



# Request for Proposals

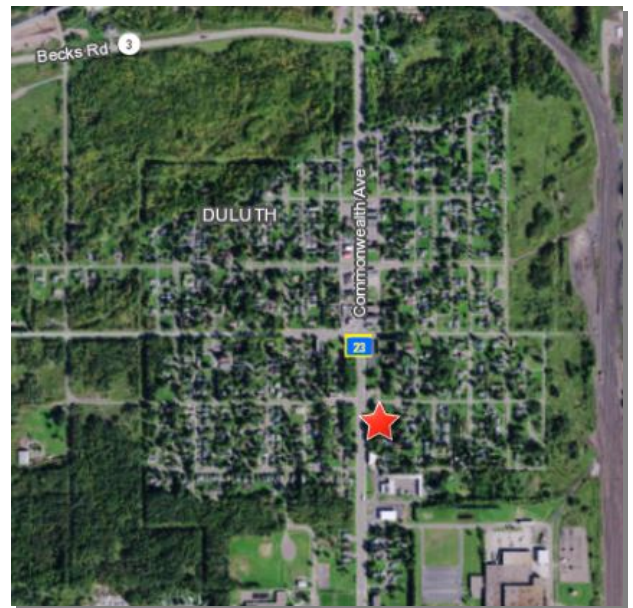
**McGonagle Development Site – 0.75 acres, w/ utilities  
Gary/New Duluth Neighborhood**

**Release date: April 24, 2018**

**Proposals due: 12:00 PM, June 5, 2018**

## **Overview**

The City of Duluth Community Planning Division is requesting proposals for the development of a 0.75 acre site, zoned MU-N – Mixed Use Neighborhood, located on the 1100 block of State Highway 23 (Commonwealth Ave.) at McGonagle Street in Duluth. The City seeks a qualified developer to purchase and improve the property. The City will consider all proposals that contemplate a future use of the property compatible with the neighborhood and Comprehensive Plan, including but not limited to residential, retail, or service-oriented uses. To be considered, proposers must submit a concept development proposal in response to this Request for Proposal (RFP), following the directions below. Responses that include a purchase offer will be most competitive.



## **Location/Neighborhood**

The property is located in the heart of the Gary New Duluth neighborhood, one of Duluth's Saint Louis River communities. Primary access to the neighborhood is via Highway 23 or McGonagle Avenue. The property is located in an area characterized by single family residential development and near the neighborhood core with nearby commercial and retail businesses. The Average Daily Traffic (ADT) on Highway 23 near the project areas is 7,700. Please refer to the location map for more information. Amenities include access to trails, a nearby neighborhood elementary school, retail, and jobs. The Gary/New Duluth neighborhood center is a designated Core Investment Area in the Imagine Duluth 2035 Comprehensive Plan.

## **Property Description**

The property is currently owned by the State of Minnesota through tax forfeiture and managed by St. Louis County. The property has a total area of 0.75 acres. The dimensions of the entire site (13 lots at 25' x 100') are 100' x 325'. Lot frontage is along Highway 23 and McGonagle Avenue. There is an existing improved alley right-of-way at the rear of the lots. All utilities, including city

gas service, are available. Currently the lot is wooded and undeveloped with a mixture of mature and young trees. The property is zoned MU-N – Mixed Use Neighborhood, a designation established to accommodate a mix of neighborhood serving non-residential and a range of residential uses. Learn more about zoning at <http://www.duluthmn.gov/community-planning/land-use-zoning-applications/>. St. Louis County's basic sale price for the 13 lots is \$4,000 per lot, or \$52,000 in total. All offers will be considered.

### **Development Potential**

The City is particularly interested in proposals that address the need for housing in Duluth and are a fit for the Gary New Duluth neighborhood. Proposals may include a mix of residential and commercial uses, with the potential for single-family, multi-family, townhouse, or a mixed use development.

Any subdivision of the property and/or need for variances may require a formal review process and approvals from the Planning Commission or City Council. More information on the City's development regulations, including minor subdivision or variance requirements and review process can be obtained on the city website (<http://www.duluthmn.gov/community-planning/land-use-zoning-applications/>). Please feel free to contact Community Planning staff with any questions whatsoever about the development process, the MU-N – Mixed-Use Neighborhood zoning district, or priorities for the site. Staff can be reached at 218-730-5301.

### **Development Timeline**

The city desires development of the site in a reasonable timeframe. Scoring preference will be given to proposals that outline timing for acquisition of the land within 120 days and construction completion prior to April of 2020.

### **Project Goals**

The goal is to sell the property to a potential developer with the intent of developing housing or a combination of housing and commercial uses that are in character with the neighborhood. The City is encouraging all builders and developers to respond to this Request for Proposal.

Specific Goals for the project should include the following:

- Consistent with the MU-N zone district and allowed uses
- Increase residential opportunities for residents in Duluth
- Complement and enrich the current neighborhood
- Enhance the tax base

*Examples: as presently situated, the site could potentially allow for construction of:*

- 7-8 detached single family homes;
- 12-15 attached single family homes or townhomes;
- Small apartment or mixed-use building
- 5,000 – 7,000 square foot retail / service / restaurant building

### **Proposal Format**

Proposals should include the following:

1. **Proposal Cover Sheet** – A completed and signed Proposal Cover Sheet (see attached).
2. **Proposal Narrative** – A summary of the proposed development for the site.
3. **Site Plan** – Conceptual architectural renditions of the site.
4. **Financial Capacity** – Provide a narrative explaining proposers' qualifying development background experience demonstrating sufficient competency and financial resources to complete the land transaction and project development.
5. **Project Schedule** – Include a preliminary schedule for the development of the site.
6. **Statement of Qualifications** – Include descriptions of relevant example single-family housing projects completed within the past 5 years that are comparable in scope to the project.

### **Selection Process and Proposal Evaluation Procedures**

This RFP is not subject to a formal bid process. A team of staff members from the City will review proposals and make a recommendation to the City Administration. The selected proposer will enter into a development agreement with the City to set forth terms for the land transaction and timing of the development. The City will coordinate the land transaction with the St. Louis County Land and Minerals Department as part of the development agreement. The City will consider the proposed purchase price, housing development concept, and experience of the builder/developer as main factors in determining the accepted proposal. The City reserves the right to reject all submitted proposals.

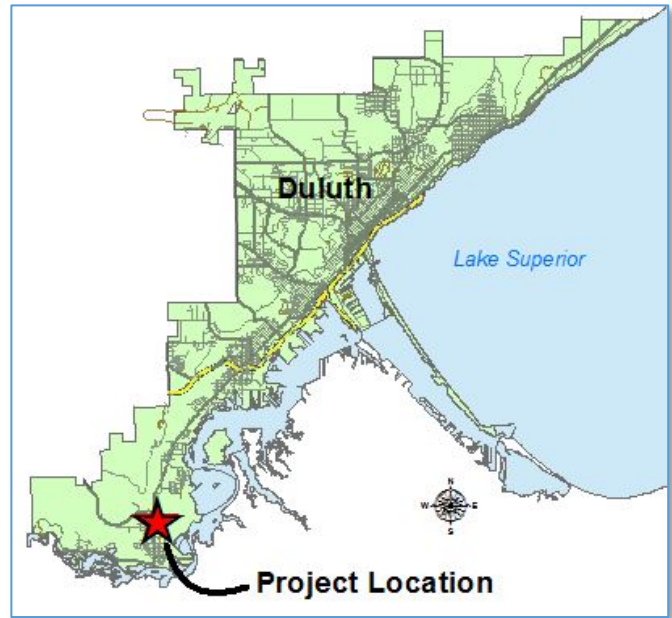
### **Proposal Submittal**

**Proposals are due no later than Tuesday, June 5, 2018 by 12:00 p.m. to City of Duluth, Community Planning Division, 411 W First Street, Room 208, Duluth, MN 55802. Complete responses to this RFP can be submitted electronically or in a sealed envelope. Electronic copies of the proposal and background information should be in PDF format. Please be sure to include all attachments. Complete responses should be addressed to the following person:**

City of Duluth  
Adam Fulton, Community Planning Manager  
411 W First Street – Room 208  
Duluth, MN 55802  
[afulton@duluthmn.gov](mailto:afulton@duluthmn.gov)

*Questions may be directed to either City of Duluth Community Planning Manager Adam Fulton (218-730-5580 or [afulton@duluthmn.gov](mailto:afulton@duluthmn.gov)) related to development or St. Louis County Deputy Director of Planning & Community Development Darren Jablonsky (218-725-5011 or [jablonskyd@stlouiscountymn.gov](mailto:jablonskyd@stlouiscountymn.gov)) for tax forfeited land specific questions.*

## PROJECT LOCATION AND SITE DETAILS



## PROPOSAL COVER SHEET

### McGonagle Street Development Proposal

#### Required Attachments:

- Proposal Cover Sheet
- All items listed in the "Proposal Format" section of this RFP

Proposer Information:	
Company Name	
Mailing Address	
Website	
Principal Contact Person	
Contact Person's Phone Number	
Contact Person's E-Mail Address	

<b><i>Signature</i></b>	
Signature of authorized official. Signatory consents and agrees to adhere to the terms outlined in this proposal:	
Printed Name	
Title	

#### **FAILURE TO COMPLETE, SIGN AND RETURN THIS FORM MAY RESULT IN THE REJECTION OF THE PROPOSAL**

The Signatory hereby represents upon all of the penalties of law for the purpose of inducing the City of Duluth to review a proposal for development, that all documentation herein and attached are true and that all work herein described, if selected, will proceed in accordance with the Ordinances of the City of Duluth and the laws of the State of Minnesota. Signatory also understands that all documents provided to the City may be considered public data, per Minnesota Government Data Practices Act.