

Request for Information (RFI)

Request for Information for the Development of a Multimodal Transportation Center and the Redevelopment of 2121 Main St.

The Midtown Redevelopment Authority (MRA) is interested in identifying potential partners (private and/or public) for the development of a first-class Multimodal Transportation Center within the city limits of Houston, Texas, and the redevelopment of a prime site in Midtown, Houston.

The Project

There is a desire and need by public-sector partners to construct a Multimodal Transportation Center (MTC) for multiple domestic and international intercity bus (ICB) carriers with convenient connections to other bus, light rail, regional rail, and/or air travel facilities. These ICB carriers may include, but would not be limited to, national companies like Greyhound, Megabus, Coach USA, and Kerrville Bus Company; and international companies like El Expreso and Tornado Bus. The MTC may also integrate rental car leasing, transportation network companies (Uber, Lyft), or vehicle-sharing services. Potential to interface with existing or future connections to high-speed rail, commuter rail, and other modes of transportation is desired.

The intent is to develop a first-class, publicly managed shared-use facility to accomplish these objectives. The ideal location of such a facility will be along or adjacent to existing or planned other transportation infrastructure such as high-speed rail, METRO light rail, METRO fixed-route bus service, METRO Bus Rapid Transit, existing transit centers/hubs, and major connecting interstate highways.

The ideal site for the MTC will be at least 2 acres to accommodate passenger facilities, carrier access, parking, etc. with adequate ingress and egress. Example concepts range from the visionary multi-billion-dollar TransBay Transit Center in San Francisco, to the more modest Jacksonville, Florida Regional Transportation Center, or the planned Atlanta, GA Intermodal.

The Midtown area of Houston has experienced significant redevelopment over the last ten (10) years and it is anticipated that this will continue and accelerate, especially if the Pierce Elevated (Gulf Freeway, IH-45) is removed, as reflected in the Texas Department of Transportation proposed North Houston Highway Improvement Project. For this reason, it is believed that the Greyhound Terminal, 2121 Main Street site is a prime location for commercial redevelopment. Greyhound passenger terminal has been in operation since approximately 1980.

This RFI aims to identify individuals and/or teams of developers who may be interested in engaging in one or more agreements related to the following:

- The provision of a site for a new MTC;
- The purchase of the 2121 Main Street property and participation in its redevelopment; and
- Willingness to be a party to an agreement that includes local, state, and federal financing tools that will make the project economically viable for all parties.

Project Objectives

This RFI is being used to identify public or private parties that can:

- Own or can own property that is ideally situated for the development of an MTC as described above.
- Acquire and redevelop 2121 Main Street in a way which aligns the redevelopment with the goals and objectives of the MRA and the City of Houston.
- Convey the necessary property and/or develop a MTC facility that reflects civic pride in Houston's transportation assets and complements adjacent transportation modes.
- Convey the MTC to a public entity for management, operations, and oversight for at least 50 years.
- Utilize creative financing tools and options to accomplish the aforementioned objectives.

Details

- 2121 Main Street property is 62,500 square feet and is owned by Greyhound, Incorporated.
- The development of the MTC must be completed prior to the redevelopment of 2121 Main Street. This is to ensure that disruption to business of the intercity bus carriers is minimized.
- Feasibility and urgency require that partners own, or can own, fee simple the proposed MTC property.
- Greyhound must be compensated at fair market value for its property at 2121 Main Street, as it relates to a fee simple transaction.
- Financial terms must align with the best interests of all project partners, cognizant of inherent development risk.
- 2121 Main Street is currently within the boundaries of a Tax Increment Reinvestment Zone (Zone) which expires in 2040. The Zone may offer, at its discretion, and with City of Houston approval, financial incentives in the form of development agreements. There exists the opportunity for the Zone to coordinate with other taxing partners for additional financial incentives. Additionally, the City of Houston, through its Chapter 380 Ordinance, has the power to enter into economic development agreements to provide financial assistance (sales tax rebates or otherwise) for qualifying projects. There is no guarantee that these incentives would be offered, but they are possibilities to be considered.
- The 2121 Main Street property is within the boundaries of an Opportunity Zone, a provision of the Tax Cuts and Jobs Act of 2017 that allows investors to enjoy preferential tax treatment when investing in economically-distressed communities.
- Design, engineering, and construction costs for the new MTC may be subsidized with competitive federal or state grant funds. There is no guarantee that these grants would be available, but they are possibilities to be considered.
- The public-sector partners want the MTC to be constructed by 2025.
- Private-sector, compatible uses can be incorporated within, along, or immediately adjacent to the MTC. Incorporating other uses is encouraged and should be considered.

RFI Requirements

All responses will be held confidential to the staff of the Midtown Redevelopment Authority and will be exempt from Freedom of Information Act (FOIA) requests under Section 552.110 of the Texas Government Code.

This RFI seeks to solicit views, suggestions, alternatives, and non-binding proposals from any legal entity with the ability to partially or fully manage design, build and/or finance potentially all aspects of the project(s). Those choosing to respond will not be considered a proposer and no respondent will have any preference, special designation, advantage, or disadvantage in any subsequent procurement process.

This RFI is only a request for information about the potential of a public-private partnership. No contractual obligations shall arise from this RFI process. This RFI process will ideally lead to a targeted Request for Proposals (RFP). All costs, time, and other expense generated related to the response of this RFI shall be fully borne by the respondent.

All responses will become property of the Midtown Redevelopment Authority and will not be returned.

All respondents interested in participating in this RFI must send one electric copy of their response on or before July 31, 2019 to email address: smaclay@thegoodmancorp.com

All questions related to this RFI should be directed on or before June 28, 2019 to e-mail address: smaclay@thegoodmancorp.com. Phone calls to answer detailed questions can be facilitated but should be initiated with an e-mail.

Those interested in receiving a list of questions and resultant answers generated by this RFI should e-mail smaclay@thegoodmancorp.com to be placed on the distribution list.

Response Format

Respondents may adopt the format conventions below, but it is not required.

Please use the format that best communicates your information and message. **Furthermore, it is not necessary to address every section; respondents should respond to only those sections that are within their experience and/or interest.**

Section	Contents
1	Cover letter indicating interest in project and firm/individual contact information.
2	Firm background, qualifications, and references.
3	Documentation of experience in development/redevelopment in the Houston market.
4	Documentation of relevant experience with public-private partnerships in any market, but particularly Houston. Include relevant experience with economic development agreements and/or use of state or federal funding for project components.
5	Please identify potential sites/locations that may be suitable for the MTC based on the requirements provided. Include a general site map which clearly denotes acreage and adjacent access. Notate ownership status as it relates to the respondent(s).
6	Provide description, imagery, and concept option(s) for the redevelopment of 2121 Main Street. Estimate square footage by use, including parking and greenspace.
7	Outline how a successful financial agreement could be structured to fulfill the project objectives. Draft a pro-forma to include 2121 Main St. proposed purchase price, project construction costs (redevelopment and terminal), loans/interest, and subsidy required (and justification of need). Subsidy may come in the form of grants, loans, or incentives.
8	Provide a project timeline with an explanation as to how it can be achieved.
9	Please identify any creative project fulfillment ideas, procurement options, technical solutions, or other differentiators which this RFI should consider in advance of a solicitation for a future RFP.
10	Identify risks or factors that are of your greatest concern(s) related to this project.
11	Beyond the information provided, what additional data would most assist you in making a business decision to engage in a public-private partnership for delivery of this project?
12	Please outline general terms and conditions which should be included in pre-development and development agreements.
13	Please identify the roles and responsibilities that you would see the public sector playing in this partnership.