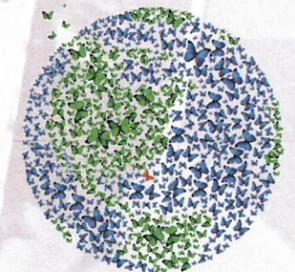




RFP-18-20
Redevelopment Of Downtown Parcel
Downtown Community Redevelopment Agency



E2L
REAL ESTATE
SOLUTIONS, LLC

QUESTION 1

Provide detailed requests for City participation/incentives in the redevelopment of the sites including but not limited to asbestos abatement, building demolition and site clearing, infrastructure investment, off-site parking, permit and impact fee reductions and tax abatements. Also provide detailed benefits to be gained by the City as a result of providing said incentives/participation.

RESPONSE

- E2L would manage the asbestos abatement and demolition through our construction team on behalf of the City to remove all hazardous materials and prepare the site for the new development. Under the arrangement, the City would provide funding to complete the work as part of the Public Private Partnership development agreement.
- Infrastructure including Water, Sanitary, Roadways and Reclaimed Water would be provided by the City in junction with the public private development needs. Utilities including Power, Cable, Telephone, Gas, Data (Fiber) would be provided and paid for by the private entities with the City providing the necessary right of ways/easements to support the development needs within the public right of ways.
- Off-Site parking was considered, and we believe our joint use shared parking approach will save the City \$3-4MM that can be better deployed by creating more City Amenities for the proposed event, park and playground space.
- Permit Fees would be applied as normally structured for this type of development to support the City's expense of staff and services. We would look for an expedited permit process utilizing state of the art electronics to help all parties.
- Impact Fees reduction could assist the overall project pro-forma and we would ask that these be left open for consideration during the development agreement discussions.
- Tax abatements are not being requested at this time since we are looking to create taxable property for the city and allow reinvest in infrastructure and amenities.
- The detailed benefits to the City of Deland in our approach include maximizing the taxable investments in Downtown , creating new park and event gathering space for citizens, expanding the festival street amenities already in place while creating long term parking solutions for both the public and private entities.

QUESTION 2

Are there any perceived City constraints to implementing your proposal?

RESPONSE

- Obtaining the property variances necessary for the private development on heights and set backs would be critical to the private development moving forward. We look forward to meeting with your planning and zoning staff to discuss the details of the project and how to quickly integrate our efforts with their reviews and approvals.

QUESTION 3

Are there any other anticipated or perceived impediments or concerns related to the successful implementation of your proposal?

RESPONSE

- Environmental and unknow site conditions are always possible impediments to implementing a development project. While we have conducted significant due diligence on the existing properties more work remains to be done. We still need to evaluate other properties for the master development including surveys and platting which can sometimes uncover title issues along with historical/zoning concerns. Our goal would be to work hand in hand with the city to evaluate the properties in consideration quickly and complete a full risk assessment with planned strategies to resolve and issues in the best interest of all parties.
- We will need the city to quickly implement a zoning amendment to support the proposed height variance for the properties to support the maximum density and to agree upon a joint use shared parking plan.

QUESTION 4

What is your expectation for the City expediting the permitting process for your proposal? Please provide your expected timeline.

RESPONSE

- For a project of this magnitude we would expect to have a stepped permitting process to allow for the demolition and site development process to commence while building and parking structures are being designed. Additionally we would want to progress all the infrastructure design and permitting to assure we have agreed upon work commencing in support of the master plan. Critical to the overall process is the storm water management that will involve Saint John River Water Management (SJRWM) reviews and approvals which would involve both the city and the private development under a Public Private Partnership.

QUESTION 5

Provide a detailed description/proposal, including estimated cost and responsible party, for providing stormwater management associated with the reuse/redevelopment of the site.

RESPONSE

- E2L is proposing to coordinate all design and construction of the public development components including the Joint Use parking, Event Space, Road Improvements along with the playground/park including the proposed water feature to replace the existing storm water retention structure between City Hall and Police. The enlargement of the water feature allows for the proposed redevelopment of multiple private sites. This approach for a “master stormwater” design allows the city to maximize the buildable area for the Private development assets and overall taxable assets for the city. Our approach also enhances the “Green” sustainable design approach while offering nature refuge to the downtown area. The design and cost to complete the water feature has been budgeted as shown in our pro-forma and would be subject to the City’s comments and acceptance of the proposed offering.

QUESTION 6

Provide a detailed description/proposal, including estimated cost and responsible party, for providing adequate vehicle parking specifically for the two sites included in the RFP

RESPONSE

- We understand the City's RFP included a cost estimate for a City Parking Garage consisting of 264 spaces at \$5,148,000 or \$19,500 per space utilizing CRA funds. Based on our questions during the RFP process we were advised that the city only needs approximately 100 spaces for employees which would equate to a \$1,950,000 (100 X \$19,500/space). We believe the remaining \$3,198,000 allotted for the parking garage is more appropriately utilized to support the event space, park and playground amenities, Jail site demolition and land preparations along with storm water management design and construction. By the City ultimately investing in themselves, we believe the new assets/amenities will drive a more vibrant downtown to spur future redevelopment.

QUESTION 7

Provide a detailed description, including estimated cost and responsible party, of any publicly accessible amenities associated with your proposal.

REPOSENSE

- Based on our proposed master plan we anticipate the public accessible amenities would be designed and built based on our response to the previous question. As we have learned from previous P3 projects, the funding options to maximize development can be based on available and assigned Tax Incremental Financing (TIF) from the approved Community Redevelopment Agency 2025 sunset period. E2L is prepared to implement a turnkey design/construct/501-C-3 (tax exempt) finance program to include other city facility needs should this prove beneficial to the overall project delivery. This could include all demolition of all buildings involving the existing and future Fire Station Site along with development of the same.

QUESTION 8

During your analysis of the existing former jail site, was any consideration given towards retention and repurpose of the existing building? If so, what were the pros and cons?

RESPONSE

- We visited and further analyzed the existing jail and courts site early in our due diligence process. We were very intrigued about the reuse of the facility as there are several clever and thoughtfully adapted jail sites around the country to draw inspiration. However most of these are roundhouse type facilities that contained a central atrium space ringed by the cellblocks which are much easier to repurpose due to their relatively simple circulation and organization of space. A clear example is the Liberty Hotel in Boston.
- This building was designed to maximize efficiency of cell space and its conversion to another program type would be cost prohibitive due to the reinforced walls, small cell spaces, deep dead-end corridors, and a morass of plumbing and electrical for each cell that will no longer be necessary. The floors themselves are not easily navigable and would require extensive signage for the direction of the building tenants. After having the hazardous material removal and retrofit studies completed, we determined the cost to renovate and adaptively reuse the former Volusia jail was prohibitive to the successful outcomes the city requested in your vision plan.
- Finally, the building lacks a sense of historical and community charm and presence, no longer fitting into the desired architectural character of the downtown. In the end, we feel the city is better served with a “Highest and Best Use” approach for a financially viable redevelopment that fits into the fabric of the Deland downtown community.

QUESTION 9

Are you amenable to modifications of your proposal to achieve the goals and objectives of the City?

RESPONSE

➤ Absolutely

QUESTION 10

Is your proposal contingent upon your successful acquisition of additional properties? If so, which properties?

RESPONSE

➤ Yes, the Taylor Property is a key property for the proposed development. We have an “Exclusive” Letter of Intent on the property to support the proposed development (copy provided). We have also met with the owner of Tony’s pizza to respectfully discuss the development and options to redevelop the corner property through air rights or possibly integration into the new retail space. Likewise, we met with the owner of Comfort Systems and discussed the current offer on their property. Should E2L be selected as the Master Developer for the City, we have been advised that the current offeror would be amenable to joining our team or we would self-develop the site in conjunction with the northern quadrant.

QUESTION 11

What do you anticipate to be the secondary (or multiplier) effects to the Downtown as a result of the implementation of your proposal?

RESPONSE

- We believe our project will provide a strong mixed-use anchor on the corners of New York, Georgia, and Florida Ave. This project will establish a strong terminus to the festival street in the form of a vibrant city “event” park with a multitude of amenities. It will also serve to enhance and expand the festival street infrastructure and presence in the downtown community, reidentifying the street as a “place to be”, a destination anchor for DeLand residents and visitors. The project will be an economic driver and serve as a catalyst for additional developments specifically for the opportunity zone. These will ultimately drive further interest in businesses to locate in DeLand and drive sustainable tax revenue for the city. Finally it will offer a range of residential products “artisan flats, millennium micro-units, senior active villas, etc..) to fill a diverse need throughout the downtown area.

QUESTION 12

Provide supporting reasons why your team and proposal will be the “most advantageous” for the City.

RESPONSE

Our team has a deep level of experience designing and developing mixed-use projects in towns and cities throughout Florida and across the country. We also have the development capacity to complete the project on time and on budget. Our team has obtained exclusive commitment to the Taylor property critical to integrate the project sites allowing us to develop a project that is scaled to support the mixed-use needs of the city. This will also address smart parking options while focusing on the redevelopment and enhancement of multiple civic blocks containing the major city facilities with new public amenities. Our team is “Not so Out of Town” and has the expertise to provide a high-performing, sustainable, revenue generating project in the heart of downtown Deland that stitches itself into the existing architectural fabric of the city. We have also looked at this project to support a long-term masterplan for the city and have begun generating ideas and plans to be shared upon award for a cohesive approach for the life of the City of Deland and Volusia County.