CITY OF CONWAY, ARKANSAS
CANTRELL FIELD PROPERTY SALES & REDEVELOPMENT GUIDELINES

I. INTRODUCTION

The City of Conway, Arkansas is developing a replacement airport for existing Cantrell Field (Conway Municipal Airport) in Conway, Arkansas. The existing airport cannot be used for public or private runway. Approximately 151 acres of property is included in the existing Cantrell Field Property. The City must utilize the value of the existing Cantrell Field property for aviation related infrastructure at the Relocated Conway Airport.

The City of Conway (City) is soliciting a firm purchase price and redevelopment plan for the 151 acres of Cantrell Field Property. The development plan shall address the development guidelines and project requirements contained herein. The proposals will be ranked by a selection committee. The city at its option may elect to conduct interviews and receive presentation from the top ranked firms. A sales contract will be negotiated with the highest ranked firm. If the city and developer cannot reach mutually agreeable terms the city may elect to reject the selected firms proposal and negotiate with the next highest ranked firm.

A vicinity map is included herein as Exhibit A and a boundary survey of the property is included herein as Exhibit B. The city owns adjacent lands of approximately fifty (50) acres not included in the airport property which could be included in the redevelopment plan, or which the city would consider granting options for its subsequent purchase.

The city will conduct an informational meeting at 10:00 AM, Thursday, March 21, 2013, at Conway City Hall (1201 Oak Street, Conway, Arkansas 72032-5316) to receive input and questions from interested parties. Following this meeting the city will issue a summary of responses to questions received and along with any revisions to the project statements that may develop. Specific questions, concerns or need for additional information may be submitted in advanced to:

By mail (Reference Cantrell Field Redevelopment Proposal)
Conway City Hall
1201 Oak Street
Conway, Arkansas 72032-5316

By Phone 501-450-6110 (Felicia Rogers)

By e-mail Felicia.Rogers@cityofconway.org
Or from www.cityofconway.org

II. SCHEDULE FOR TRANSFER AND PAYMENT OF PROPERTY

The current projected funding and construction schedule would allow Relocated Conway Airport to be completed in August 2014. Thus, the existing Cantrell Field would be available for
redevelopment following the date of closure of the existing airport, expected to be in the fourth quarter of 2014.

The City anticipates that the contract for purchase of the land would be executed in August of 2013. A down payment representing earnest money in the amount of five (5%) percent would be required in conjunction with the execution of the purchase contract. The closing of the land purchase sale would be thirty days after the closure of Cantrell Field, expected to be in late 2014, with the balance of the purchase price due at closing.

The City shall reserve the right to remove any existing improvements from the property following closing.

III. MINIMUM QUALIFICATIONS

The firm should be independent and free of any conflict of interest in representing the City. In the event that there is a conflict, the City expects to be notified promptly so that an alternate professional may be engaged.

The firm should show proof of financial stability and ability to perform the project as proposed by providing a bank reference letter stating length of relationship with firm and the bank's opinion of financial stability of the firm.

The firm should present in the proposal substantial experience in similar type developments it has completed.

IV. SUBMITTAL FORMAT

Respondents shall submit five (5) copies of the response providing the following information:

1. Purchase price for the 151 acres (or additional tracts, if included) along with a proposed payment plan if different from the minimum payments required herein.

2. Proposed development plan incorporating the land use requirements and land use compatibility requirements described herein. Estimated project schedule.

3. Experience in developing similar projects including project schematics, size, locations and local public agency references for each project.

4. Location of main office and/or branch office providing services. Location of personnel that will be working on this project.

5. Specific conditions or alternatives that require city approval.

The proposal shall be submitted no later than 4:00 P.M., Thursday, April 18, 2013. The proposal shall be clearly marked “Proposal for Purchase and Redevelopment of Cantrell Field, Conway, Arkansas” and submitted to:

Mayor’s Office
Conway City Hall
1201 Oak Street
Conway, Arkansas 72032-5316
V. PROPERTY VALUE

1. The city has retained the services of the Real Estate Appraisal Firm of Richard A. Stephens and Associates of Little Rock, Arkansas to provide an estimated market value of the 151 acres of existing Cantrell Field Property. The firm estimated to be in the range of:

   $8,395,000 to $9,095,000

2. The date of this appraisal is December 30, 2011.
3. A copy of the appraisal may be secured from the Mayor’s Office, either electronically or in hard copy.

VI. LAND USE REQUIREMENTS AND PARCEL SIZES

1. The land uses submitted in the development plan shall respect and enhance the existing land uses surrounding this property. Appropriate consideration shall be given to minimizing the negative impact the proposed project may have on existing residential properties as well as compatibility to other adjoining existing land uses.
2. This site cannot be used as an airport facility for the landing and takeoff of aircraft.
3. An important goal of this project is to create quality jobs and careers for residents of Conway. The proposal shall incorporate the issue of maximizing the project development for job creation.
4. The property shall be sold as a single 151 acre tract of land. The purchaser may sell large parcels to other developers with consideration given to a master street and utility master plan. A subdivision plat will be required as part of any division of ownership of the property.
5. As part of the final agreement, the city would rezone the property to conform to a mutually agreeable land use plan as a condition of closing the land acquisition.
6. An adjacent 54.8 acres of City owned property (shown in light blue on Exhibit B) can also be made available for inclusion in the development project and will be consider under option for negotiations to the selected firm to be all or part a the project.
7. In addition, adjacent privately owned land may be available for inclusion in the development project. Exhibit B presents some undeveloped or underdeveloped private ownership in green. The city will assist the selected firm is securing these adjacent parcels of land if they are deemed necessary for the project development.

VII. INFRASTRUCTURE

1. All additional onsite utility (water and sanitary sewer), street and drainage infrastructure cost and development will be the responsibility of the Developer, with the exception of the City's commitments set forth in paragraphs 2 and 3 of this section VII.
2. Offsite utility capacity increases required due to this development will be provided for by the utility company for typical industrial and commercial type uses. Utility demands greater than the typical development may require offsite capacity increase by the developer. For required maximum water usage or fire flows greater than 1,500 GPM or wastewater flows greater than 1,000 gallons per acre per day, the developer would be
required to participate or bear the cost of system improvements required to provide the
greater demands.

3. The Conway City Council at its July 26, 2012, Committee Meeting committed to
funding item a below, with the start of construction scheduled for 2015. The City
Council also deemed connectivity to Oak Street and Dave Ward Drive, as described
below, with an appropriate intersection at Oak Street, to be a project that the city would
pursue. The city commitments are as follows:
   a. I-40 overpass connecting this site with Elsinger Boulevard.
   b. Provide an appropriate connection to Oak Street to allow unimpeded access
      north to Oak Street. This may be via a frontage road on the current interstate
      right of way, an improved (roundabout) 4th Avenue – Oak Street intersection
      with connectivity to the airport property via an improved 4th Avenue, a
      connection to 5th Avenue or a new route from 4th Avenue swinging eastward
      then southward to the property; and provide a connection to the south to Dave
      Ward Drive.
   c. The city will construct Bruce Street from the I-40 Elsinger Boulevard overpass
      to the intersection of Harkrider and Bruce Streets.
   d. It will also support improvements to Sixth Street, Robins Street and a
      connection to Commerce Street into the property and will seek funds for offsite
      improvements to these streets.
   e. The city will reserve utility and road rights of way through the property in order
      to carry out its commitments.

4. All on site public streets (except those mentioned in the preceding paragraph) and storm
   drainage improvements shall be constructed by the developer in accordance with the
   City of Conway Subdivision Ordinance. The I-40 Overpass to a natural ground location
   along with any new connection to Oak Street will be considered an offsite improvement
   and will be constructed by the City of Conway.

5. All runway, apron and taxiway paving will remain in place and become the property of
   the developer. The private hangers owned by Allison and Otto, as identified on Exhibit
   B, may be removed by these private owners. The city may remove aviation related
   devices, such as existing hangars, beacons, runway lighting, and controls, and the
   furnishings inside the terminal building. All other structures will remain on the premises
   and become the property of the Developer.

6. The development shall conform to the City of Conway Subdivision Ordinance, the City
   of Conway Zoning Ordinance, as well as other city ordinances. The ordinances along
   with other development related ordinances may be found at conwayplanning.org.

7. This property is located in an area of Conway that is exempt from the City’s street and
   park impact fees.

VIII PROJECT SCHEDULE

The following is a tentative schedule for this project, with the City reserving the right to modify
any part of this schedule:

1. Initial advertisement for RFP March 4, 2013
2. Information Meeting - Conway City Hall March 21, 2013 (10:00AM)
   (Please advise Jack Bell (501-450-6110) if attending)
3. Proposals Due Date April 18, 2013 (4:00PM)
4. Final Ranking of Firms  May 2, 2013
5. Interview Top ranked firms*  May 16, 2013
7. Consideration of Recommended Firm by Conway City Council  May 28, 2013
8. Execute Land Sales Contract and Concept Development Plan  August of 2013
9. Complete Property Transfer  Fourth quarter of 2014

* At option of City. The Firm shall have key personnel present during the interview.

IX EVALUATION OF PROPOSALS

Each respondent meeting the Minimum Qualifications will be evaluated, using the following criteria:

1. Purchase price of 151 acres of land.
2. Economic Development and Job creation
3. Compatibility of proposed development plan with goals and objectives of City of Conway.
4. Experience and qualifications of Firm and Key Personnel.
5. Comparable current and completed projects, within the past ten years, accomplished by current staff and key personnel to be assigned to projects.
6. Location of main office and/or branch office that will manage project.
7. References.

The City reserves the right to reject any proposals.