northwest 2nd Street, North of Church Street	3,612
West Jefferson Street, West of Southwest 2nd Street	23,220





## INCENTIVES\*

The City of Grand Prairie offers an array of economic development incentives designed to facilitate development. All incentives are negotiable and subject to approval of the City of Grand Prairie City Council, as applicable. **The City expects a return of investment for the Calvary land and market value on any proposals and any incentives shall be used for “gap” financing.**

### TIRZ (Tax Increment Reinvestment Zone)

Tax Increment Financing (TIF) is a tool that local governments can use to publicly finance needed structural improvements and enhanced infrastructure within a defined area. These improvements usually are undertaken to promote the viability of existing businesses and to attract new commercial enterprises to the area. The subject property is located within the TIF 1-2 district.

### TAX REBATES/PERFORMANCE-BASED CASH GRANTS/BONDS

Chapter 380 of the Local Government Code provides legislative authority to the City of Grand Prairie for property and sales tax rebates and grants of city funds or services to promote economic development. Bond funding may also be available for qualified projects.



# SUBMISSION REQUIREMENTS

The City of Grand Prairie seeks a highly qualified developer to plan and execute a development program at this strategic site. The developer or team shall be capable of managing the permitting, site preparation, financing, and project management required to support vertical development.

Each Respondent must submit the following information electronically via email in PDF format to:

City of Grand Prairie  
Attention: Marty Wieder  
Director of Economic Development  
mwieder@gptx.org

## COMPANY INFORMATION

1. A letter that introduces your firm or development team, briefly states your interest in the development opportunity, outlines your team's experience and qualifications, and summarizes the approach you would anticipate taking for the development of the project regarding staffing, financing, partnerships, etc. Similarly, discuss any major concerns or questions that you have regarding the project and express the reason that your firm or team is the logical choice for this project.
2. Description of your team's organizational structure as well as the credentials and associated roles of key staff members that will be assigned to the project. Identify a point of contact for further communication regarding the project, including name, role, telephone number, and e-mail address. This section should include an outline of the general project approach and a summary of the Respondent's vision regarding how the partnership will work.
3. Detailed descriptions of past and current projects of similar scope, size, character, and project requirements that demonstrate the capacity and quality of performance of your team. This should include for each project its location, size, cost, financing, team composition, current status, occupancy, and contact information for the owner or other responsible party.
4. At least three references from individuals who have had a particularly strong working relationship with the developer or team on one or more specific projects and who would be capable of speaking broadly to the team's approach and performance. Please provide full contact information (telephone number and e-mail address) for these references and notify them that they may be contacted.
5. Any and all "Submission Preference" referenced on Page 3 and how the proposal addresses the "Project Goals" on page 10, and a proposed site plan (see page 12 for illustrative example).

## FINANCIAL INFORMATION

1. Description of the financial strength and ability of the team to obtain and sustain project financing, both debt and equity.
2. Each Respondent must submit the following information electronically, in PDF and Excel format:
  - a. Statement of assumptions on which all calculations are based, including all assumptions typically provided in a pro forma for the proposed use.
  - b. General construction budget delineating hard and soft costs.
  - c. Sources and uses of funds for development, including details of equity and financing sources, an assessment of the risk associated with securing those sources and a break-out of all soft and hard costs and development and financing fees to be paid on the "uses" side.
  - d. Proposed sources of capital financing for any infrastructure investments required.
  - e. Description of proposed economic terms of the purchase or lease of the properties.

# SELECTION CRITERIA

The first stage of Developer review will consist of a ranking process and will be based on the information ascertained from the submittal using the following selection criteria:

Category
<b>Design</b> <ul style="list-style-type: none"> <li>Provides quality design and construction in building elements</li> <li>Optimizes the use of the site for economic impact to the City's tax base and the potential to catalyze other development.</li> <li>Quality urban design elements.</li> <li>Point Value: 20%</li> </ul>
<b>Qualifications</b> <ul style="list-style-type: none"> <li>Demonstrates qualifications to execute the delivery of a development with the complexity and market challenges of this specific site.</li> <li>Identifies estimated time frames for design, construction, and occupancy.</li> <li>Demonstrates financial capacity to deliver a project of this scope within the desired time frame.</li> <li>Point Value: 30%</li> </ul>
<b>Community Engagement</b> <ul style="list-style-type: none"> <li>Benefits and engages the community.</li> <li>Demonstrates a strong record of meaningful community engagement in past projects.</li> <li>Point Value: 15%</li> </ul>
<b>History and Vision</b> <ul style="list-style-type: none"> <li>Aligns with the Downtown Master Plan vision.</li> <li>Enhances the history, people, and culture of Grand Prairie.</li> <li>Point Value: 15%</li> </ul>
<b>Aligns with Current Plans</b> <ul style="list-style-type: none"> <li>Downtown Master Plan</li> <li>Comprehensive Plan</li> <li>Housing Analysis Policy</li> <li>Point Value: 20%</li> </ul>

# SELECTION PROCESS

Upon receiving responses to this RFEI, the City of Grand Prairie and/or LGC may, in its sole discretion, elect to proceed in any of the following or possibly other directions:

1. City staff, City Council, and the LGC will make recommendations for consideration and action.
2. City staff, City Council and the LGC may select a “short list” of teams after a ranking process for a second round selection process. This second round may include interviews, a formal Request for Proposals (RFP) process, or some other means of selection as deemed appropriate by city staff, the LGC, and City Council.
3. City staff, City Council, and the LGC may opt to select a single team, without going to a second round process, and negotiate the terms of a transaction with that team.

# POST-SELECTION PROCESS

Upon selection of a developer or team, the City of Grand Prairie and the LGC intends to enter into an Exclusive Negotiating Agreement with the selected developer or team, providing for a defined time period during which the parties will attempt to negotiate the deal terms for the transaction. During this period, City staff will work with the selected developer or team to refine its approach and be sure that it matches the City’s vision and goals. It is anticipated that during this period the program, deal structure, financing, composition of the team or other components may be modified as a more solid proposal is developed.

During this pre-development phase, the City of Grand Prairie and the LGC intends to negotiate with the selected developer or team a Memorandum of Understanding (MOU) or other agreement as appropriate, setting forth in non-binding terms the financial, programmatic, and other general aspects of the project. This MOU will also serve as the basis for the negotiation and execution of subsequent binding agreements (which may take any of several forms, to be determined as a result of the negotiations). The final, binding document(s) will govern the final disposition of the property, setting forth the terms of the transactions.

Any such MOU will include provisions reserving the right to terminate negotiations with the selected developer or team, if in its sole discretion the City and/or the LGC determines that negotiations during the pre-development phase are not progressing in a satisfactorily or timely manner. Should this occur, City staff might then work with another developer or team, or might decide to not pursue the project further.

The City and LGC shall lead the negotiations with the developer until such time a final agreement is reached or negotiations cease. Upon final agreement, the City and LGC will recommend award of an agreement to the developer that is determined to provide the best value to the City based on the evaluation criteria and the outcome of the negotiation.



# RESERVATION OF RIGHTS

The City of Grand Prairie and the LGC reserves the right, at any time, and in its sole discretion, to:

- Cancel or withdraw the RFEI prior to or after the submission deadline
- Modify or issue clarifications to the RFEI prior to the submission deadline
- Reject any, or all, submissions it deems incomplete or unresponsive to the submission requirements, or any other reason.
- Consider a submission that is in non-compliance with the submission requirements
- Modify the deadline for submissions or other actions without notice
- Select one, some, or all of the responses for purposes of a future RFP
- Reissue the RFEI, a modified RFEI, or a new RFEI, RFQ, or RFP whether or not any submissions have been received in response to the initial RFEI issuance, and/or release another RFEI in the future on substantially the same, or different, terms from those contained herein

## **Ownership and Use of Submissions**

All submissions shall become the property of the City of Grand Prairie and the LGC whom may use any and all ideas in any submission, whether the submission is selected or rejected. Information from the responses to this RFEI and subsequent RFP may be publicly accessible in order to gather comments and input from the community.

## **Further Efforts**

The City of Grand Prairie and the LGC may request that developers clarify their submissions and/or submit additional information pertaining to their submissions. The City of Grand Prairie may request best and final submissions from any developer and/or request an oral presentation from any developer.

## **Non-Binding**

The selection by the City of Grand Prairie and/or the LGC of a developer indicates intent by the organization to continue with the selection process and or negotiate. However, the selection does not constitute a commitment by the City of Grand Prairie or the LGC to execute a final agreement or contract with the developer.

## **Non-Liability**

By participating in the RFEI process, the developer agrees to hold the City of Grand Prairie, the LGC, and its officers, employees, agents, representatives, and consultants harmless from all claims, liabilities, and costs related to all aspects of this solicitation.



# CITY COUNCIL

GRAND PRAIRIE, TEXAS





# CITY COUNCIL

CITY COUNCIL

RON JENSEN

MAYOR

COLE HUMPHREYS

MAYOR PRO TEM & DISTRICT 5

JOHN LOPEZ

DEPUTY MAYOR PRO TEM & DISTRICT 4

JUNIOR EZEONU

AT LARGE

BESSYE ADAMS

AT LARGE

JORJA CLEMSON

DISTRICT 1

JACQUIN HEADEN

DISTRICT 2

MICHAEL DEL BOSQUE

DISTRICT 3

KURT JOHNSON

DISTRICT 6



Grand  
Prairie  
TEXAS



## CONTACT INFORMATION:

**Marty Wieder, AICP**  
*Director of Economic Development*  
**email:** [mwieder@gptx.org](mailto:mwieder@gptx.org)  
**phone:** (972) 237-8081

**Jason Claunch**  
*Catalyst Commercial*  
**email:** [jason@catalystcommercial.net](mailto:jason@catalystcommercial.net)  
**phone:** (972) 999-0081