



Request for Developer Interest (RFDI)

LOT #900
HOOD RIVER WATERFRONT

Hood River, Oregon



Proposals Due: May 28, 2021

Project Contact:

MICHAEL S. MCELWEE, EXECUTIVE DIRECTOR

PORT OF HOOD RIVER

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DEVELOPMENT OPPORTUNITY

The Port of Hood River (“Port”) is seeking to identify a qualified developer or business to lease and develop a commercial building on Lot #900 in Hood River, Oregon. Lot #900 is a prime, one-acre commercial parcel located on the Hood River waterfront, directly across Interstate I-84 from downtown Hood River. It is the last remaining undeveloped, commercially zoned property on the waterfront and wholly owned by the Port. Lot #900 is offered as a ground lease. The Port will consider approaches that utilize a participating ground lease or other form of public-private partnership approach.

This RFDI describes the development requirements and objectives of the Port pertaining to Lot #900, and the information to be submitted to the Port by a developer or business (“Developer”) interested in leasing and developing the site. Following a Port decision to proceed with a proposal, the Port would engage in negotiations with the selected Developer intended to reach agreement on the terms and conditions of a memorandum of understanding, ground lease and, if applicable, public-private partnership agreement.



Subject property highlighted in green above. View to the north.

PROPERTY DESCRIPTION

- **Location/Context** – The Hood River Waterfront is located in the central Columbia River Gorge and sits directly across Interstate 84 from downtown Hood River, a town of approximately 9,000 residents. The Waterfront has experienced significant growth in the last ten years including an estimated \$87 million in public and private investment. (See

Exhibit 'B' for a waterfront development summary.) Hood River is well known for its scenic and recreational amenities that draw visitors from around the world and its significant level of activity during the summer months. Lot #900 is located south of Riverside Dr. and east of North 2nd St., both ODOT-owned streets. The property has significant visibility both from I-84 and downtown. The vacant land located to the north of Lot #900 is owned by the Port. It is zoned light industrial and expected to be built out in the next ten years.

- **Zoning/Dimensional Controls** – Lot #900 is identified as property 3N10E25DB and composed Tax Lots 500, 600, 700, 800 and 900. The aggregate property is approximately 39,105 s.f. (.8 acre) in size. Zoning is C2 which allows a wide variety of commercial uses. Area zoning is shown in the figure below.



- Zoning: General Commercial (C2)
Height Limit: 45 ft.
Access: Only from Riverside Dr. north and east
Setbacks: None
Allowed Uses: Wide Range – Housing cannot exceed 50% of floor area
Special Conditions:
- Waterfront Overlay Zone (City of Hood River), including design review
 - Interchange Access Management Plan (ODOT)
 - View Corridor from 2nd St. downtown

DEVELOPMENT GOALS AND REQUIREMENTS

The Port of Hood River, in partnership with local citizens, developers and businesses, has made great strides in creating a vital, active waterfront area that combines recreational activities and amenities with commercially oriented light industrial buildings. Lot #900 is the last undeveloped,

commercially zoned property within the Hood River waterfront. While it holds great opportunity for a signature commercial project, Lot #900 has challenges due to its small size, limited vehicular access, and high visibility within a key view corridor from downtown Hood River.

Proposed uses for Lot #900 will need to address shared public policy objectives of the Port and City of Hood River, and the specific requirements for development of Lot #900. Respondents should consider approaches that are responsive to the overall vision for the Waterfront area, including the following key goals:

- High Quality Design & Construction
- Environmental Sustainability
- Superior Pedestrian Environment
- Complementary with Downtown Hood River
- High job quality and density

Prior completed plans, development reports, and background information pertaining to the site and the overall vision for the Hood River Waterfront can be found at www.portofhoodriver.com. Proposers will benefit from reviewing this website in preparation for responding to this RFDI. Any information the Port makes available to proposers is as a convenience to the proposer and without representation or warranty of any kind.

In addition to the overall vision and development regulations for the Hood River Waterfront, the Port has established the following REQUIRED and PREFERRED elements for the development of Lot #900.

Required Elements:

- Creation of a signature building.
- Waterfront Design Guidelines.
- Mitigate any impacts to the 2nd Street view corridor.
- Complementary to the downtown business district.
- Pedestrian connectivity through and around the project.
- Daytime and nighttime-active building uses.
- Building & site energy efficiency.
- Mitigation of visual impacts caused by the required on-site parking.

Preferred Elements: *Responses that incorporate the following are preferred:*

- Sustainable building practices that meet or exceed the standards required for Silver LEED™ certification by the US Green Building Council.
- Creation of new jobs available to the regional workforce in the Columbia River Gorge.

- Businesses and/or uses that minimize peak hour burden on local streets.

APPROACH

Following the Port’s decision to proceed with a proposal, the Port and the selected Developer will undertake the following:

- Developer and Port will negotiate and, if mutually acceptable, execute a binding Memorandum of Understanding (MOU) that defines respective roles, general development program, and timeframe for leasing and developing Lot #900. The MOU will provide the Developer an exclusive period for its due diligence and require certain deliverables from the Developer within specified time periods.
- Developer completes its due diligence within required time period, and prepares for the Port’s review a refined scope, concept level plan, cost estimate, and financing plan for the proposed development program, including any material financial or other terms, conditions, and arrangements proposed between the Port and Developer. In conjunction with these plans, Developer must provide evidence that it has or is reasonably anticipated to have the financial commitments to undertake the development.
- Port will review the refined development proposal and evidence of funding and determine whether to proceed with the proposal.
- If the Port accepts the refined development proposal, the Port will prepare, and the Port/Developer will negotiate and, if mutually acceptable, execute a long-term lease agreement that includes specific design, permitting, financing and construction milestones and requirements; and any other documents required to complete the transaction (for example, a Public-Private Partnership Agreement if part of the program).
- Subject to the terms and conditions of the lease and other agreements between the Port and developer, Developer will:
 - Prepare all necessary site, design, and construction documents required for City permits and approvals.
 - Secure all necessary permits and land use entitlements. The Port will establish a Project Management Group (PMG) of public staff and consultants to provide technical review for the Port and, if requested by the developer, to assist the developer with the regulatory and entitlement process.
 - Finance and construct the development program.

The Port reserves the right to adjust the sequence of steps described above.

Anticipated Schedule

The following approximate schedule shows key events and deadlines for this procurement. The schedule is subject to change.

March 9, 2021	Issue RFDI
May 28, 2021	Responses Due

June 28-30, 2021
July 20, 2021

Interviews (if necessary)
Commission Decision

SUBMISSION REQUIREMENTS

To be considered, developers and businesses interested in leasing and developing Lot # 900 must submit all of the “**Required Materials**” and any “**Optional Materials**” to the Port by the due date. These categories are described as follows.

Required Materials

- A letter of introduction, including name and address of the business entity, the name and address of the principal contact. If applicable, include the name, contact information, and role of any partners, shareholders, or other entities or persons with significant involvement in the proposed development program.
- Written description of the developer’s interest in pursuing a project on this property, including any assumed or required terms, conditions, and financial arrangements between the business/developer and the Port that pertain to the business/ developer’s interest.
- Written description of the proposed development type and programmatic elements, the size and scale of proposed project and responses to the Required and Preferred Elements listed above. If a business, provide a description of business service or product and employee types and number.
- Summaries of key personnel to execute the project and their experience.
- A description of 3-5 projects completed by developer, or its principals, that best illustrates developer’s experience and capabilities.
- A completed Organizational Disclosure Form attached as Exhibit A. The Form should be marked **TRADE SECRET AND/OR CONFIDENTIAL INFORMATION** and submitted in a separate sealed envelope as described below.

Optional Materials

- Conceptual site plan indicating building footprint and location of access driveways and parking.
- Preliminary building elevations with sufficient detail to convey building scale character, materials, etc.

Trade Secret and/or Confidential Material

If necessary or beneficial to submit trade secrets or other confidential information in response to this RFDI, the trade secret or other confidential information must be submitted in a separate, sealed envelope marked “**TRADE SECRET AND/OR CONFIDENTIAL INFORMATION.**” Additionally, each page within the envelope containing the trade secret or other confidential information must

be marked “TRADE SECRET AND/OR CONFIDENTIAL INFORMATION.” By submitting the TRADE SECRET AND/OR CONFIDENTIAL INFORMATION to the Port, the proposer agrees to indemnify and hold harmless the Port, its Commissioners, officers, employees, and agents from all costs, damages, and expenses incurred in connection with refusing to disclose any material that the proposer has designated as a trade secret and/or as confidential information.

The Port must comply with public disclosure requirements under ORS 192.311, et seq *Only information that is a trade secret or otherwise exempt from public disclosure under Oregon law can be kept confidential.* When responding to a public records request, the Port will independently assess if the requested information is exempt from public disclosure, and, unless otherwise reversed by judicial action, the Port’s determination will be final.

The Port may disclose trade secret or other confidential information contained in the proposal under the following circumstances:

- The Port may reveal any trade secret or other confidential information to any Port or City of Hood River staff, outside consultant, or third party engaged with in reviewing proposals or negotiating agreements pursuant to this RFDI; and
- The Port may publicly disclose any trade secret or other confidential information used by the Port Commission to select the Developer, and any proposed or final MOU, lease, or other agreement with the Developer, each of which may include information designated in the proposal as exempt from public disclosure.

SELECTION PROCESS

The Port will use the responses to select a business or developer to potentially lease Lot #900 for a commercial development that achieves Port and City of Hood River objectives for the Waterfront and the site, if any. The Port will select a proposal, if any, that is most advantageous to the Port based on the following objectives:

- Facilitate the development of the site in a manner that best achieves the goals of the Waterfront Area.
- Maximize the revenues made available to the Port for its programs.
- Minimize the risk to the Port associated with the successful development of the site.

In making this determination, the Port will consider those factors that it considers applicable, including:

- The proven ability of the developer to successfully finance, develop, and implement the proposed development program.
- The extent to which the proposed development program includes the required and preferred elements and achieves the goals set by the Port for the Waterfront Area and site.

- The extent to which any major financial concepts, including any assistance requested of the Port, terms, and conditions that the developer assumes or requires for its interest in the site appear potentially reasonable and appropriate.
- The allocation of risk in the proposed terms and conditions for the proposal, lease, and other agreements with the Port.

Staff will evaluate each response and present both that evaluation and the submitted materials to the Port Commission in Executive Session for review and comments. The Port Commission may not take any formal action regard the selection of the Developer while in Executive Session. However, the Port Commission could at this time direct staff to, for example, seek additional information from one or more proposers, schedule presentations to the Commission by respondents, and/or schedule a final decision at a future regular meeting of the Commission.

The Commission may take no action or may direct staff to arrange a time for one of more respondents to present their development ideas directly to the Port Commission. The Commission will determine whether to seek additional information, direct staff to initiate MOU negotiations with a single respondent or terminate the project entirely. If the Commission decides to proceed with MOU negotiations and those efforts are unsuccessful, the Commission may direct staff to pursue negotiations with another respondent.

Proposals may be submitted to the address below in person or by a postal, messenger or delivery person. Proposals may also be submitted electronic mail. Proposals will be time-stamped upon receipt by the Port.

Proposals submitted after the due date and time will not be accepted.

The Port may cancel, suspend, or delay this solicitation or procurement, or reject any or all proposals in whole or part, in accordance with ORS 279B.100. If the procurement is cancelled, proposals will be returned to proposers upon request. The Port reserves the right to, at any time, extend, or modify proposal due date and/or submission requirements.

Responses Due 5:00 p.m., May 30, 2021

Address Responses to:

Michael S. McElwee, Executive Director

Port of Hood River

1000 E. Port Marina Dr.

Hood River, OR 97031

Email: mmcelwee@portofhoodriver.com

Exhibit A
Required Developer Disclosure Form

Has the Developer, or Developer's parent corporation, LLC, or partnership, subsidiary or affiliated corporation, LLC, or partnership, if any, or any of the Developer's officers, principal members, major shareholders or investors been adjudged bankrupt, voluntary or involuntary, within the past ten years?

Yes _____ No _____

If yes, give date, place and under what name and, describe the circumstances:

Has the Developer or Developer's parent corporation, LLC, or partnership, subsidiary, or affiliated corporation, LLC, or partnership, if any, or any of the Developer's officers, principal members, major shareholders, or investors been convicted of a felony within the past ten years?

Yes _____ No _____

If yes, for each case give: person, date, place, charge, court, circumstances, and action taken.

Has the Developer, or Developer's parent corporation LLC, or partnership, subsidiary or affiliated corporation, LLC, or partnership, if any, or any of the Developer's officers, principal members, major shareholders or investors been adjudged to be in breach of contract or involved in the settlement of a breach of contract dispute within the past ten years?

Yes _____ No _____

If yes, give date, place and under what name and, describe the circumstances:

The proposer and each party identified in the proposal accepts all risk of adverse public notice, damages, financial loss, or criticism, that may result from any disclosure or publication of any material or information in this form. The proposer and each party identified in the proposal expressly waives, on behalf of itself, its partners, joint venturers, officers, employees, representatives, and agents, any claim against the Director, the Commission, the Port, and their officers, representatives, agents, and employees for any damages that may arise therefrom.

Certification:

If the Developer is a corporation, the form should be signed by the President and Secretary of the Corporation; if an individual, by such individual; if a partnership, by one of the partners if an entity not having a president or secretary, by one of its chief officers.

I (we) _____, certify that this Developer's Statement and the attached evidence are true and correct to the best of my (our) knowledge and belief.

Date:

Signature:

Title:

Address:

Date:

Signature:

Title:

Address:

Exhibit 'B'
Hood River Waterfront Development Since 2005

HOOD RIVER WATERFRONT DEVELOPMENT

Public & Private Investment since 2005

April 16, 2019



The table on reverse represents a summary of development projects on the Hood River Waterfront since 2005. Projects listed are shown on the map above. The table below presents development planning and market research conducted by the Port of Hood River, the City of Hood River, and other community partners for the Hood River Waterfront since 2006.

Study	Date	Investment	Consultant/Planner	Sponsor
Port Properties Vision Plan (Phase I)	2006	\$15,000	Yost Grube Hall Architecture	Port of Hood River
Industrial Market Assessment	2006	\$20,000	E.D. Hovee & Company, LLC	Port of Hood River
Waterfront Development Strategy	2007-08	\$70,000	Group Mackenzie	Port of Hood River
Interchange Area Management Plan	2011	\$85,000	DKS Associates	State of Oregon
Lot #1 Preliminary Concept Plan	2013	\$65,000	Group Mackenzie	Port of Hood River
Nichols Basin West Edge Trail Concept Plan	2014	\$50,000	Walker Macy	Port of Hood River
City of Hood River Waterfront Refinement Plan	2014	\$70,000	Hood River City Council	City of Hood River / Port of Hood River
Lot #1 Development Plan	2016	\$55,000	Walker Macy	Port of Hood River
Lot #1 Stormwater Treatment Plan	2016	\$3,000	Engineering Intern Andrew Porter	Port of Hood River
Lot #1 Infrastructure Plan	2018	\$65,000	Walker Macy	Port of Hood River
Lot #1 Financial Analysis	2018	\$15,000	EcoNorthwest	Port of Hood River
Lot #1 Market Analysis	2019	\$23,000	EcoNorthwest	State of Oregon/Port of Hood River
TOTALS		\$536,000		

PORT OF HOOD RIVER = \$402,200

CITY OF HOOD RIVER = \$35,000

STATE = \$98,800

Map	Project	Date	Size	Investment	Jobs	Investor
1	Waterfront Park Land Donation	2005	6.6 acres	\$1,500,000	-	Port of Hood River
2	2nd Street	2006	.69 acres	\$250,000	-	Port of Hood River
1	Waterfront Park Phases I-IV	2008-13	6.1 acres	\$2,610,000	-	Waterfront Park Foundation
3	WWTP Odor Control I	2008-09	-	\$395,000	-	City of Hood River
4	Portway Avenue I: Sidewalks, Utilities, Etc.	2009		\$257,900	-	EDA/Port of Hood River
5	Anchor Way	2009	.87 acres	\$350,000	-	Port of Hood River/ODOT
6	Halyard Building Construction	2010	20,000sf	\$3,350,000	80	Port of Hood River
7	Jensen Building Acquisition & Remodel	2010	71,000sf	\$2,870,000	40	Port of Hood River
8	UTS Building Remodel	2011	35,000	\$2,040,000	40	Key Development
3	WWTP Upgrade	2011		\$591,245	-	City of Hood River
9	Hood River Juice Company Phases I-II	2011-14	55,000sf	\$7,500,000	128	Hood River Juice Co.
4	Portway Avenue II: Sidewalk, Cul-de-Sac	2012		\$275,295	-	EDA/Port of Hood River
10	Turtle Island Foods	2012	33,000sf	\$12,000,000	30	Turtle Island Foods
11	Maritime Building Upgrades	2012	38,000sf	\$200,000	15	Port of Hood River
1	Waterfront Park Parking	2013	8,000sf	\$225,000	-	City of Hood River
12	Hood Tech Building	2013	40,000sf	\$5,410,000	55	Key Development
13	501 Portway Avenue Building	2013	20,000sf	\$3,000,000	45	Key Development
6	pFriem Brewery Expansion	2015-17		\$1,400,000	40	pFriem Brewing
14	Nichols Basin West Edge Trail & Open Spaces Construction	2015	2.48 acres	\$800,000	-	Port of Hood River/State of Oregon
15	Pedestrian Bridge Trail	2015	.3 acres	\$400,000	-	Port of Hood River/FHWA
16	City Sewer Outfall Project with Trail	2016	12,118sf	\$3,000,000	-	City of Hood River
17	Nichols Landing	2016-18	83,000sf	\$28,000,000	119	Naito Development
18	Sheppard's Building	2017	20,000sf	\$2,000,000	18	Sheppards
19	Expo Industrial Offices Phase 1	2018	30,000sf	\$8,500,000	80	Key Development
	TOTALS		1,207,380sf	\$86,924,440	690	

For more information, contact:

Michael McElwee, Executive Director,
Port of Hood River
1000 E. Port Marina Drive, Hood River, OR 97031
(541) 386-1138
mmcelwee@portofhoodriver.com

TOTALS BY INVESTOR CATEGORY:

PORT OF HOOD RIVER/
STATE & FED PARTNERS = \$10,253,195
CITY OF HOOD RIVER = \$4,211,245
NON-PROFIT = \$2,610,000
PRIVATE INVESTMENT = \$69,850,000