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REQUEST FOR PROPOSAL (RFP)

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Phone: 615-424-4982

Prepared By: Josh Ward  
Date: 2/16/2023

## REQUEST FOR PROPOSAL

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**SUBMISSION DEADLINE:** April 16, 2023

**QUESTION SUBMISSION DEADLINE:** March 15, 2023

**RFP Contact Name:** Josh Ward

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### **INTRODUCTION**

The Clarksville Montgomery County Industrial Development Board invites and welcomes proposals for their Industrial Park Commercial Complex located off Rossvie Road and International Blvd. Please take the time to carefully read and become familiar with the proposal requirements. All proposals submitted for consideration must be received by the time as specified above under the "SUBMISSION DEADLINE."

*BIDDERS SHOULD NOTE THAT ANY AND ALL WORK INTENDED TO BE SUBCONTRACTED AS PART OF THE BID SUBMITTAL MUST BE ACCOMPANIED BY BACKGROUND MATERIALS AND REFERENCES FOR PROPOSED SUBCONTRACTOR(S) – NO EXCEPTIONS.*

### **PROJECT LOCATION AND INCENTIVES**

The bid proposal is being requested for the Industrial Park Commercial Complex project, which is in the South Industrial Park off Exit 8 and International Boulevard in Clarksville, Tennessee. Project incentives are based on the quality of concept and overall capital investment. Incentives could include the following:

- Possible discount on the land purchase price.
- Possible PILOT provided to the developer.
- Marketing assistance from the Industrial Development Board.
- Potential partnership on infrastructure costs.

### **PROJECT OBJECTIVE**

The objective and ultimate goal for this project is to provide commercial options, high end amenities, service industries, and entertainment venues for the industrial park users and the

surrounding community. The project should generally follow the programming as set forth by the Master Plan, as shown in Exhibit A of the RFP.

### **IDB PARTNERSHIP REQUIREMENTS**

Understand that the following requirements are key to the partnership with the Clarksville Montgomery County Industrial Development Board

- The Developer will be responsible for all infrastructure cost associated with this project (access roads, utilities, site development, etc.) \*\*\*Unless other incentives are agreed upon.
- The Developer will be held to the restrictions set forth by the Design Review Committee.
- The Industrial Development Board will have creative input on the design, layout, and intended uses of all commercial parcels.
- The Industrial Development Board is open to new ideas and suggestions, not mentioned in the Master Plan shown on Exhibit A.
- The Developer will purchase the land from the Industrial Development Board at a negotiated price. Appraised values are included in Exhibit A.
- Final pricing determined by the economic impact of the proposal and the quality of retailers that are presented in the RFP.

### **PROPOSAL BIDDING REQUIREMENTS**

#### **PROJECT PROPOSAL EXPECTATIONS**

The Clarksville Montgomery County Industrial Development Board shall award the contract to the proposal that best accommodates the various project requirements. The IDB reserves the right to , award the contract to more than one Bidder, and refuse any proposal or contract without obligation to any Bidder offering or submitting a proposal.

#### **DEADLINE TO SUBMIT PROPOSAL**

All proposals must be received by April 1, 2023, no later than 5PM Central time for consideration in the project proposal selection process.

#### **PROPOSAL SELECTION CRITERIA**

Only those proposals received by the stated deadline will be considered. All proposals, submitted by the deadline, will be reviewed, and evaluated based upon information provided in the submitted proposal. In addition, consideration will be given to cost and performance projections. Furthermore, the following criteria will be given considerable weight in the proposal selection process:

- Proposals received by the stipulated deadline must be in the correct format and adequately answer all of the key criteria.

The Clarksville Montgomery County Industrial Development Board shall reserve the right to cancel, suspend, and/or discontinue any proposal at any time they deem necessary or fit without obligation or notice to the proposing bidder/contractor.

## **PROPOSAL SUBMISSION FORMAT**

The following is a list of information that the Bidder should include in their proposal submission: If you do not currently run or have ever run a childcare facility many of the following will not apply. However, you will need to include a timeline for completing below information or requirements:

### **Summary of Bidder Background**

- Bidder's Name(s)
- Bidder's Address
- Bidder's Contact Information (and preferred method of communication)
- Bidder's prior experience in childcare
- Legal Form of Bidder (e.g., sole proprietor, partnership, corporation)
- Date Bidder's Company Formed (can be a future date)
- Description of Bidder's company in terms of size, range and types of services offered and clientele.
- Bidder's principal officers (e.g., President, Chairman, Vice President(s), Secretary, Chief Operating Officer, Chief Financial Officer, General Managers), Healthcare professional and length of time each officer has performed in his/her field of expertise.
- Bidder's Federal Employee Identification Number (FEIN)
- Evidence of legal authority to conduct business in Tennessee (e.g., business license number).
- Evidence of established track record for providing services and/or deliverables that are the subject of this proposal.

### **Financial Information**

- Proof of finances and ability to fund and accomplish the submitted proposal.
- State whether the Bidder or its parent company (if any) has ever filed for bankruptcy or any form of Reorganization under the Bankruptcy Code.
- State whether the Bidder or its parent company (if any) has ever received any sanctions or is currently under investigation by any regulatory or governmental body.
- Provide proof of concept by presenting previous commercial projects.

### **Proposed Outcome**

- Summary of timeline and work to be completed.
- A proposed timeline for the project's start and completion date
- Include renderings of the proposed development.
- Disclose any tenants or planned uses for the Commercial Complex
- Clearly communicate how the development meets the intent of the Master Plan found in Exhibit A.

### **Cost Proposal Summary and Breakdown**

- A detailed list of any and all expected costs or expenses related to the

proposed project.

- Summary and explanation of any other contributing expenses to the total cost.
- Brief summary of the total cost of the proposal.

### IDB Timeline and Next Steps

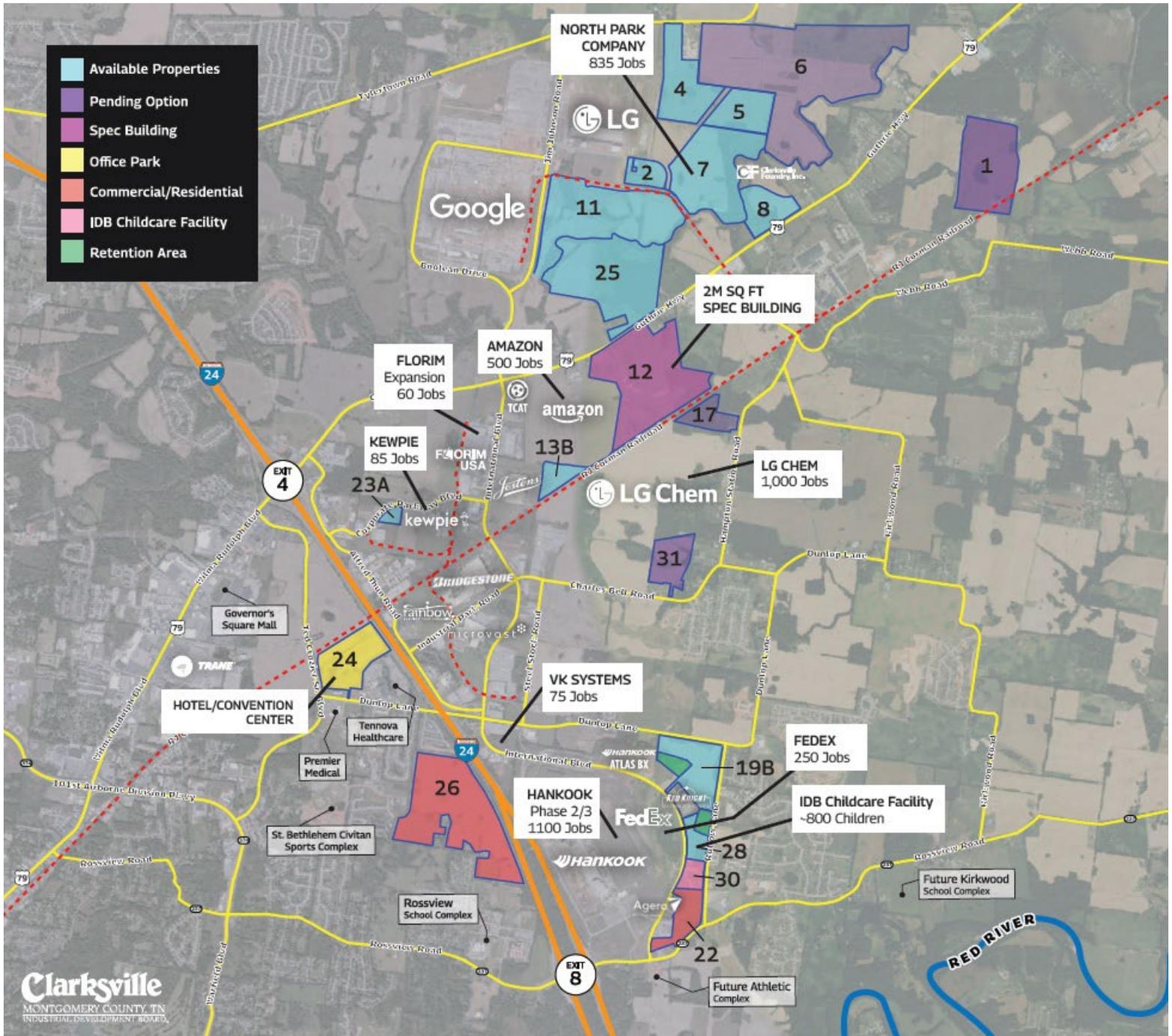
- All proposals submitted by April 16, 2023
- Proposals will be reviewed by the Commercial Real Estate Committee by the deadline.
- Interviews with Commercial Developer Finalist will take place in April, 2023.
- Winning Proposal will be selected and notified by May, 2023.

### Exhibit A



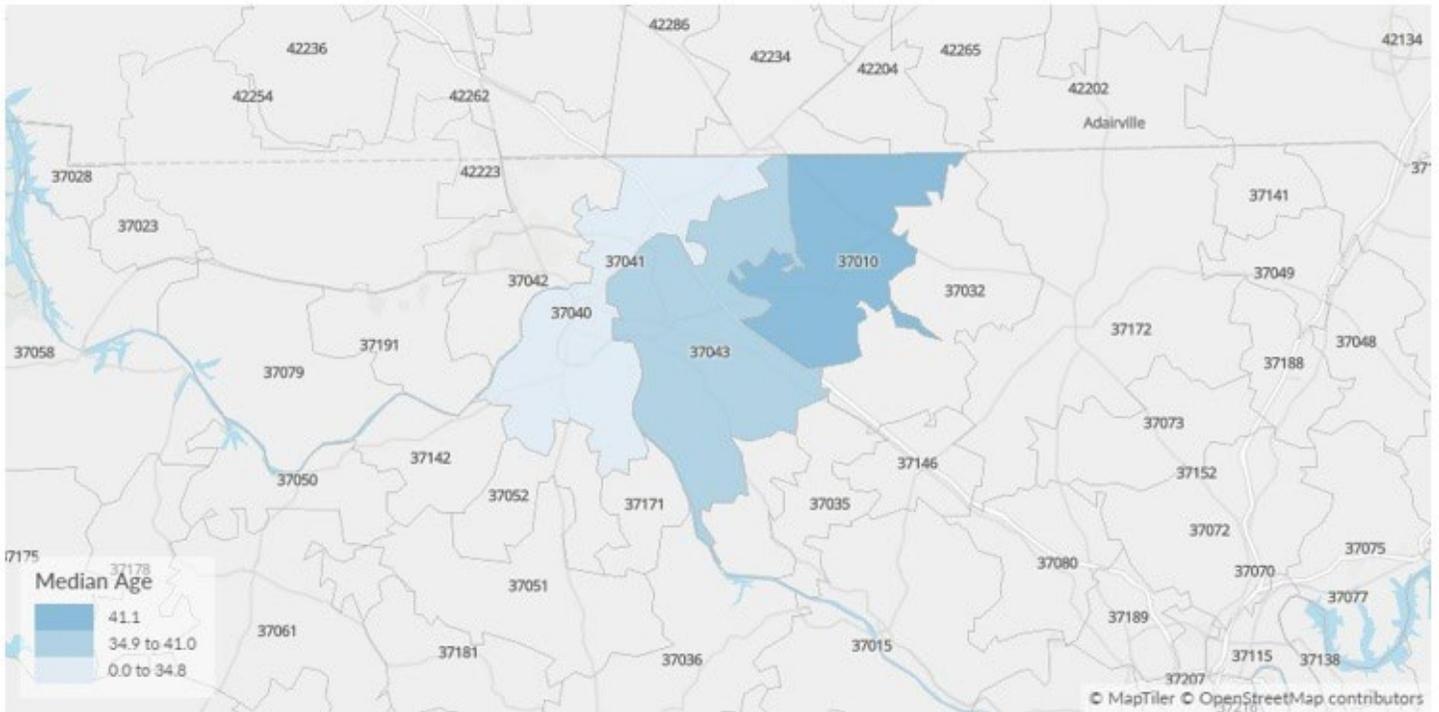
## Exhibit B

Exhibit B shows the number of jobs coming to the Industrial Park in expansion projects alone. Existing industry, including companies like LG, Google, Florim USA, Bridgestone and more, make up thousands of employees who work in the industrial park. The commercial complex is the gateway to the industrial park off Rossvie Road, and service large companies and the surrounding community. The proposed commercial complex is located on sites 21 & 22.



## Exhibit C

Income demographics in the surrounding area:



ZIP	ZIP Name	Median Age	Median Household Income	Per Capita Income	Workers Age 16 and Over	Housing Units	Adult Civilian Population	Total Population	Veterans
37010	Adams, TN (in Robertson county)	41.1	\$93,794	\$36,825	2,593	1,911	3,666	5,096	476
37043	Clarksville, TN (in Montgomery county)	34.9	\$76,555	\$35,691	24,405	19,986	35,863	49,669	6,440
37040	Clarksville, TN (in Montgomery county)	31.3	\$54,348	\$26,700	23,891	21,578	36,692	52,736	7,064

**Please direct questions about the program to Josh Ward, Director of Economic Development, by email at [joshward@clarksville.tn.us](mailto:joshward@clarksville.tn.us) or by phone at 615-424-4982**