

**UNIVERSITY OF OKLAHOMA  
PURCHASING DEPARTMENT  
2750 VENTURE DRIVE  
NORMAN, OK 73069**



**REQUEST FOR QUALIFICATIONS  
FOR MASTER DEVELOPER  
RFQ# R-15440-15**

## **I. OVERVIEW**

The Board of Regents of the University of Oklahoma (OU) invites interested parties to submit Statements of Qualifications for selection as the Master Developer of a variety of development projects described in this Request for Qualifications (RFQ). OU will enter into a long-term, Master Ground Lease or other agreement with the successful entity and will work collaboratively and cooperatively to ensure the success of the Projects.

The projects will involve development of both improved and unimproved land on the campus of the University of Oklahoma in Norman, Oklahoma (Main Campus), and on the contiguous University Research Campus (URC). OU is contemplating multiple sites on the Main Campus for single or mixed-use developments that may include one or more land uses such as a residential living community, structured parking, limited purpose retail, market-driven rental housing, office building, hotel, and outdoor amenities such as streetscape improvements to provide links to existing housing, OU's Main Campus, and the URC (Projects). OU's contemplated uses for the URC include one or more upscale residential buildings with structured parking and a research office building with fabrication and lab capabilities.

The Projects are targeted for underutilized properties on the Main Campus and URC, including sites currently home to increasingly obsolete housing and other structures. The Projects should create vibrant and synergistic neighborhoods that enhance the university experience for students, faculty, staff, alumni, and visitors.

OU envisions development of the properties under a long-term agreement with the successful entity contributing a meaningful up-front cash payment and subsequent periodic payments. During the lease term, all developed Leasehold Improvements will be owned by the specific land use or project developers (Project Developers). Operation, management, repair, maintenance, renovation, and/or overhaul of the developed assets will be determined by formal agreement on an asset by asset basis (some assets may be operated and managed by OU while others will be the responsibility of the Project Developers). The Master Developer will be responsible for some or all of the following: shaping the individual project concepts, designing master plans (where applicable), negotiating ground leases for individual land use projects, sequencing, demolishing existing improvements, and completing all required infrastructure.

The Board of Regents of the University of Oklahoma is a public agency of the State of Oklahoma and subject to applicable Oklahoma law e.g. the Oklahoma Open Records Act (Title 51 O.S. 2011, § 24A.1 et seq.). As such, any and all information, correspondence and submitted documents pursuant to this RFQ will be subject to public disclosure as provided by law.

## **II. REQUIRED EXPERIENCE AND DELIVERABLES**

OU seeks a developer with experience developing on-campus projects at higher education institutions, with consideration given to those experienced with public institutions, public private partnerships, and market-driven, mixed-use developments that include residential, retail, hospitality, and/or office developments.

The Master Developer will be responsible for the successful development of the Projects and may be entitled to seek separate entities as land use Project Developers (Project Developers will be held to similar standards as the Master Developer). At a future date, the Master Developer and Project Developer(s) shall be required to disclose their respective equity partners, principals, investors and any potential conflicts of interest with OU or the State of Oklahoma.

Responses to this RFQ must include information, documents and other data, documenting responder's qualifications to be a Master Developer to include, without limitation, the following general categories: (1) experience in similar projects; (2) financial ability to undertake the Project; (3) participation in and organization of the responding party; (4) references; and (5) claims history.

1. Experience. Please include relevant information for a minimum of three (3) projects similar in nature and comparable in scope to the project described in this RFQ and include, without limitation, the following:

- Project name, address and description;
- Size in both acres and developed building square footages and parking counts, if applicable;
- Total project budget and budget for each individual land use project;
- Project funding source and the debt to equity ratio;
- Duration of the total project and each individual land use project;
- Color photos and/or other graphic materials of the interior and exterior of the project;
- Floor plans, site plans and aerial images of the project;
- Brief description of the concept and design process;
- Consultants, contractors and sub-contractors used;
- General terms of the ground lease, if applicable;
- Description of the project's financial success and return on investment; and the
- Description of the partnership and fee structure.

2. Financial Ability. In addition to the specific financial information requested in section (1), above, please include audited financial statements for the last three (3) years of operation; a summary of your proposed financing strategy, source of financing, debt to equity ratio and the timings and term thereof; together with any other data demonstrating your financial ability to successfully take on and complete the project.

3. Participation/Organization. In addition to the specific organizational information requested in section (1), above, please include a comprehensive description of your current and/or anticipated project organization and relevant information about the parent company and majority equity partners. The successful Master Developer must have principals and/or investors with sufficient financial strength and liquidity to adequately protect the University and the Project.

4. References. For each project described in section (1), above, please list the names and contact information of the clients with/for whom you've worked within the past five (5) years who are familiar with your work and can attest to your qualifications to undertake this Project. The contact information should include the name of the client or partner if a public/private partnership; the name(s) of principal individual(s) representing the client's/public partner's interests in the projects; and, the clients'/public partners' addresses, telephone numbers, email addresses, etc.).

5. Claims History. Please include a description of all pending claims and lawsuits to which your company is or has been a party during the last five (5) years.

### III. **CONSTRUCTION CRITERIA AND SCOPE OF WORK**

As a public agency of the State, OU is a tax exempt entity with the authority to generally regulate campus zoning and to authorize projects on its property. OU shares limited

services with the City of Norman including water, sewer and fire protection. OU's Department of Risk Management will issue the Building Permit and Certificate of Occupancy. OU, or its designee, will perform reviews and inspections at appropriate phases during design and construction of the Projects.

The successful party must incorporate the Main Campus' Cherokee Gothic style on the Main Campus and the URC's modern evolution of the existing OU architecture on the URC campus, in connection with architectural design, materials and finishes. OU reserves the right, in its sole and absolute discretion, to approve or disapprove the master plans, site plans, footprints and architectural designs, specifications, programming, materials and finishes of all Projects. The individual projects should be an enhancement to the Main Campus and URC and not appear as stand-alone projects. The site, space plans, amenities and open spaces should create a vibrant neighborhood experience reflective of OU's culture.

The Master Developer will be solely responsible for the entire entitlement, pre-development, and development management process consisting of abatement, demolition, and backfilling of any implicated existing structures or improvements (including but not limited to roads, parking lots and lighting, sidewalks, earthwork, vegetation, buried materials, etc.) and the cost of relocation or modification of any infrastructure within the proposed land use development areas described in Attachments "A", "A-1" and "A-2." Additionally, the Master Developer will be responsible for the completion of all site infrastructure including design, budget preparation, sequencing, engineering, bidding, and construction management and coordination.

Utilities will be purchased from and provided by OU and all work related to utilities will be performed by OU's Facilities Management Department or designee at the sole cost and expense of the Project Developers. It will be the Project Developers' sole responsibility for any necessary or desirable extensions, repairs, modifications to capacity, relocations, and connections to the existing utilities.

All structures will be designed and constructed in accordance with applicable standards, regulations and building codes by Oklahoma licensed and bonded consultants, contractors, sub-contractors, vendors, and others.

The following represent potential projects to occur on various parcels on the Main Campus and on the URC:

**Residential Mixed-use Development**

The residential living community will have concealed structured parking for aesthetics and contain multimodal components with purpose driven retail spaces to create a dynamic neighborhood experience.

**For-rent Neighborhood and Mixed-use Development**

The proposed market-driven, for-rent neighborhood will incorporate a variety of housing types appealing to faculty and staff, graduate students, alumni, and the surrounding area, and be oriented in an urban format that encourages neighborhood interaction, accommodates limited retail, incorporates structured parking, and better connects existing uses to one another.

**Main Campus Office Building**

OU will enter into an agreement to lease 100% of the facility. The building will not be available for lease outside of OU departments and affiliates unless deemed appropriate at OU's sole discretion. The Office Building will contain an estimated 150,000 and 250,000 square feet, and offer standard shared services and common function spaces such as conference, break and resource rooms.

**Boutique Hotel**

Management and operation of the hotel will be the responsibility of the Master Developer. OU will not guarantee any room nights. The hotel operator will incorporate Oklahoma, Norman, and OU history into the design, theme and decor. Hotel operator will give priority status and pricing to OU departments and affiliates.

**URC Residential Building(s)**

The market-driven, upscale residential buildings should target graduate students, young professionals, faculty, researchers, alumni, and employees of the URC who desire a work, live, and play experience. The project should promote an urban atmosphere while fostering innovation, interaction, collaboration, and walkability. The development should also incorporate multimodal transportation concepts and a wrapped parking structure for aesthetics.

**URC Office Building**

The building will incorporate a to-be-determined portion of fabrication and lab spaces and will be 100% leased by OU. OU shall have the ability to sublet space without notice to Project Developer.

**IV. PROPOSED PROCESS AND TIMELINE**

The following schedule will apply to this RFQ, but may change in accordance with OU's needs.

July 16, 2015	Issue RFQ
August 3, 2015	Pre-Proposal Conference
August 3, 2015	Potential Proposers Visit project site(s), (if necessary)
August 17, 2015 2:00 PM CST	Last date and time OU will accept questions relative to the RFQ
August 24, 2015	Projected last date OU will issue an addendum for the RFQ
August 31, 2015	RFQ Closes at 2:00 PM, CST
TBD	Selected Candidate Interviews/Presentations and Site Visits

OU reserves the right to alter the Projects, land use sites, construction criteria and schedule as well as reject any or all proposals and/or terminate this RFQ process at any time until notice of award. Such rejection or termination may be without prior written notice and OU shall be without liability of any kind. OU shall reject any RFQ submitted after the Closing date and time.

**V. PRE-PROPOSAL CONFERENCE**

Attendance at the Pre-Proposal conference is encouraged but not mandatory. It will be held:

- August 3, 2015
- 10:00 AM – 12:00 PM
- Oklahoma Memorial Union (Traditions Room)
- 900 Asp Avenue

- Norman OK 73019

Parking is available in the Asp Avenue Parking Garage located immediately north of the Oklahoma Memorial Union. Please communicate with the contact referenced below for any special needs or accommodations.

There will be no electronic conferencing capability for this meeting. If you are unable to attend and have any questions you may email them to the contact referenced below. All questions and all responses will be communicated to all interested parties via email and via electronic posting.

## **VI. RFQ EVALUATION**

An evaluation committee will determine the number of firms to be invited for formal presentations, interviews, or negotiations with OU. If a selection is made, it will be based on a competitive and transparent process to achieve the best development of Projects for OU, and not necessarily the largest combination of up-front cash payment, periodic payments and other consideration offered. Submissions for the RFQs will be evaluated based upon the informational requirements and responses contained herein.

OU reserves the right to negotiate with any number of parties deemed appropriate to arrive at its final decision and/or request additional information or clarification on any matter included in the RFQ(s). OU also reserves the right to select the most responsive RFQ without further discussion, negotiation or prior notice. OU is under no obligation to make an award.

## **VII. SUBMISSIONS**

Respondents shall ensure that sealed transmittal envelopes clearly and conspicuously display the following identifying information in addition to any other information otherwise required for transmittal.

Respondent's Name

Respondent's Address

RFQ # R-15440-15

Submissions should be delivered to:

University of Oklahoma Purchasing Department

2750 Venture Drive

Norman OK 73069

OU reserves the right to reject submissions received after the RFQ closing date/time.

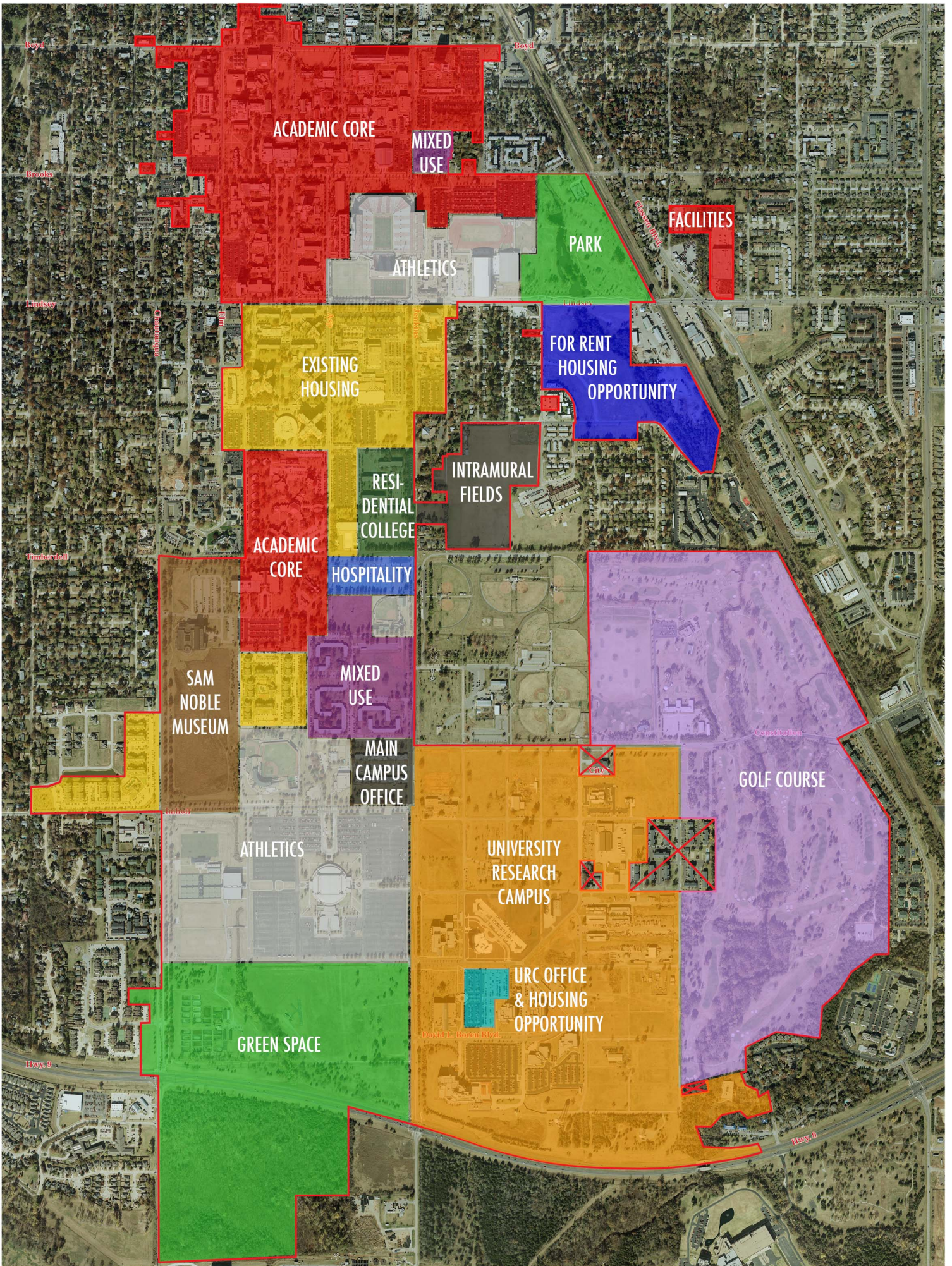
## **VIII. INQUIRIES**

For communication or inquiries regarding this RFQ, please contact (email preferred):

Byron Millsap, Associate Vice President  
Purchasing Department  
University of Oklahoma  
2750 Venture Drive  
Norman, OK 73069  
bmillsap@ou.edu  
(405) 325-5161

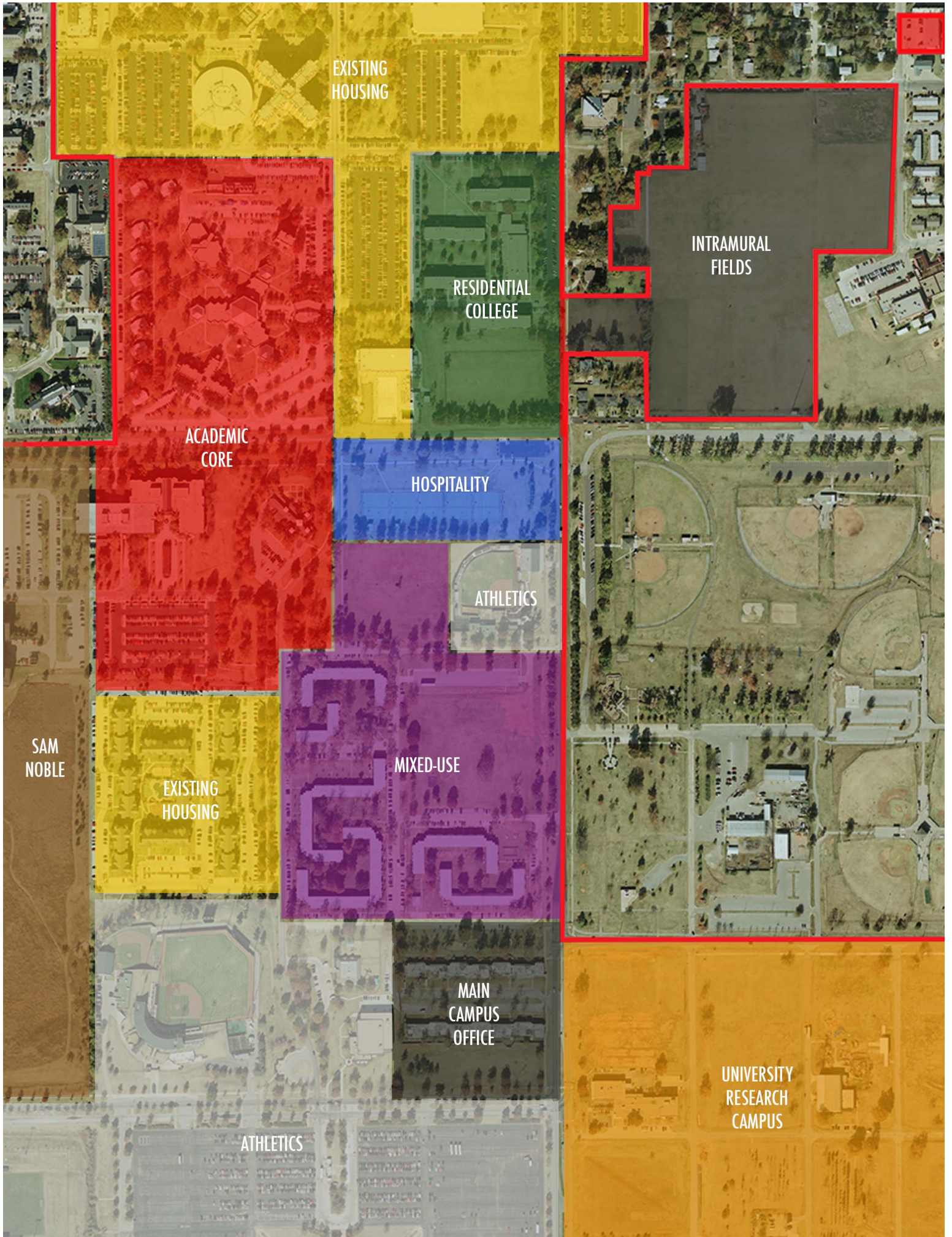


# ATTACHMENT "A"





**ATTACHMENT "A-1"**







ATHLETICS

UNIVERSITY RESEARCH  
CAMPUS

URC OFFICE  
& HOUSING  
OPPORTUNITY

GREEN  
SPACE

David L. Boren Blvd.