SOUTH CITY Memphis

PEOPLE | PLACE | PARITY | PROSPERITY

MLK Transition Academy
and
Georgia Avenue Elementary

Request for Letters of Interest
Campus Tenants

Table of Contents

- Request for Letters of Interest 3
- Submittal Requirements 4
- Submission and Review Process 5
- Executive Summary 7
- MLK Transition Academy and Georgia Avenue Elementary School Sites 8
- The South City Choice Neighborhoods Initiative 9
  - CNI: Housing Development 13
  - CNI: Neighborhood Investments 15
- MLK Transition Academy 19
- Georgia Avenue Elementary 22
- General Leasing Terms 25

Request for Letters of Interest

This Request for Letters of Interest (LOI) is available as of Wednesday, December 5, 2018 on the Division of Housing and Community Development website at http://memphishcd.org/ and on the City of Memphis website at https://memphistn.gov/business/rfps_and_rfqs or by contacting the following office between 8:30 AM and 5:00 PM CDT:

City of Memphis
Division of Housing and Community Development
170 N. Main, 3rd Floor
Memphis, TN 38103
(901) 636-7365
Mairi.Albertson@memphistn.gov
ATTN: Mairi Albertson

All questions regarding the solicitation must be submitted by Friday, December 14, 2018.

All responses to this request are due by 4:00 PM Friday, January 11, 2019.

Submittal Requirements

All responses received as a result of the solicitation will be reviewed by the City of Memphis Division of Housing and Community Development and the South City Development team. Interested entities shall submit (5) bound (8 ½ x 11 format) copies along with an electronic version of your submittal. Submittals should not exceed a total of 15 pages.

Please include each of the following in the order listed below:

1. Cover letter
   - Statement of Interest
   - Standard marketing materials
   - Primary contact information for person representing the organization

2. Space Proposal – Provide a detailed description of the space you are proposing to occupy including:
   - Desired location (Georgia Avenue Elementary or MLK Transition Academy)
   - Desired amount of square footage (maximum and minimum)
   - Special considerations (specific floor, accessibility needs, etc.)

3. Description of Tenant – Provide information about the organization requesting to lease space including:
   - History and mission of organization
   - Current locations (if applicable)
   - Organizational structure (for-profit or non-profit)

4. Use of Space – Provide a detailed description of the services, products or programs you plan to offer at the site including:
   - Target audience or customers
   - Benefit to the South City community
   - Marketing/outreach plan

5. Tenant Improvement Plan/ Concept
   - Description of planned improvements
   - Budget allocated for Tenant Improvements
   - Proposed funding sources
   - Design team (if available)

Submission and Review Process

In order to effectively identify potential tenants, the submission and review process will consist of two rounds. All interested Proposers will be invited to an informational meeting which will be held to answer questions. After the letters of interest are submitted, the review committee will select qualified submissions for interviews. Proposers selected for an interview will be asked to provide additional information including but not limited to a high level summary of their schematic plan and preliminary funding commitments. Round 2 Proposers will also be able to tour the buildings.

Round 1

- Informational meeting: December 20, 2018 at 3:00 PM at the South City Resource Center at Booker T. Washington School, Room 143, 715 South Lauderdale, Memphis, TN 38126
- LOI Submittal Deadline: Friday, January 11, 2019
- Review Period: January 28 – February 22, 2019 (City of Memphis Division of Housing and Community Development and South City Development team)
- Notification of Interview Selection: No later than Friday, March 1, 2019

Round 2

- Building Tour: March 2019
- Request for additional information: March 2019
- Interviews and review of schematic plans: April 2019
- Proposed Tenant Selection: May 2019 (1)

(1) *Please note that selected Proposers are not guaranteed space in the South City campus. Several factors impact the final tenant selection, including but not limited to project financing and lease terms.*

Submission and Review Process

Submissions will be reviewed using the following criteria. (Maximum 100 points)

Community Benefits *(Maximum 40 points)*

- Does the applicant's services serve a specified community need?
- Does the applicant currently work in the South City community or have a plan for engaging the South City community?
- Will the applicant's services provide an economic benefit to the community?
- Does the applicant's services compliment the vision for South City and the respective site?

Applicant Capacity *(Maximum 30 points)*

- Does the applicant have experience in providing the proposed services or a proven track record in a related field?
- Does the applicant have appropriate credentials and experience with the target population?
- Does the applicant have adequate resources and organizational structure to support its proposal?

Operational Feasibility *(Maximum 30 points)*

- Does the applicant have clear and complete plans for implementing the proposed project?
- Is funding committed to this project?
- Does the applicant's timeline align with the project development timeline?

Executive Summary

The vision for South City is to create a community that is vibrant and sustainable with neighborhood amenities including quality housing, good schools, health resources, food options and economic development and employment opportunities.

Through the Choice Neighborhoods Initiative (CNI), this core city neighborhood will be revitalized by developing new housing, redeveloping existing vacant and blighted spaces and bringing additional community assets into the neighborhood.

This redevelopment effort includes the renovation of two vacant school buildings in the South City neighborhood: MLK Transition Academy located at 620 Lauderdale and Georgia Avenue Elementary located at 690 Mississippi Boulevard. Both of these sites will be mixed-use developments that will house office, community and commercial space with the intention of creating a vibrant campus for the community.

The purpose of the Request for Letters of Interest (LOI) is to identify potential tenants to occupy space in these buildings. Businesses or organizations seeking office, community or retail space are encouraged to submit a LOI. Ideal tenants will provide services that complement the development and serve the South City community.

South City Housing Development

MLK Transition Academy and Georgia Avenue Elementary School Sites

In the heart of South City, MLK Transition Academy is located directly across the street from the new housing planned for the former Foote Homes site. Georgia Ave Elementary is located across the street from MLK at the intersection of Mississippi Boulevard and Georgia Avenue. These two properties alone account for over 228,500 SQ FT and over three acres of vacant land. Revitalizing these two blighted sites is critical to improving the landscape of the neighborhood.

The South City Choice Neighborhoods Initiative

About South City

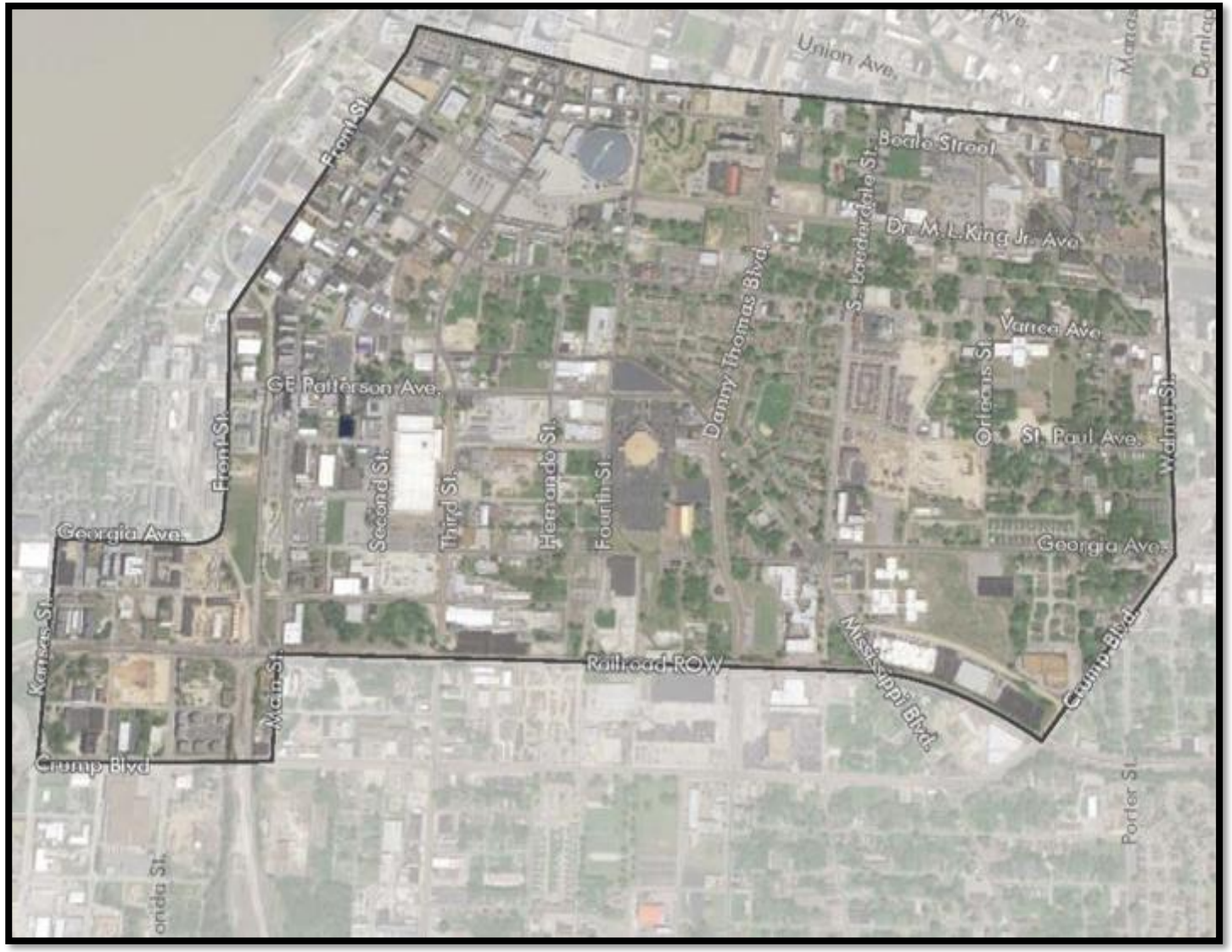
South City is located directly southeast of the city's Central Business District. The general boundaries of the South City Redevelopment area are Front Street on the west, Crump Blvd. and the Railroad ROW on the south, Walnut Street on the east and Union Avenue on the north.

Once a thriving mixed-income neighborhood, South City's history of out migration and decline started in the early 1900s, when wealthy residents moved to new neighborhoods east of downtown. The construction of the Cleaborn and Foote Homes public housing complexes in the 1940s reduced the area's population and ushered in an era of demographic changes.

Long term disinvestment has resulted in an abundance of blighted properties and vacant land. Characterized by substandard housing, high unemployment and limited access to health care, South City is one of the poorest areas in the City.

However, South City has many assets and positive attributes. South City is best known for its cultural and historical significance, especially in the African American community. The South City neighborhood has produced some of Memphis' most notable civic leaders, entrepreneurs, politicians, artists and athletes. It is home to schools, churches, businesses and housing developments that have impacted the community and the City of Memphis.

Recent housing and commercial developments and the availability of land have created new opportunities for the community. Additionally, the proximity to the South Main Historic District, downtown and the Medical District reinforces the area's strategic geographical location.



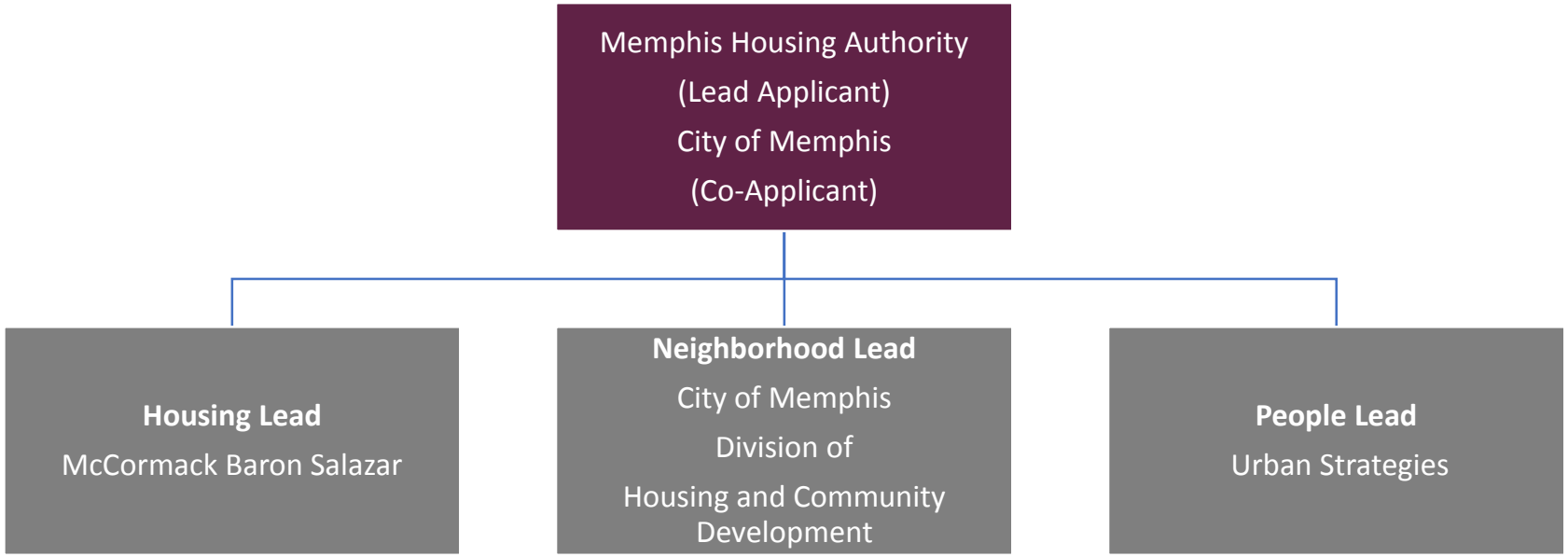
About the South City Choice Neighborhoods Initiative

South City's most critical issues are the shortage of decent and affordable housing, unemployment, limited access to quality institutions for education and health care, limited transportation options and community blight.

In an effort to combat these issues and develop a neighborhood of Choice, the Memphis Housing Authority and the City of Memphis Division of Housing and Community Development (HCD) have partnered with McCormack Baron Salazar, ComCap Partners and Urban Strategies to implement the Choice Neighborhoods Initiative administered by the Department of Housing and Urban Development.

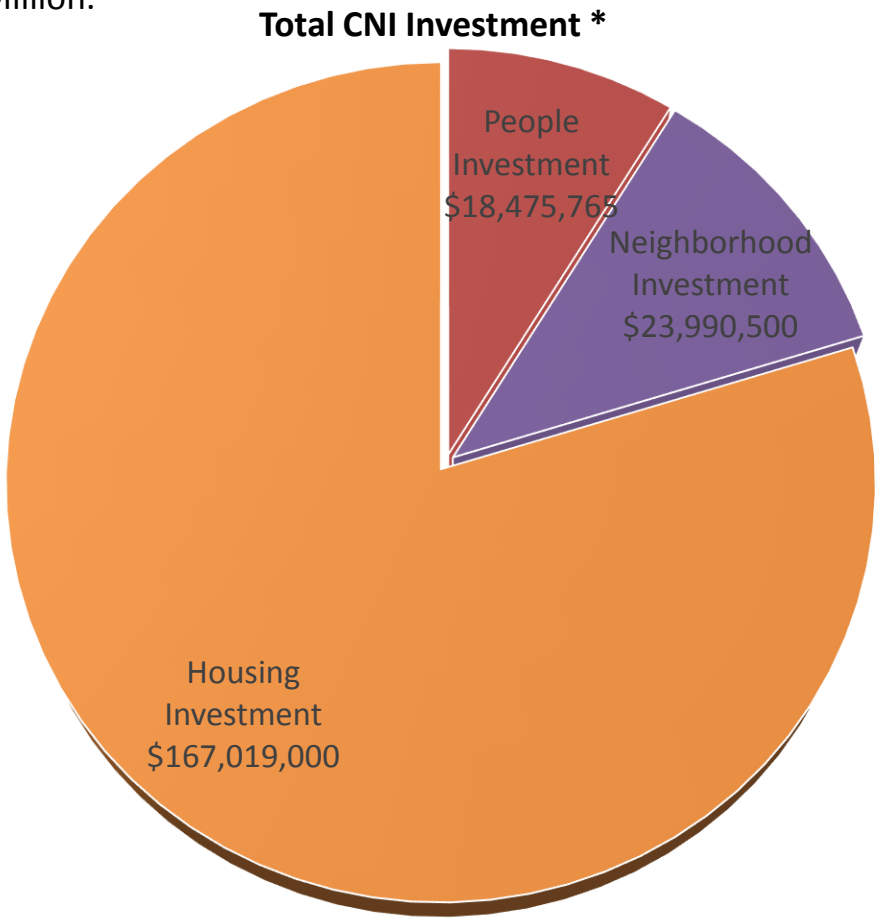
The Choice Neighborhoods Initiative is focused on three core goals:

1. Housing: Replace distressed traditional public and HUD-assisted housing with high-quality mixed-income housing that is well-managed and responsive to the needs of its residents and the surrounding neighborhood;
2. People: Improve outcomes of households living in the target housing related to employment and income, health, and children's education; and
3. Neighborhood: Create the conditions necessary for public and private investment that offer amenities and assets, including safety, good schools, and commercial activity, that are important to families and essential for thriving communities.



About the South City Choice Neighborhoods Initiative

The Choice Neighborhoods Initiative leverages significant public and private dollars to support locally driven strategies that address struggling neighborhoods with distressed public and HUD-assisted housing through a comprehensive approach to neighborhood transformation. This initiative helps communities transform neighborhoods by revitalizing severely distressed public housing and catalyzing critical improvements in the neighborhood, including vacant property, new housing, businesses, services and schools. With $60 Million of federal and local public funds committed to the project, the total investment is projected to exceed $210 Million.



** The funding indicated in this chart is committed to projects approved by HUD.*

CNI: Housing Development

LRK Looney Ricks Kiss | SOUTH CITY-CNI | MBS • Memphis, TN | STREET VIEW FROM DANNY THOMAS | MHA MEMPHIS HOUSING AUTHORITY | McCormack Baron Salazar

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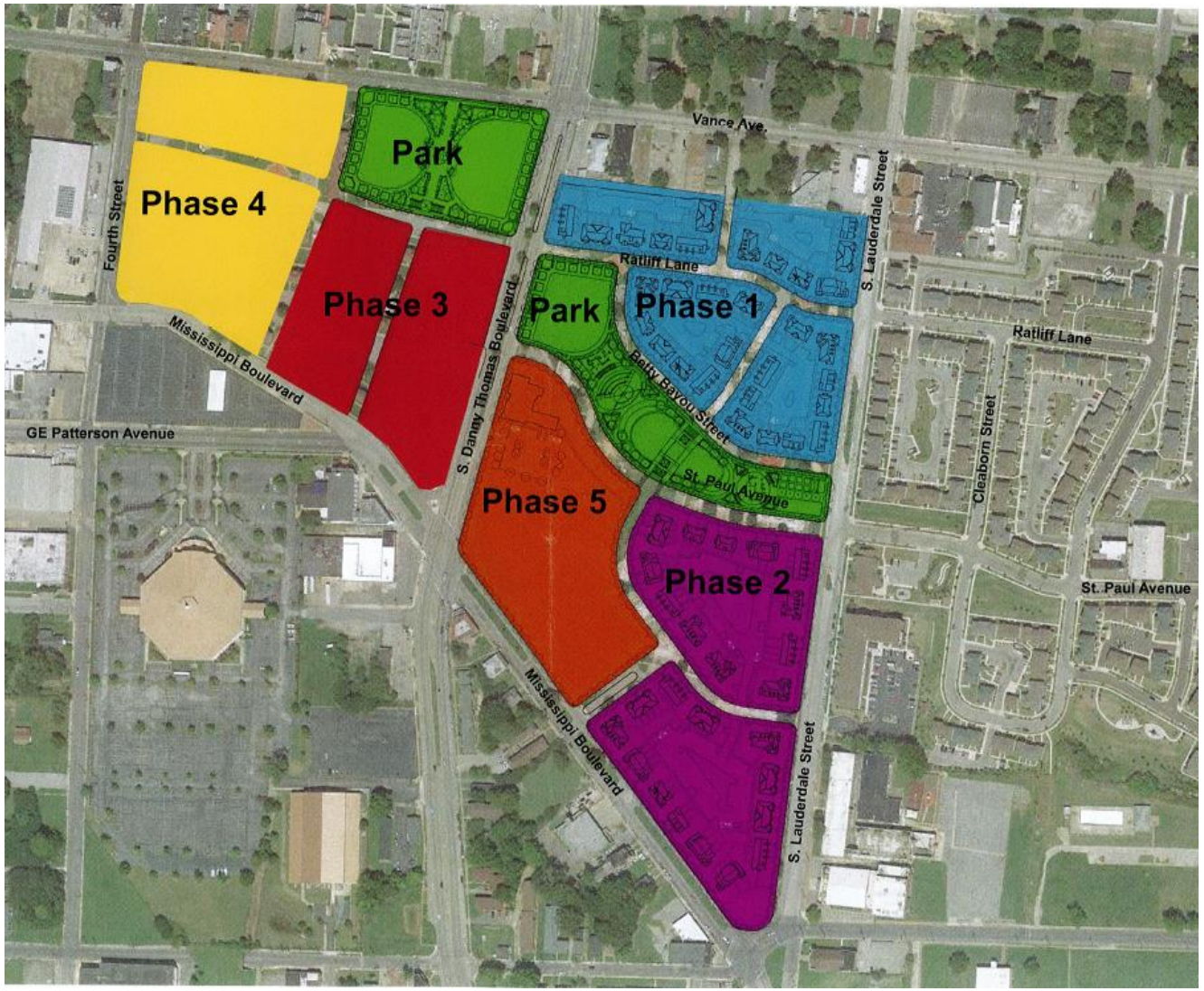
CNI: Housing Development

The South City housing development will result in the transformation of 420 units of distressed public housing into a high-quality, safe, green and well managed mixed income community of approximately 600 units.

The new housing will be supported with new infrastructure and complemented with amenities including a community building and welcoming green spaces.

The new housing will be developed as shown below. (1).

Development Timeline		
Development Component		**Anticipated Completion**
Relocation		Completed
Demolition (East and West side)		Completed
Phase 1 Construction	114 Units	2019
Phase 2 Construction	134 Units	2020
Phase 3 Construction	115 Units (1)	2021
Phase 4 Construction	101 Units (1)	2021
Phase 5 Construction	120 Units (1)	2022

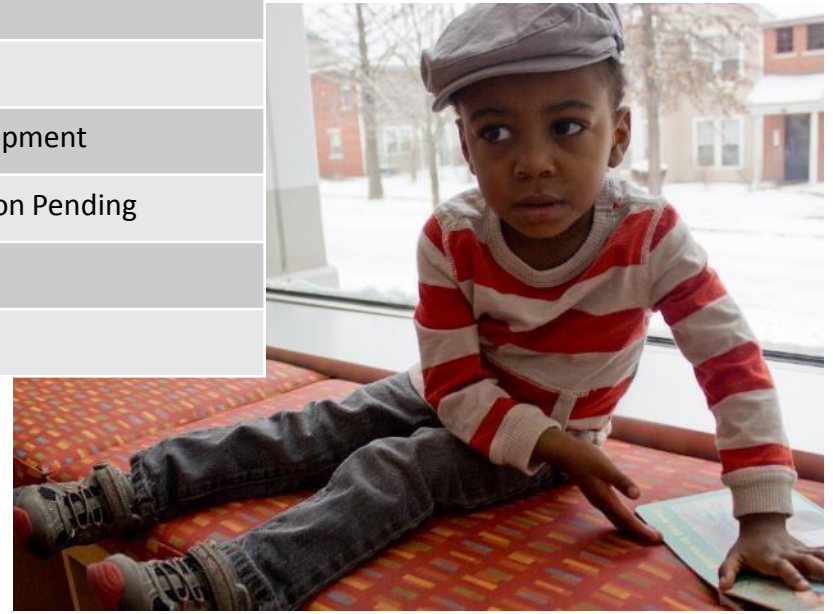


(1) Preliminary, subject to change.

CNI: Neighborhood Investments

The South City Choice Neighborhoods Initiative transformation plan includes investments in several neighborhood amenities as shown below.

Neighborhood Investments	
Project	**Stage of Development**
Early Childhood Education Center	Pre-Development
Grocery Store	Feasibility
South City Family Resource Center	Completed
Girls Inc of Memphis Center	Pre-Development
Park Improvements	Construction Pending
Homeowner Minor Repair Program	Underway
Commercial Façade Grant Program	Underway

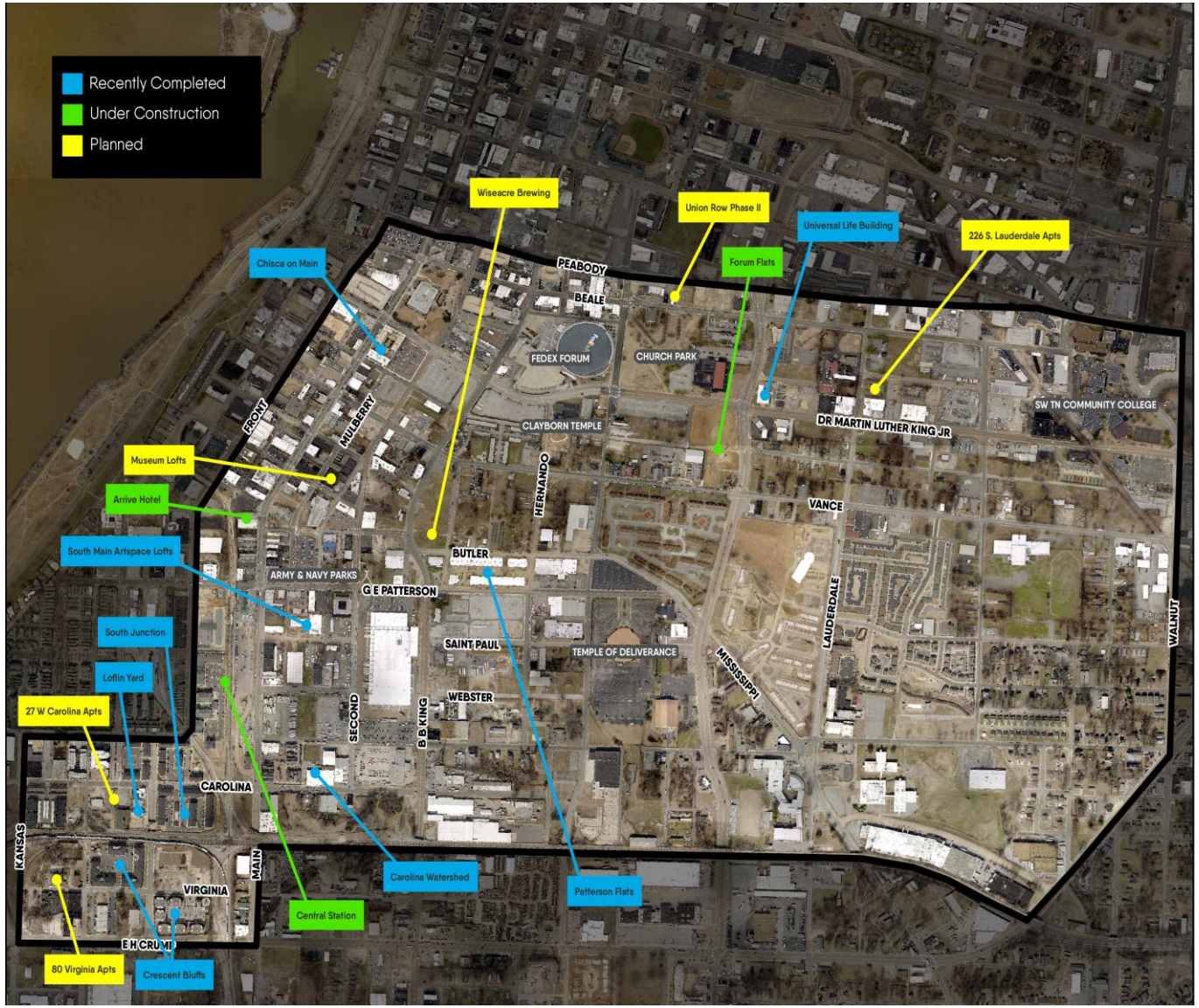


Additional Neighborhood Investments

Over the years, in addition to the South City Choice Neighborhoods Initiative there has been considerable investment from both the public and private sector in South City and downtown Memphis.

Recent projects include:

Project	Status
Chisca Hotel Apartments	Completed
Clayborn Temple	In use/Additional Improvements Planned
Cleaborn Pointe @ Heritage Landing	Completed
Fire Station 3	Completed
Halloran Center	Completed
Main to Main	Completed
New Blossom Apartments	Completed
South Junction	Completed
South Line	Completed
Universal Life Insurance	Completed
I AM A Man Plaza	Completed
Patterson Flats	Completed
South Main Art Space Lofts	Completed
Forum Flats	Underway
Central Station	Underway



Source: Downtown Memphis Commission

Property Details

MLK Transition Academy and Georgia Avenue Elementary Aerial View

MLK Transition Academy – 620 S. Lauderdale Street [1]

Campus Themes: Community, Live, Work and Cultural Center

The MLK Transition Academy consists of:

- A three-story Primary Building and an adjoined two-story Secondary Building (approximately 67,500 SQ FT)
- Two separate gymnasiums (approximately 34,750 SQ FT)

Planned Uses: 61,500 SQ FT

- Primary Building – Second and Third Floors: Programmed Office Space
- Secondary Building: Proposed South City Museum and Cultural Center

Available space:

- First floor of primary building (6,000 SQ FT)
- Boy's Gymnasium (13,750 SQ FT)
- Girl's Gymnasium (21,000 SQ FT)

Ideal tenants for this building include:

- Various Retailers that can serve the community and neighborhood residents
- Business Incubators
- Organizations experienced in operating and programming gymnasium space
- Other Non-Profit and For-Profit Service Providers
- Office Tenants

Pictured above - Top: View from Lauderdale, Bottom: Boy's Gymnasium

[1] *All square footage amounts are approximations.*

MLK Transition Academy Preliminary Conceptual Rendering

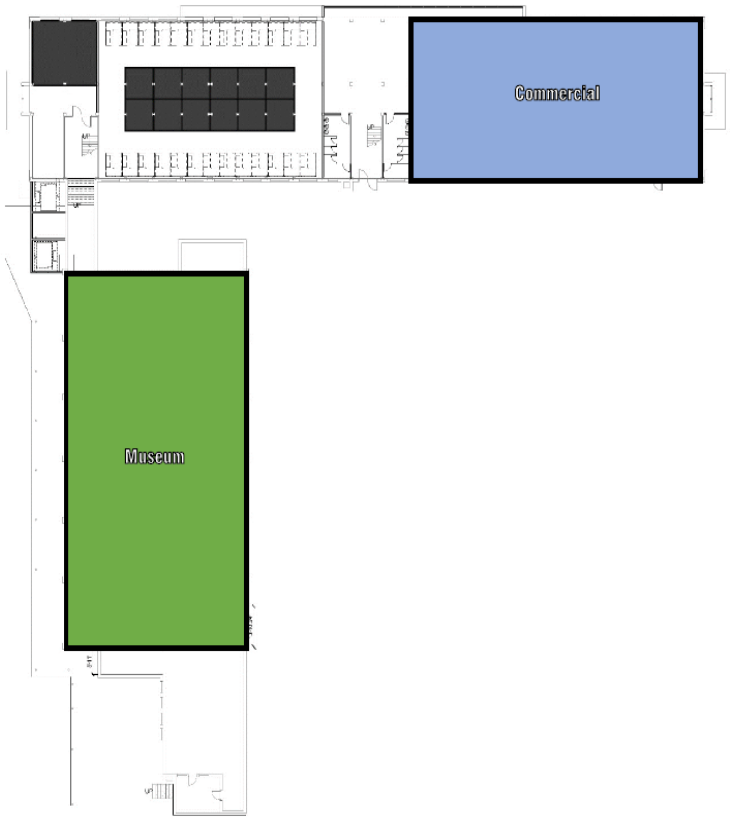
brgrs architects

Please note this is a preliminary conceptual rendering and not a final plan for this site.

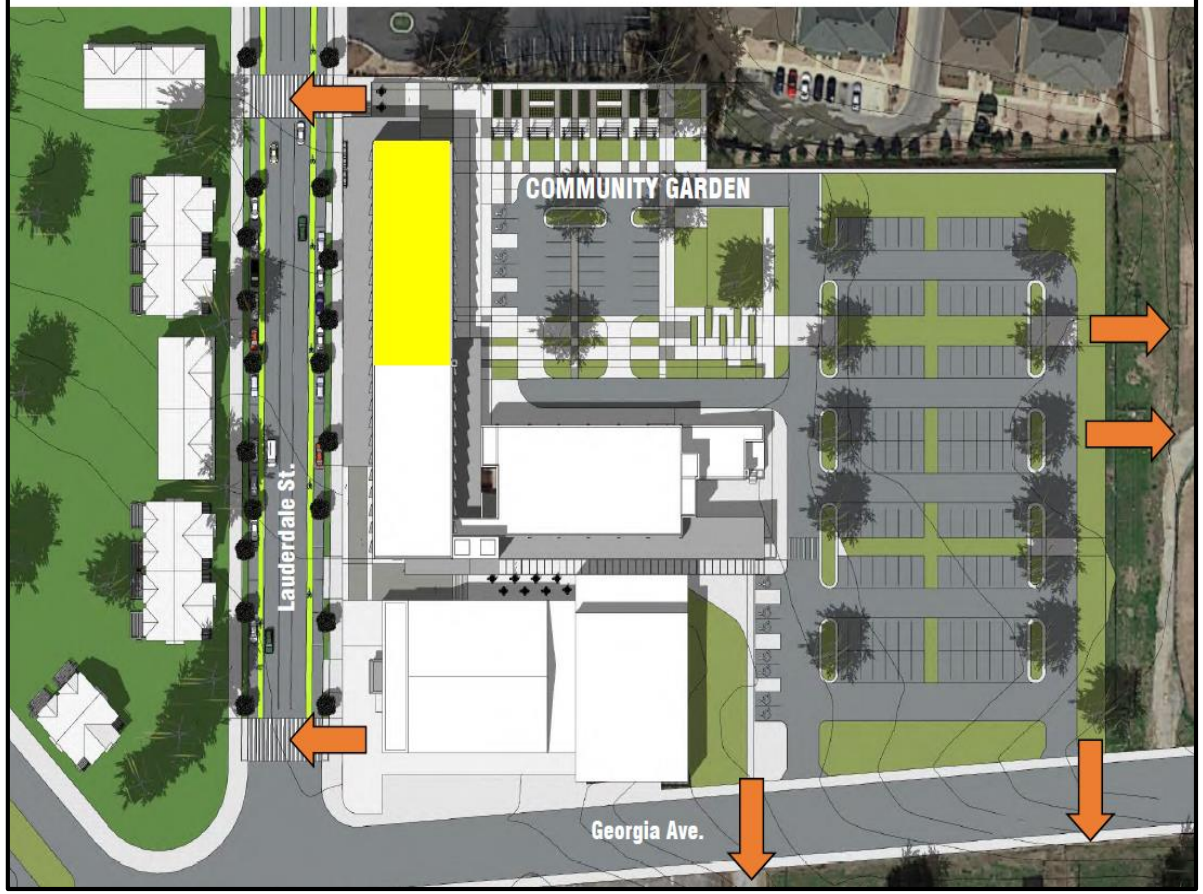
MLK Transition Academy Preliminary Concepts

MUSEUM / COMMUNITY/ COMMERCIAL PLAN

FIRST FLOOR
8,500sf Museum
6,000sf Commercial



COMMUNITY AND CONNECTIVITY



Please note this is a preliminary conceptual rendering and not a final plan for this site.

Georgia Avenue Elementary - 690 Mississippi Boulevard [1]

Vision: Youth Development, Education and Workforce Development

Georgia Avenue consists of three buildings totaling 112,425 square feet and 19.67 acres of land.

Programmed space: 57,350 SQ FT

- Building B: Early Childhood Education Center (operator to be identified through a separate RFP process).
- Building C: Girls Inc. of Memphis – South City Center

Available space:

- 2nd Floor of Building B – 23,000 SQFT
- Building A – 46,000 SQFT
- 3.65 Acres of Green Space

Ideal tenants include organizations that specialize in:

- Education and Youth Development
- Adult Education and Entrepreneurial Training
- Outdoor Amenities and Features
- Other Services that Complement the Campus

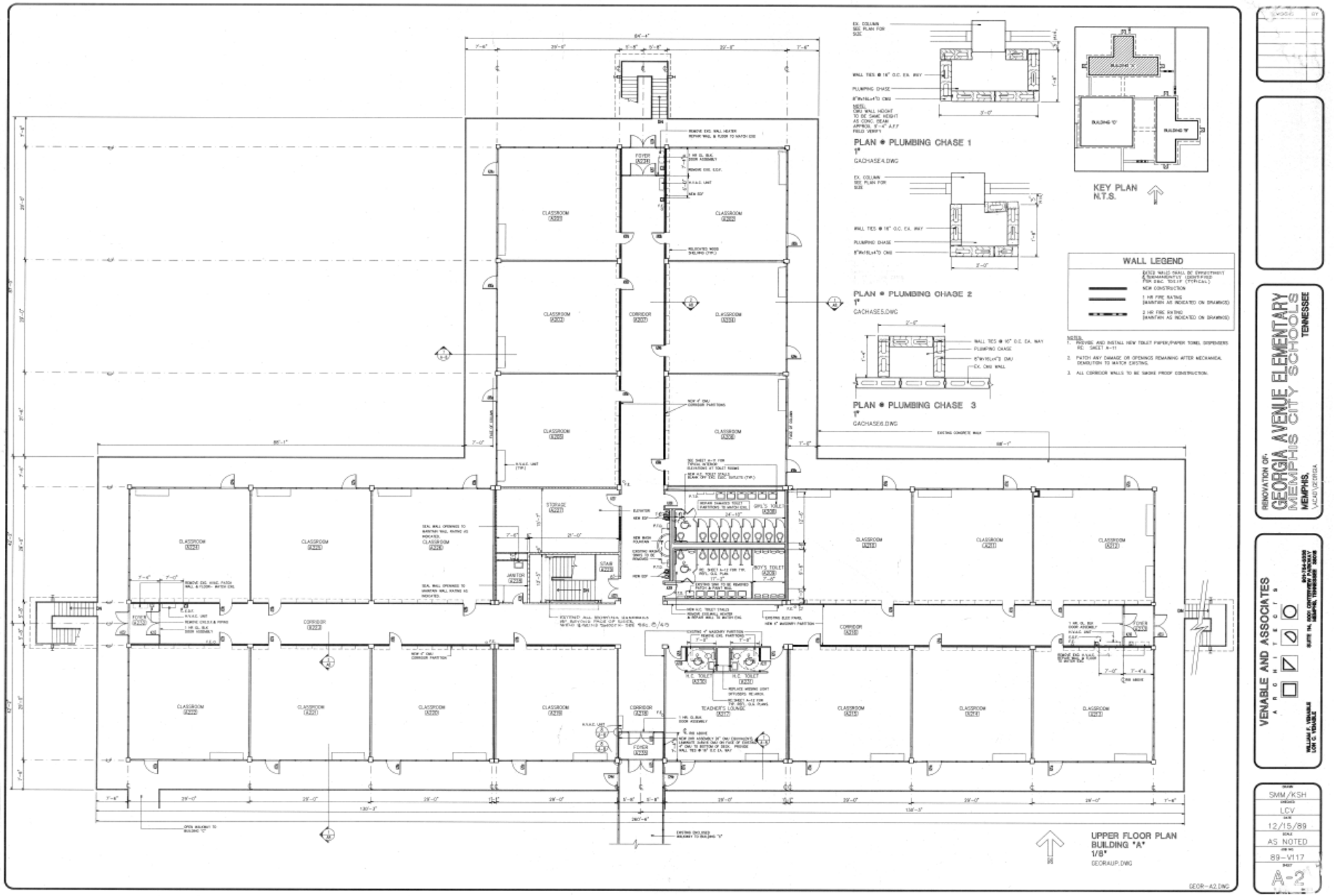
Pictured above – Top: View from Georgia Ave, Bottom: Campus views

[1] *All square footage amounts are approximations.*

Georgia Avenue Elementary Preliminary Conceptual Master Plan

Please note this is a preliminary conceptual rendering and not a final plan for this site.

Georgia Avenue Elementary: Example Floor Plan



General Leasing Terms

- The space available in both properties will be leased with basic exterior and interior improvements.
- Interior improvements will include:
  - Renovated Walls, Floors and Ceilings
  - New HVAC, Plumbing and Electrical Systems
  - Restrooms
  - Lighting (Limited)
- Exterior improvements will include:
  - Repairs as needed
  - New Roof
  - Repair or Replace Windows and Doors
  - Improved Parking Area
  - ADA Accessibility
- It is anticipated that the space will be leased at market rate rents, adjusted for any available subsidies or other favorable financing sources. Additionally, the individual tenant rents will be based on a variety of factors including lease term, selected space, additional tenant improvements, and overall public and community benefit. Preliminary lease rates and terms should be available during Round 2 of the selection process.
- Each site will be managed by an experienced property management firm.
- Estimated Project Timeline
  - Final Tenant Selection - 2nd Quarter 2019
  - Lease Negotiations – 1st Quarter 2020
  - Plans and Specifications – 2nd Quarter 2020
  - Commence Renovations – 3rd Quarter 2020
  - Projected Building Occupancy – 3rd Quarter 2021

SOUTH CITY Memphis

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