



**REQUEST FOR PROPOSALS  
FOR THE PURCHASE & DEVELOPMENT OF PROPERTY  
OWNED BY THE CITY OF GOOSE CREEK, SOUTH CAROLINA**

**I. STATEMENT OF PURPOSE**

In order to promote commercial activity downtown, the City of Goose Creek is requesting proposals for the purchase and development of city-owned property.

This RFP contains a description of the property, description of the goals for the project, criteria set by the City of Goose Creek for the ranking of proposals, and additional information about the site.

**II. THE PROPERTY**

The property is approximately one acre located at the intersection of Button Hall Avenue and Etiwan Drive (TMS #243-04-00-008). It is located within an area streetscaped by the city and includes a building (approximately 6,500 square feet) which served as the city's Headquarters Fire Station from the late 1970's until 2017.

The city is open to projects requiring either the renovation or demolition of the existing structure.

The site features approximately 205 feet of frontage on Button Hall Avenue and approximately 400 feet of frontage on Etiwan Drive. The site is conveniently located between Highway 52 / N. Goose Creek Blvd. (34,500 2016 average annual daily traffic) and Highway 176 / St. James Avenue (39,900 2016 average annual daily traffic).

The zoning designation for the property is General Commercial (GC). Proposers are encouraged to contact the city's Planning Department at (843) 797-6220 for further information regarding the applicable zoning regulations.

Any significant exterior alteration or new commercial construction will be subject to design review by the City of Goose Creek Architectural Review Board.

### III. GOALS FOR DEVELOPING THE SITE

Development of this property shall accomplish the following city goals:

**Create Downtown Activity** - The project should increase activity in the city's downtown commercial core.

**Ensure Design Quality and Compatibility** - The site occupies a visible location in downtown Goose Creek. Appropriate design techniques and materials should be employed to ensure that the development produces a high-quality, attractive building that further enhances the appearance of the area.

**Enhance the Tax Base** - Enhancing the tax base of the City of Goose Creek will help grow and sustain a more vibrant commercial district in the core of the community.

**Fill a Gap in the Business Community** – Projects that bring a new or enhanced business type or model to the city are encouraged.

Proposed projects should include one or more of the following:

- Retail uses complimentary to existing businesses and a good fit for the surrounding community
- Tourism-related businesses or activities
- Businesses or activities related to cultural arts
- Corporate headquarters
- Research and development activities
- Technology-related businesses
- Full-service restaurants and/or breweries
- Other uses as may be determined by the City of Goose Creek

### IV. INCENTIVES

The city is currently exploring the use of economic development incentives. If an incentives ordinance is adopted, the selected proposal may be eligible for incentives provided the project meets criteria set forth by city policy.

For qualifying projects, possible incentives may include: up to 100% reimbursement of development impact fees; up to 50% reimbursement of building permit fees; up to

50% reimbursement of business license fees for up to five years; and up to 50% reimbursement of hospitality taxes (with certain restrictions). More details about the proposed incentives are available by contacting Matt Brady, economic development director.

## **V. SELECTION**

Proposals for the purchase and development of the property will be evaluated according to the following criteria:

- The extent to which the proposed development satisfies a desired or unique niche in the marketplace and helps diversify the economy of the city
- The increase in tax/fee revenues that may result from the development
- The contribution that the development will make toward increased employment and earnings within the city, including the number and quality of jobs created
- The degree to which the development may potentially stimulate other desirable economic development and/or redevelopment activity
- The beneficial economic impact the development may have on the area immediately surrounding the project
- The demonstrated capacity of the developer to finance, market, manage and complete similar previous projects, including the ability to secure successful tenants
- The developer's demonstrated readiness and ability to proceed on the project including reasonable time schedules and attainable benchmarks

While the amount paid by the developer to the city for the purchase of the property may be considered, it will not be the deciding factor. The city views this project as a long-term investment in our community, not as a real estate transaction designed to generate the highest sale price possible.

## **VI. GENERAL TERMS AND CONDITIONS**

### **Proprietary/Confidential Information**

The offerors are asked for any restrictions on the use of data contained in their responses and told that proprietary information will be handled in accordance with applicable law, regulations and policy of the city. All proprietary/confidential information must be clearly marked as "Proprietary/Confidential." Otherwise, all

documents and information contained in the responses will be considered subject to the South Carolina Freedom of Information Act.

### **Background Check**

The city reserves the right to conduct a background inquiry of each developer which may include the collection of appropriate criminal history information, contractual business associates and practices, employment histories and reputation in the business community. By submitting qualifications to the city, the developer consents to such an inquiry and agrees to make available to the city such books and records as the city deems necessary to conduct the inquiry

### **Determination of Responsibility**

The city may make such investigation as it deems necessary to determine the ability of a developer to provide full performance as outlined in the qualifications. The developer will furnish to the city all such information and data for this purpose as the city may request. The city reserves the right to reject any developer if the evidence submitted by or investigation of such developer fails to satisfy the city that such developer is properly qualified to carry out the obligations of a contract.

### **Rights Reserved by City**

The city reserves the right to amend its evaluation criteria as the city, in its sole discretion, shall determine appropriate, and to utilize, as needed, an independent review team. A review and evaluation of the responses contained in the previous section will serve as a basis of selection of the developer or developers judged best suited to meet the city's goals for the site.

Those deemed best suited then may be asked to submit a more detailed proposal. The city reserves the right to reject any or all submittals; to waive any informality or irregularity not affected by law; to evaluate, in its absolute discretion, the qualifications submitted. The city may, at its option, interview developers as part of this selection process. However, selection may take place without such interviews. Therefore, proposals should be complete as initially submitted.

## **VII. SUBMITTAL REQUIREMENTS**

Responses to this RFP shall include the following:

1. Letter of Interest – Include a letter stating the proposer's interest in the project, including a purchase offer for the property and an identified use. Purchase offers should include the and price, the assumptions made to justify the price, and the time needed for closing.
2. Project Summary and Timeline – Provide a written description of the proposed

development. Additional graphics, such as initial site plans, may be included as visual aids. The project summary should describe in sufficient detail the concept of the ideal development for the site, overall scope of the project, timeframe within which the proposed project would be started and completed, and any other relevant information. The timeframe should demonstrate the developer's readiness and ability to proceed on the project with time schedules reasonably described.

3. Qualifications and Experience – Provide a list of developers involved in the project and an overview of their experience, including a list of previously completed projects comparable in size and scope.
4. Financial Responsibility - Demonstrate the capacity of the developer to finance the purchase and development of property including the ability to secure tenants, if needed.

Ten (10) copies of the proposal shall be submitted to the City of Goose Creek no later than 2:00 PM on Tuesday, October 3, 2017.

Anyone wanting to tour the properties before September 22, 2017 may schedule an appointment by contacting Matt Brady, Economic Development Director, at (843) 480-2289 or [mbrady@cityofgoosecreek.com](mailto:mbrady@cityofgoosecreek.com).

If a proposal is not accepted and agreed upon through this RFP, future proposals will be accepted and evaluated on a first come, first served basis.

Questions shall be addressed to and the proposal shall be submitted to:

Matt Brady  
Economic Development Director  
City of Goose Creek  
519 N. Goose Creek Blvd.  
P.O. Drawer 1768  
Goose Creek, S.C. 29445-1768  
[mbrady@cityofgoosecreek.com](mailto:mbrady@cityofgoosecreek.com)