



## **Planning & Development Division**

*Planning & Economic Development Department*

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**Request For Proposals**  
**Development Partner for Enger Park Area Development Site**  
**Duluth, Minnesota**

**Release Date:** Wednesday, January 29, 2020

**Proposals Due: Monday, March 16, 2020**

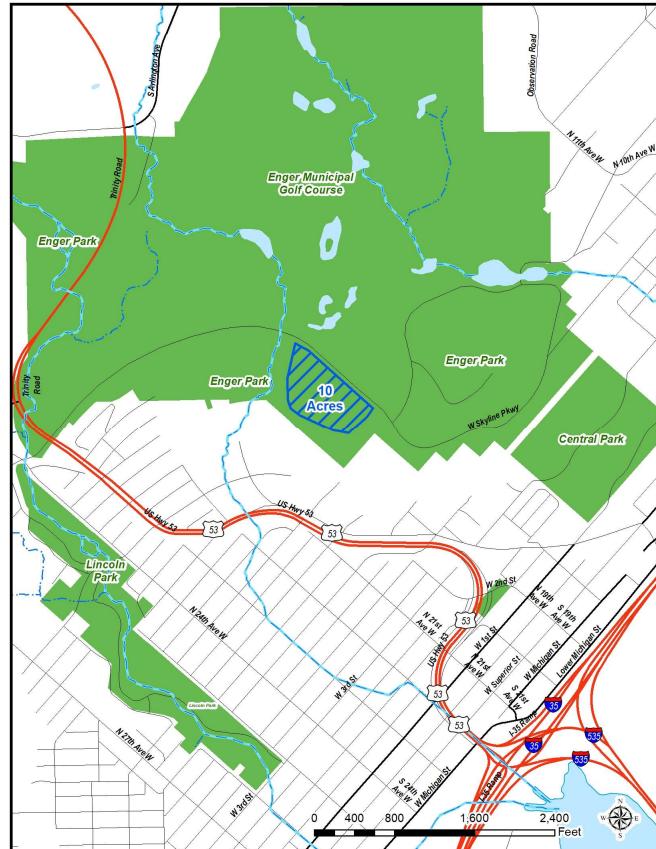
## Overview

The City of Duluth (the “City”) seeks proposals from qualified entities to partner in development of an approximately 10-acre portion of Enger Park Golf Course (“Property”) and adjacent areas that achieve project goals. The Property is part of the current Enger Park Golf Course, a 288-acre property located at 1801 West Skyline Parkway, Duluth, MN. Located near the center of the city, the Property is situated in the scenic Enger Park and popular Enger Tower. This area is known for its panoramic views of Lake Superior and the Duluth Harbor.

The selected entity will collaborate with the City to create a development that includes residential development at a range of price points, potentially including affordable housing. The selection will be based on the team's background and ability to develop the site in a way that meets the City's goals. The City's intent is to select one team and enter into an exclusive development partnership to create a plan and development proposal. Once the development plan is complete, the City intends to enter into a development agreement with the selected team.

Questions regarding project scope may be directed to the Planning and Economic Development Department, with contact information on Page 8. Future development scenarios may not include the purchase of the existing golf course; however, the City will entertain proposals for long term lease or license of the course.

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## The Duluth Community

The fourth-largest city in Minnesota, Duluth has a population of 87,050 and over 6.7 million visitors annually. Duluth is the largest metropolitan area on the shores of Lake Superior and includes more than 11,000-acres of greenspace. The Duluth metropolitan area is home to more than 250,000 people, with 25-34 year olds being the fastest growing demographic, seeing an increase of 25% over the last 5 years. Duluth is nationally recognized as a city uniquely positioned for resilience to climate issues.



Duluthians enjoy a high quality of life in a vibrant city that boasts the best tasting water and a spectacular landscape from multiple vantage points. Enthusiasts have easy access to 11,000+ acres of greenspace, over 250 miles of hiking and biking trails, inspirational arts and entertainment performances, a mix of niche and nationally recognized retailers and diverse culinary options.

Duluth has three highly ranked college institutions, which are rated among the best in the nation for liberal arts education. They offer a medical school and top notch engineering programs. Duluth is the home of two regional medical centers poised to invest a combined \$1 billion over the next few years. The Port of Duluth-

## DID YOU ?

1. Top-ranked North American port according to the Railway Industrial Clearance Association.
2. Connected via a high-capacity rail network that spans the continent
3. Internationally connected via the Great Lakes St. Lawrence Seaway System
4. Duluth international airport makes Duluth globally connected by air
5. Two hours north of Minneapolis/St. Paul via I-35

Superior is the farthest-inland freshwater seaport, connecting the heartland of the U.S. and Canada to the rest of the world. Duluth's economic outlook is promising as aviation, education, healthcare, engineering, and information technology companies continue to grow and succeed.

In summary, Duluth is home to abundant natural resources and recreation, robust industry clusters, top-notch educational campuses, and some of the most breathtaking natural scenery in the country – qualities that make the city an unrivaled place to live, work and play.

## Objectives

The City is seeking to work with a developer, development team, or other qualified entity whose project will complement the existing character of the city and adhere to the Governing Principles of Duluth's comprehensive plan, Imagine Duluth 2035. The primary purpose of this process is to identify qualified entities that clearly have the experience,



vision, and financial capability to design and complete a quality development plan consistent with the City's objectives for the Property. The City is principally interested in developing quality, safe residential development for persons of all income levels; this could include a mix of multi-family, townhouse, or single-family residential development. All proposals should strive, to the greatest extent possible, to meet the following objectives:

- Demonstrate expertise of the project team in facilitating site design processes, including the team's ability to communicate effectively;
- Provide an understanding of the surrounding neighborhood and the city in general, to inform site planning and design that is appropriate within this context;
- Indicate the team's ability to create a high quality and marketable product that contributes positively to the City's tax base. It is strongly preferred that any residential development consist of affordable/workforce housing which is priced appropriately for the median income Duluth household;
- Include qualifications related to energy efficiency, context-sensitive site design, low impact development, and other sustainable development practices.
- Pledge to work collaboratively with the City's workforce development department to connect local jobseekers to employment opportunities related to construction on the site.



### **Property Attributes**

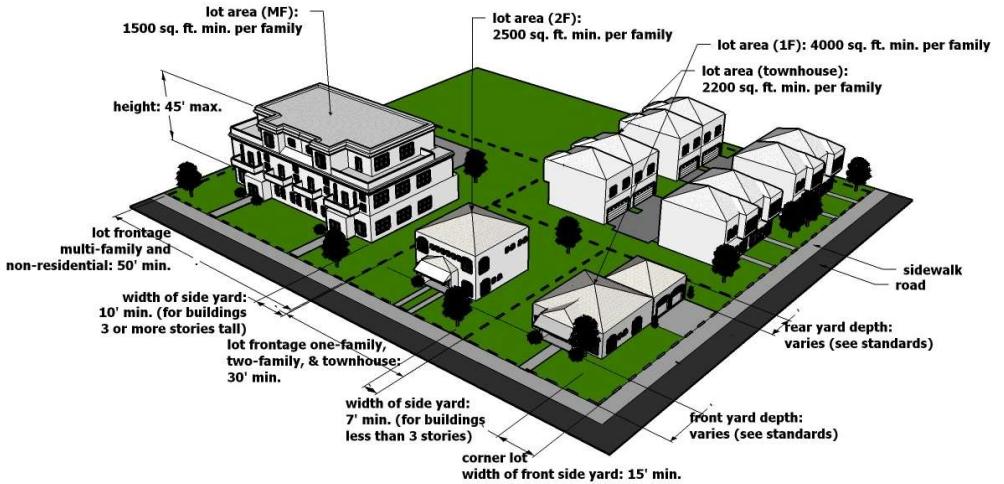
The Property is 10 acres of prime real estate, offering spectacular views of the bustling Duluth Harbor and scenic Saint Louis River Estuary. Located along historic Skyline Parkway, the Property is well situated for easy access to downtown, Canal Park, Lincoln Park Craft District, and the Miller Hill shopping area. The Property features a relatively flat topography on a bluff overlooking the Lincoln Park neighborhood. (See Appendix B). The Property provides the following features:

- Sweeping views of the Duluth Harbor and Saint Louis River and adjacent hillsides;
- Immediate adjacency to hundreds of acres of City park land/greenspace, and miles of hiking and biking trails;
- A naturally-flowing stream along the west side of the site which supports a population of trout;
- Approximately 1,000 feet of road frontage along historic Skyline Parkway, popular with walkers, joggers, and sight-seers;
- Public utilities, including sanitary sewer that traverses the site from the clubhouse to the south edge of the property.

It may be possible to make minor adjustments to the property boundaries subject to City Council approval provided that the developer can make a strong case that the adjustments are necessary to develop the property consistent with the Comprehensive Plan.

## Zoning & Uses

The Property is zoned R-1, Residential-Traditional. However, the recently approved update to the City's comprehensive plan proposes an Urban Residential use of the property which would allow multi-family dwellings and townhomes following a rezoning to R-2, Residential-Urban. The maximum height of buildings allowed in R-2 is 45 feet. A comprehensive table of allowable uses can be found in the City of Duluth's Unified Development Chapter (UDC) Section 50-19.



The future development plan must consider the view of the proposed structures from multiple viewpoints, including Enger Tower, Enger Golf Course, Skyline Parkway, and the Lincoln Park neighborhood to ensure compatibility with community goals. The future development plan will also comply with the Skyline Parkway Overlay and Natural Resources Overlay zones.

The property currently functions as a driving range and parking lot for the City of Duluth's adjacent Enger Park Golf Course. Redevelopment of the driving range area will necessitate relocation of the driving range and reconfiguration of parking. The City also hopes to construct a new golf course clubhouse that could be spatially integrated with new residential construction and could serve as a year-round, multi-purpose building including food service, meeting space, and/or indoor golf facilities.



## Available Information

The following reports and mapping are available:

- Update of Affordable and Workforce Housing Needs report by Maxfield Research in October 2019;
- City of Duluth and WPA soil borings for approximate rock profiles and historic ground elevations;
- Development discussion concepts available upon request.

## Land Sale Price

Land will be made available to the developer at a negotiated price that may be no less than the property's independently appraised market value.



## Potential Assistance Provided to Developer

The City may consider the potential establishment of a Tax Increment Finance District if deemed necessary, subject to approval by the Duluth Economic Development Authority and the Duluth City Council, to support financing of the development. Requests for financial assistance will be evaluated using the City's adopted business subsidy criteria. Other financing options should and will be reviewed for applicability to this project. City staff assistance will be provided to ensure project success.

## Process

The following list summarizes the expected schedule and process to be followed for this RFP:

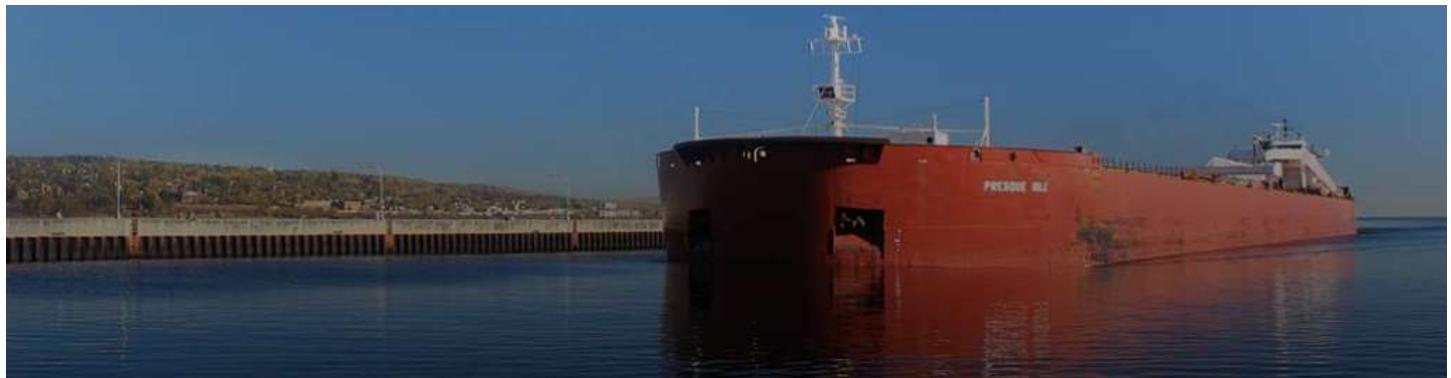
- Request for Proposals issued – January 29, 2020
- Deadline for questions – February 28, 2020
- Final written responses/addenda issued – March 6, 2020
- Development proposals due – March 16, 2020
- Oral Presentations. During the evaluation process, the review committee may, at its discretion, request one or more firms to make oral presentations. Such presentations will provide firms with an opportunity to answer any questions the review committee may have on a firm's proposal. Not all firms may be asked to make such oral presentations.
- Notification of selected developer – May-June 2020

## Proposal Format

Proposals should not exceed 20 pages, and should include the following:

1. Proposal Cover Sheet – A completed and signed Proposal Cover Sheet (Appendix A).
2. Development Narrative – A written summary explaining how the development team would collaborate with the City on a development for the site that meets the five goals listed on page 3 of this document.
3. 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.

4. Statement of Qualifications – Include descriptions of relevant example projects completed within the past 5 years that are comparable in scope to the project. Include references of previous clients/projects.
5. Resumes – Please submit a one-page resume for each proposed team member, highlighting their experience in development design and execution.



### Evaluation Criteria

The City will evaluate the Development Proposals based on the following criteria:

- Developer/development team responsiveness to this RFP and demonstrated understanding of the City's goals and objectives for the subject site;
- Recognition of the uniqueness of opportunity for development within the city of Duluth;
- Financial capability, including resources available as equity for the project and strength of financial commitments;
- Ability to finance a future development, including demonstrated ability to procure financing and complete projects on schedule and within budgetary assumptions;
- The quality of the site layout, urban design, and architectural quality in other developments completed by the team;
- Qualifications and experience of the Proposer and team members with projects of similar scale and magnitude;
- Experience of personnel identified for this project;
- Past performance of the developer/development team as verified by references of previous clients/projects;
- Demonstrated success in embracing and implementing the highest standards of sustainability and environmental sensitivity;
- Past successes in dealing with elected officials, municipal boards and commissions, community advisory committees, and neighborhood residents;
- History of legal actions and disputes;
- Organizational and managerial capacity to handle a project of this size, including work load and product/project overlap.
- Willingness to adopt the City's community benefits programs as part of project construction.

The City encourages and welcomes bids from women and minority owned businesses.

The City of Duluth reserves the right, at its sole discretion, to reject any or all submittals when, in its opinion, it is determined to be in the public interest to do so; to waive minor irregularities and informalities of a submittal; to cancel, revise, or extend this solicitation; and to select the proposal it deems is in the best interests of the City, even if it is not the highest purchase price nor provides the greatest financial benefit to the City. The City reserves the right to request clarification of information submitted and to request additional information from any proposer.

This Request for Proposals does not obligate the City of Duluth to pay any costs incurred by any respondent in the submission of qualifications and/or proposals or in making necessary studies or designs for the preparation of any proposal, or for procuring or contracting for the services to be furnished under this Request for Proposals.

Any proposal accepted by the City shall be subject to approval by the Duluth City Council.

Questions concerning this RFP should be directed to Adam Fulton, Deputy Director of Planning & Economic Development at 218-730-5580 or at [afulton@duluthmn.gov](mailto:afulton@duluthmn.gov). Summary responses to all questions received will be provided to all proposers who submit an Intent to Propose letter.

The City of Duluth appreciates your consideration of this Request for Proposals and welcomes all responsible Respondents.



## APPENDIX A - PROPOSAL COVER SHEET

### CITY OF DULUTH ENGER PARK AREA DEVELOPMENT SITE

<b>Proposer Information:</b>	
Company Name	
Mailing Address	
Website	
Principal Contact Person	
Contact Person's Phone Number	
Contact Person's E-Mail Address	
Federal ID Number	

#### *Signature*

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.



## Appendix B

### Enger Park Area Development Site

