

## Villas Mobile Home Park – Parcel Sale and Redevelopment Opportunity

The City of Kannapolis is seeking proposals from interested developers to purchase and redevelop approximately 8.045 acres east of S. Cannon Blvd off Fairview St and at the end of Irene Ave. This property, identified as parcel number 5623-15-2751-0000, was formerly known as the Villas Mobile Home site and contained privately owned roads: Verona St, Venice St, Genoa St, and Messina Ct.



Zoned RV (Residential Village), the site is ideal for medium density residential, including attached products.

Proposals must be submitted by **5:00pm EDT, Friday, October 4, 2019.**

### Market Overview

Kannapolis, with a population of approximately 49,000, is the 21<sup>st</sup> largest municipality in North Carolina, and is projected to grow to over 52,000 residents and 20,000 households in the next five years.

Cabarrus County has enjoyed positive in-migration of residents for the past five years—especially from neighboring communities—who are attracted by the proximity to Charlotte and I-85 and the high quality of life. The City of Kannapolis is just 26 miles or a 30-minute train ride from downtown Charlotte. Between 2010 and 2015, a net average of 50 people per month moved from Mecklenburg to Cabarrus County.

The City of Kannapolis is making significant public investments to increase the vibrancy and appeal of its downtown and the larger community to residents and businesses. These public investments are intended to spur private residential and commercial development as a means to capture a greater share of overall regional growth. The metropolitan area is projected to add 17,000 households per year over the next five years, and median household income is projected to grow by 2.5 percent per year.

The project site is near US-29/Cannon Boulevard, which has a daily traffic volume of 23,500 vehicles per day, and is one of the City's most heavily traveled corridors.

### **Site Information**

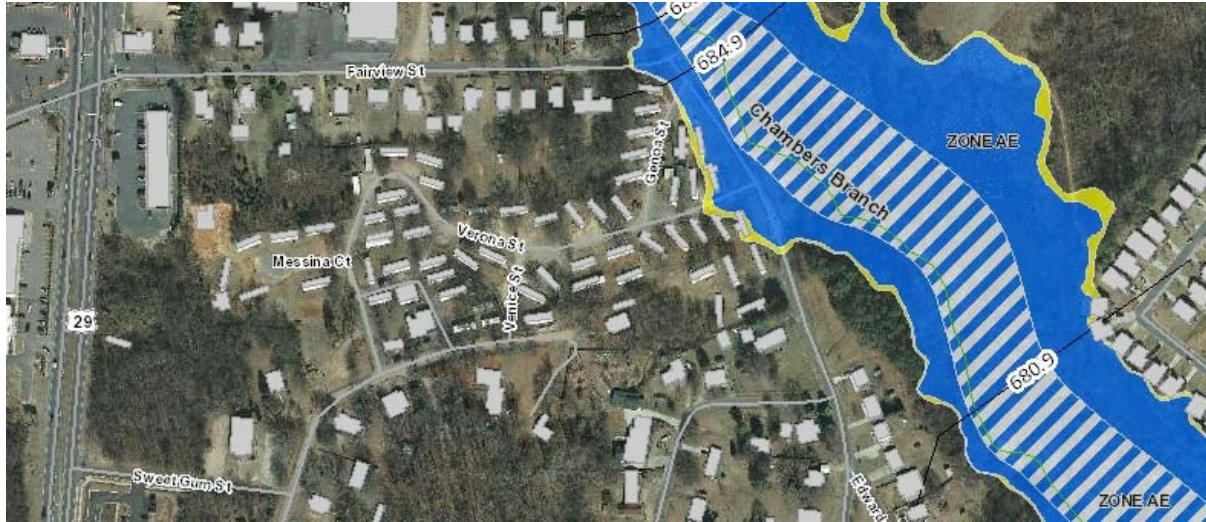
The dilapidated mobile homes that were formerly on the property have been removed by the City of Kannapolis. A Phase II Environmental Site Assessment was conducted in August 2016, with some metals detected at the surface and subsurface levels. A subsequent Analysis of Brownfields Cleanup Alternatives provides recommendations for options and estimated costs to address the environmental concerns. The [Phase II ESA document can be accessed here](#) and the [Analysis of Brownfields Cleanup Alternatives can be accessed here](#).

The site is zoned Residential Village (RV) which permits single-family residences, duplexes, triplexes, and multi-family dwellings up to eight units per acre, though in some cases as a conditional use or with supplemental regulations. RV also allows certain types of institutional or civic/community uses. More details regarding the City's development ordinances can be found here: <http://www.kannapolisnc.gov/Government-Departments/Planning/JDO>.

The project site is in the Lake Concord Protected Area for Watershed (WS-IV). Code allows for up to 24% impervious surface. Any impervious that is existing gets credit for development purposes and is allowed in addition to the 24% maximum. There may be an option to build on the site above the 24% restriction, but must be approved by the Planning & Zoning Commission.

The onsite private roads are not in good condition. All projects will need to meet the City's current standards for roads and driveways. The City is also interested in connecting McLain Rd to Fairview St out of the flood plain. (The previous road connection was washed out due to its location in the flood plain.) The City is interested in discussing with the developer the extent that the project plans can accommodate this connection.

A small portion of the eastern edge of the site is in the flood plain, as shown in the map below. The hatched area is floodway - no development is allowed. The blue area is in the 100 year floodplain - development is allowed with a certificate. Yellow area is the 500 year floodplain. Shapefiles with the floodplain data are located at: <https://fris.nc.gov/fris/Index.aspx?FIPS=025&ST=NC&user=GeneralPublic>.



### Submission Requirements

Proposals are due by **5:00pm EDT, Friday, October 4, 2019**. Proposals should be submitted electronically in PDF format to Irene Sacks, Director of Economic & Community Development, at [isacks@kannapolisnc.gov](mailto:isacks@kannapolisnc.gov). Please make the email subject: "Development Proposal: Villas Mobile Home Park".

All responses are subject to public disclosure under North Carolina Public Records Law. The City of Kannapolis recognizes that respondents must submit financial information that it may deem confidential and proprietary to comply with the requirements of this solicitation. To the extent permissible by law, the City of Kannapolis agrees to keep confidential any confidential proprietary information included in a response, provided that (1) the respondent identifies the confidential proprietary portions of the response, (2) the respondent identifies as confidential and proprietary only those portions of the submittal that are confidential and proprietary, and (3) the respondent states why protection is necessary. Respondents shall not designate their entire response as confidential and proprietary, nor shall they so designate information that is already public.

Any information that the respondent would like to remain confidential should be e-mailed under separate cover to [isacks@kannapolisnc.gov](mailto:isacks@kannapolisnc.gov). The e-mail subject must be "PROTECTED: Development Proposal: Villas Mobile Home Park".

### Submission of Proposal

Include the following information in your proposal:

- Development plan
  - Number and type of units, proposed size
  - Community amenities, if any
  - Timing of phases, if applicable
  - On and off-site improvements proposed

- Preliminary site plan
- Renderings or examples of proposed product
- Development & financing assumptions, including sources and uses
- Acquisition price
- Proposed timeline for acquisition and construction

### **Submission of Qualifications**

Include the following information in your proposal:

- Letter of Introduction - Include a summary of the respondent's qualifications, experience, interest in this opportunity, and vision for this property. The letter must be signed by a principal or authorized officer of the entity.
- Development Team
  - Identification of partner firms and roles, including co-developers, architects/designers, and potential general contractor.
  - Overview of each firm on the team, including brief history of firm, licensure, past experience working with the developer, and relationship of the firm's parent company with the office responsible for this project, if applicable.
  - Identification and resumes of lead staff (principals and project managers) who will be responsible for negotiating a development agreement with the City.
- Experiences and References
  - List of up to five current and completed projects (preferably in the last five years) relevant to proposed plans. Include the following information:
    - Name, location and completion date of project
    - Development team members, including architects/designers and general contractors
    - Scope and scale of development program
    - Photos/illustrations of project
    - Capital stack
    - Financing partners
- Disclosure and evidence of financial stability
  - Disclosure of any potential conflicts of interest that could be relevant to this project in any manner.
  - Disclosure of any projects/financing on which the team or any of its members has defaulted.
  - Disclosure of whether the developer or any officer, director, or owner thereof has had judgments entered against it, him or her within the past 10 years for breach of contracts for governmental or nongovernmental construction or development.
  - Disclosure of whether the developer has been in substantial noncompliance with the terms and conditions of prior construction contracts with a public body.
  - Disclosure of whether any officer, director, owner, project manager, procurement manager, or chief financial official thereof has been convicted within the past 10 years of a crime

related to financial fraud or to governmental or nongovernmental construction or contracting.

- Disclosure of whether any officer, director, or owner is currently debarred from bidding or contracting, pursuant to an established debarment procedure, by any public body, agency of any state, or agency of the federal government.
- Other evidence of financial stability of developer (can be submitted under confidential cover as detailed in "Submission Process").

### **Evaluation and Selection Process**

City staff will review and analyze responses, and conduct additional due diligence, as needed. The Kannapolis City Council will endorse the selection of a Development Partner. This will then trigger a period of negotiations between the City and Development Partner for an initial Memorandum of Understanding (MOU) and then a Development Agreement.

The following evaluation criteria will be prioritized:

- Qualifications and experience of the development team with the type of development proposed in respondent's plan for the site
- Compatibility with and benefits of proposed project to the surrounding area
- Quality and success of prior development projects
- Demonstrated ability to execute project of similar scale
- List of active development projects and demonstration of confidence in the project
- Fiscal impact to the City: proposed purchase price, any contributions for off-site infrastructure, and total proposed investment

After a review of submitted proposals, clarifications may be requested. Unless requested by City staff, no additional information may be submitted by developers after the proposal deadline.