TOWN OF SILVERTHORNE, COLORADO

THE VILLAGE AT FESTIVAL BRIDGE
DESIGN/BUILD SERVICES

REQUEST FOR PROPOSALS

ISSUE DATE: FEBRUARY 17, 2020

RFP RESPONSE DUE DATE: APRIL 14, 2020
SECTION I: INTRODUCTION

Invitation

The Town of Silverthorne, represented by Mark Leidal, Assistant Town Manager, is requesting proposals from well qualified developers or development teams who have the capacity and expertise to develop a new mixed use development in the heart of Town entitled ‘The Village at Festival Bridge’.

Requests for proposals are made on behalf of the owner of the property, Craig Realty Group – Silverthorne, LLC. The Town of Silverthorne will act as the facilitator, coordinator, and main point of contact during the review of the development proposals.

The Town encourages teams who have experience with in-fill, downtown development to submit proposals. Prior experience on similar or related projects will be an important consideration in selecting a team for this work. Firms or teams with experience designing and building redevelopment sites with a mixture of uses, unique architecture, and inviting gathering spaces will be given preference in the selection process. Please include specifics in your proposal on any such experience your firm or team have, as well as references for the same.

Setting

Summit County’s mountain and outdoor lifestyle is enamored by both visitors and residents alike. Located approximately 70 miles from Denver, in the heart of the Rocky Mountains, Summit County provides mountain retreat for city dwellers and mountain lovers, and is known by many as “Colorado’s Playground”.

Within Summit County, the Town of Silverthorne is located at an elevation of 8,730 feet in a scenic, high mountain valley carved by the Blue River, and surrounded on two sides by National Forest and Wilderness Areas. The Town is considered by many to be the gateway not only to Summit County, but also to much of Western Colorado, due largely to its excellent location at the first exit west of the Eisenhower Tunnel along I-70. There are five world-class ski areas a half-hour drive from the Town – Breckenridge, Copper Mountain, Keystone, Arapahoe Basin, and Loveland – and a few others, including Vail and Beaver Creek, less than an hour away.

Population and Growth

Summit County is approximately 620 square miles, and has an estimated permanent resident population of 30,900. Peak population numbers during the months of December, March, and July can reach over 120,000. There are four incorporated towns within the county limits, large unincorporated neighborhoods, and ski areas with substantial commercial and residential development. The Town of Silverthorne is the second most populous Town in Summit County, with an estimated population of 4,600. Looking to the year 2030, the State Demography Office projects that the County’s permanent resident population will grow to approximately 38,500, and Silverthorne’s population will grow to 5,800.
Tourism

Colorado accounts for 24% of ski and snowboard visits in the US, and ski towns throughout the state continue to see growing numbers of visitors every year. It is, therefore, not surprising that skiing is the mainstay of the economy in Summit County and the primary reason most people visit. The 2018-2019 season was historic for Colorado’s ski industry, reaching a record 24 million skier visits. Located within 13 miles of three world-class ski areas, the Town of Silverthorne experiences large numbers of visits from skiers, snowboarders, and their friends and family during the winter months.

Summer tourism, however, has come to compete with its winter counterpart, and seasonal fluctuations are less dramatic than was experienced historically. With its mild summer temperatures and spectacular vistas, the Town and Summit County also attract a significant number of visitors wishing to access the superb hiking, biking, fishing, and shopping that is available. In July of 2018, CDOT recorded the highest monthly traffic volumes ever through the Eisenhower Tunnel.

Silverthorne Downtown

The Town of Silverthorne offers a wide array of amenities, including the Silverthorne Recreation Center, the Pavilion, and the Performing Arts Center. During the last two decades, distinctive neighborhoods have developed in the north end of Town, including Three Peaks at Eagles Nest, Angler Mountain Ranch, and Summit Sky Ranch. To complement the public amenities and vibrant neighborhoods, the Town is seeking to create a walkable downtown area where residents and visitors will want to spend time, shop, dine, work and live. The vision for the downtown was affirmed in 2014 with the update of the Silverthorne Comprehensive Plan, which serves as the guiding document for the future of growth and investment in the Town.

The boundaries of the Town Core Design District are shown on the right. Radiating from the intersection of HWY 9 and 4th Street, the Town envisions a walkable and inviting district with a mix of uses that is the heart (‘living room’) of the community. Between HWY 9 and the Blue River exist the Pavilion and the Performing Arts Center, as well as popular eateries such as Red Buffalo Coffee & Tea and Sauce on the Blue.

Between the Blue River and Rainbow Drive (subject of this RFP) the Town envisions high density residential and/or accommodations development that creates a critical mass of people continually present and within a walkable distance to restaurants, retail shops, and entertainment. The
sites along the Blue River have the unique development potential of ‘celebrating’ the Blue River by having buildings looking outward onto the river, and integrating recreational access and seating areas along the river. Lastly, the long term vision for 4th Street is for it to connect to Rainbow Drive via an important community space entitled “Festival Bridge”.

The Town updated the Town Core Design standards in 2015 to reflect the vision for a downtown. In 2016, the new Town Core Zone District regulations were adopted to provide clear direction on the types of uses and building designs that are desirable in the downtown. In 2017, Angry James Brewery, a local and popular small brewery opened its doors on Adams Avenue. Angry James Brewery was then followed by the construction of the Performing Arts Center, and the approval of The PAD hostel project on Rainbow Drive, an upscale hostel scheduled to being construction in 2019 (https://thepadlife.com/silverthorne/). Finally, after considerable collaboration and through a multi-faceted public/private partnership, the Town approved the construction of ‘Fourth Street Crossing’, a mixed use development proposed on an entire town block within the Town Core District, on the west side of HWY 9 (http://www.fourthstreetcrossing.com/).

SECTION II: DETAILED PROPERTY INFORMATION

Subdivision

The Riverview Subdivision #2 was approved in March of 1982, and created a series of properties on both sides of Rainbow Drive and adjacent to the Blue River. Lot 6R, Riverview Subdivision #2 was created through a combination of lots in April of 1993. The property is 5.61 acres, and bounded on the north by 4th Street, on the east by Rainbow Drive, on the west by the Blue River, and shares an access on the south with a 3-unit commercial restaurant building that currently houses Chipotle, Rocky Mountain Chocolate Factory, and Which Wich sandwiches. The building on the property was constructed in 1994 as a portion of the Green Village of the Silverthorne Factory Stores (Outlets) and was demolished in 2019.

Ownership

The property is owned by Craig Realty Group – Silverthorne LLC. Craig Realty Group is a full-service development and management company that owns, operates, and manages 16 retail centers in 8 states across the US. A Memorandum of Understanding (MOU) has been negotiated with the property owner to pursue an RFP process. The owner will work individually with the selected developer to complete any agreements that would be necessary to move the project forward. A copy of the MOU is available upon request.

Historical Information

• Outlets at Silverthorne – The Outlets at Silverthorne consist of three buildings on Stephens Way, two buildings on Blue River Parkway, one building on Wildernest Road, and two buildings on Rainbow Drive. The Outlets are referred to based on the colors of their roofs. As such, the Stephens Way buildings, built first in 1988, are known as the Red Village of the Outlets. The buildings on HWY 9 and Wildernest Road, considered the most desirable and popular, are known as the Blue Village of the Outlets. Finally, the two buildings along Rainbow Drive, constructed in 1993, are
known as the Green Village of the Outlets. The buildings were all remodeled with enhanced architectural features and modernized signage in 2005.

- **Tenants** – There are 42 tenants at the Silverthorne Outlets that specialize in apparel/accessories, health/beauty, home/luggage, shoes/athletic, and food. As noted previously, the most popular and in-demand spaces are located in the Blue Village of the Outlets, at the intersection of HWY 9 and Wildernest Road.

- **Green Village of the Outlets – 309 Rainbow Drive** – The subject property had one large building with 14 individual tenant spaces. There are approximately 180 parking spaces on the property between the building and the Blue River. Built in traditional suburban development style, the building does not have entrances facing Rainbow Drive, has poor visibility for vehicle riders, and is surrounded by excessive parking. As a location for retail, the building was the least successful of the Outlets stores. In 2016, Craig Realty Group suspended leasing the spaces, and the building became vacant in 2017. The building was demolished in 2019. The underutilized site has vast development potential as a mixed use, high density residential/accommodations property with a direct connection to the Blue River.

**SECTION III: GOVERNING DOCUMENTS AND REGULATIONS**

**Silverthorne Comprehensive Plan**

On May 28, 2014, Town Council adopted the 2014 Town of Silverthorne Comprehensive Plan, which provides recommendations for the physical development of the Town’s commercial districts. The Town Core District is considered a key development area for the Town, where existing underutilized properties may be transformed to a vibrant economic center. A critical mass of diversified land uses is desired, including a variety of retail shops, offices, hotels, entertainment, restaurants, and other compatible uses that are harmonious with a walkable, downtown experience.

The renderings below illustrate the vision for the Town Core from the Comprehensive Plan. In particular, the images illustrate the development potential for properties along the river, as well as for the flexible space referred to as the ‘Festival Bridge’. Additional Comprehensive Plan policies, renderings, and maps are available here.
Urban Renewal Authority and Plan

The Property is located within the Town’s Urban Renewal Area, the boundaries of which were originally established in 1996, and updated in 2013 and 2014. The Town has a keen interest in engaging the private sector and assisting with the revitalization of properties within the Urban Renewal Area. As such, tax increment financing is a tool that is available to the Urban Renewal Authority to assist private entities with qualifying project costs, funding, and timely completion. Implementation of the Urban Renewal Plan involves identifying key development sites that are ripe for revitalization, and encouraging the investment and reinvestment in those properties and surrounding areas. For additional details on the Silverthorne Urban Renewal Authority and Plan, please click here.

Zoning and Design Standards

The Property is located within the Town’s Town Core Design District. All development on the property is required to comply with the Site Plan provisions detailed in Article VI of the Town Code, and the Town Core Design District Standards and Guidelines.

The property is zoned The Outlets at Silverthorne Planned Unit Development (PUD), which is available here. The standards for use, height, setbacks, parking, and architecture were approved as part of the Major PUD Amendment that occurred in 2004. It is anticipated that redevelopment of the property would either require a request to rezone to the Town’s TC, Town Core Zone District, or a proposal for a new PUD to establish the most desired uses, heights, parking, and other development standards that would apply to the property.

The Town Core Zoning designation provides development incentives for mixed use development with residential uses located above the ground floor, as well as reduced parking, landscaping, snow storage, and lot coverage alternatives. By way of reference, the development standards for the Town Core Zone District are available on the Town’s website.

SECTION IV: RFP SUBMITTAL REQUIREMENTS

All submittals must contain the following items:

1. Team Composition – In order to assess the capability of the development team, please identify the team developer, architect, engineer, landscape architect, builder, and marketing consultant. Provide an organizational chart of the team. The Town encourages the use of local (Summit County) team members. Please include details of the team’s qualifications, including examples of similar projects for each team member.

2. Development Program Concept(s) – Please provide one concept for the redevelopment of the entire property meeting the following parameters:
   a. A mix of uses that includes at a minimum two restaurants, which can be stand-alone buildings, or which can have upper story residential units.
   b. High density (25 units per acre) residential buildings including condominiums, apartments, and townhomes, possibly with ground floor garages. By way of reference, River’s Edge Condos to the north was constructed having 30 residential dwelling units with enclosed ground level garages and 1 commercial unit on the ground floor on 1.3 acres.
c. Accommodation uses, including hotels, hostels, and condominium hotels may also be considered.

d. Streetscape improvements including sidewalks, on-street parking, landscaping, lighting, and pedestrian amenities.

e. A multi-modal transportation network that includes pedestrian connections, safe and efficient vehicular circulation, and bicycle facilities.

f. Integration with the Blue River Trail and associated river crossings.

g. An evaluation of parking needs, and the total amount of parking for the property.

h. A plan for the incorporation and integration of the Blue River as a focal point of the redevelopment of the site. Buildings should take advantage of the riverfront location, and incorporate gathering spaces and public amenities that celebrate the Blue River.

i. Integration with 4th Street and a Festival Bridge that will cross the Blue River.

If you believe that there are other use types or amenities that would better serve the Town’s objectives, or if you have the capability to develop a program other than that identified, please propose it as one alternative. The Town Council has indicated a willingness to consider various financial incentives to ensure a high quality development that meets the goals of the Town.

3. Conceptual Site Plan – As part of the project proposal, please provide a conceptual site plan showing the location of all buildings and internal circulation, as well as gathering spaces, parking, landscaping, snow storage, and waste management facilities. Please ensure that the conceptual site plan takes into consideration optimal solar orientation, pedestrian connectivity, existing adjacent development, and the Blue River.

The Town is not requesting that prospective developers fully design the project as part of this submittal. The Town anticipates that the site layout and development program will evolve through collaboration with the community. Nonetheless, the Town is interested in your team’s initial concepts for the site and the unique character that your team will provide for the development.

4. Architectural Theme – Describe the overarching architectural theme for the project, including elevations and/or renderings that capture the proposed architectural theme. Include three dimensional perspective views of the entire property. Lastly, optional building features such as sustainable building practices, energy efficiency, and other amenities should be described.

5. Pro Forma/Business Plan – Please provide a fiscally sound plan and schedule for the development of the Property. The Plan should include the following information:

a. Financial Statements for the most recent 12 months.

b. Land management - Preferred arrangement for management of the property, such as land purchase, ground lease, or alternative ownership arrangement.

c. Development Schedule – Schedule for development of the Property from design to construction. Describe how the phasing of the project would occur spatially on the property.
d. Pro Forma Business Plan – Financing tools proposed for the development of the Property, including equity that will be contributed, bank debt, grants, and partnerships. Describe subsidies, incentives, and/or personnel resources that may be requested of the Town.

SECTION V: REVIEW CRITERIA AND SCHEDULE

Review and Selection

Proposals will be evaluated under criteria which include, but are not limited to, experience, financial capability, project aesthetics, mix of uses, pedestrian and vehicular connectivity, schedule, quality of construction, energy efficiency, etc. Members of the evaluation committee will assess the degree to which each proposal meets the requirements and responds to the preferences stated herein. Primary consideration will be given to quality design, creative and sound financing, and proven infill development project completion, marketing, and sales. Because the development team will be partnering with the Town on the development of the Property, the Town will expect the developer to fully disclose all costs and budgets associated with the project.

In reviewing the Proposals, the Town will also look for development teams with demonstrated experience in, but not limited to, the following areas:

- **Project Development and Financing** – Successful public-private partnerships in development finance, as well as downtown project completion, marketing, and sales. Ability to manage projects through the development review and entitlement process.

- **Architecture** – Unique designs that are aesthetically sophisticated, consistent with the Town Core District Design Standards and Guidelines, appropriate of small mountain town settings, incorporate principles of resource efficiency, and maximize value.

- **Planning** – Master Planning of property that includes creative site planning, public nodes and gathering spaces, attractive streetscape, maximization of the property and its relation to the Blue River and the adjacent street network.

- **Public Engagement** – Utilization of various formats for public engagement and participation, and incorporation of public opinion in project design and outcome.

- **Downtown revitalization** – Knowledge of current downtown development trends, challenges, and opportunities. Experience with similar downtown revitalization projects.

- **Engineering** – Innovative civil, environmental, water resources, and transportation engineering designs that incorporate complete street concepts, enhance walkability, and incorporate multi-modal transportation options.

Schedule

The following is an example of a timetable from the publication and distribution of the RFP through the selection of the development team (subject to change):

- **Publication and Distribution of RFP** February 17, 2020
- **Informational Session (optional) at 10:30 a.m.** March 6, 2020
- **Deadline for Questions (email)** March 13, 2020
• Answers to all Question (email) March 20, 2020
• Proposals due by 4:00 p.m. April 14, 2020
• Interviews of Selected Teams May 4 to May 8, 2020

**Deadline and Submittal**

Prior to the submittal deadline, the Town will answer written questions from potential respondents. All such questions, and the Town’s answers thereto, will be available to all respondents upon written request. The deadline for inquiries regarding all aspects of the RFP is 4:00 p.m. on March 13, 2020. Please direct all inquiries concerning the Request for Proposals to Mark Leidal, Assistant Town Manager at the Town of Silverthorne, mark.leidal@silverthorne.org.

Proposals shall be received by the Town of Silverthorne Community Development Department by 4:00 p.m. Mountain Standard Time, on **April 14, 2020**. The Town requests that eight, double-sided printed copies of the proposal be submitted, as well as one electronic version. Proposals received after the closing time will not be accepted and will be returned.

Proposals shall be addressed to: **Assistant Town Manager, Town of Silverthorne, 601 Center Circle, P.O. Box 1309, Silverthorne, CO 80498**

Electronic version shall be sent to the following:

<table>
<thead>
<tr>
<th>Mark Leidal</th>
<th>Brian Brown</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assistant Town Manager</td>
<td>Craig Realty Group</td>
</tr>
<tr>
<td><a href="mailto:Mark.leidal@silverthorne.org">Mark.leidal@silverthorne.org</a></td>
<td>Director of Finance</td>
</tr>
<tr>
<td></td>
<td><a href="mailto:bbrown@craigrealtygroup.com">bbrown@craigrealtygroup.com</a></td>
</tr>
</tbody>
</table>

**Additional Information**

The Town assumes no responsibility for payment of any expenses incurred by any respondent to this Request for Proposals. The Town reserves the right to award the contract to any consultant team, to reject any or all proposals, to re-solicit proposals, and to waive any informalities or irregularities within.

By participation in the Request for Proposals process, development teams agree to hold harmless the Town of Silverthorne, it officers, and employees from all claims, liabilities, and costs related to all aspects of the development team selection process. All documents, conversations, correspondence, etc. between the Town and respondents are public information subject to the laws and regulations that govern the Town of Silverthorne, unless specifically identified otherwise.