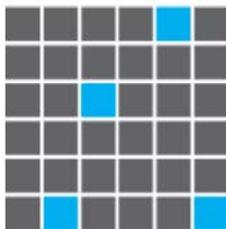


REAL ESTATE DEVELOPMENT

Request for Proposals For the Green Springs MHD5 Parcel



**State of Utah School and Institutional
TRUST LANDS ADMINISTRATION**
Planning and Development Group
2303 North Coral Canyon Blvd, Suite 100-A
Washington, Utah 84780
435-652-2950

REQUEST FOR PROPSALS

The State of Utah, School and Institutional Trust Lands Administration (“Trust”) has 28.41 +/- acres of vacant land in Washington City (“City”), Utah known as the Green Springs MHD5 parcel (“Project”), in Washington County, Utah.

INTENT

The Trust is soliciting proposals for development and/or purchase of the Project. The purpose of this request is to gather proposals from as many qualified developers as possible. *Proposed pricing and development experience outlined in the response will carry more weight than form or manner of presentation of the response.*

Although any offer will be seriously considered, the Trust anticipates receiving offers with one of two general transaction types: A) Outright Purchase, where the Purchaser purchases all 28.41 acres from the Trust, or B) a Partnership arrangement where the Trust would enter into a contract wherein the selected developer will provide all resources to properly plan and develop the Project, where the Trust would receive either a percentage of the gross selling price of the developed lots, or a percentage of the gross selling price of the finished homes.

EXPECTATION

The Project is a very small component of a much larger development block known as the Green Springs Block. Timing of the development of the full Green Springs Block is not yet known. However, the Green Springs Block is thought to be one of the crown jewels within the Trust’s development portfolio. Consequently, the Trust anticipates the Project to be developed as a high-quality planned community that will add to the overall development of the larger Block.

The Trust anticipates that the Project will be governed by appropriate design guidelines, CC&Rs, an HOA, and that the selected developer would enter into a development agreement with the City regarding a number of these and other matters.

TIMING

With the right proposal, the Trust anticipates entering into negotiations for a Purchase or Partnership with one or more qualified developers, depending on the proposals received. The Trust expects to conclude a development lease, development agreement, or purchase agreement with the selected developer. At that time, the selected developer would assume full responsibility for the Project.

It is anticipated that the Trust will require 2-4 months to properly vet the submitted proposals and enter into an agreement with the successful developer. It is expected that the successful developer will be able to begin construction in 2019.

PROPERTY AND DISCLOSURES

The following information about the Project, including disclosures, is believed to be accurate but is not warranted by the Trust. The information, in this document and separate files on the Trust’s website, is presented for convenience only and may not represent the true conditions of the

property. It is the developer's responsibility to collect and use the correct information for its statement of interest.

LOCATION

The Project is located on the east side of Main Street, immediately next to Brio, on the north side of I-15, within Section 11 Township 42 South, Range 15 West, SLB&M.

GENERAL DESCRIPTION

The Project is located on flat to gently sloping terrain, which the City considers to be suitable and appropriate for development. The beautiful backdrop of Pine Valley Mountain and the Red Cliffs Desert Reserve enriches the Project.

DEBRIS BASIN

The southernmost 5.86 acres of the Project will be a future debris basin to be installed, constructed, and maintained by the City. It is anticipated the City will begin construction in the summer of 2019. The first phase will essentially be a large hole to detain water from storm events. At a later time, the City will finish the detention basin with appropriate landscaping. It is possible that construction of the debris basin may occur simultaneously with construction of the subdivision by the successful developer.

ZONING

The Project is zoned PUD and has an approved density of 198-340 dwelling units. Wherein the zoning is PUD, all units can be situated within the 22.55 acre parcel not a part of the debris basin.

MASTER CONCEPT PLAN AND VISION

The larger Green Springs Block has a master plan that has not yet gone through the full City approval process, but the Trust anticipates future developers will generally follow this plan. The Project is shown as parcel MHD5 on the larger plan. It is expected that the successful developer will work with the Trust in designing and planning the Project. It is expected that the final layout and design of the Project will flow nicely with and compliment the larger master plan.

TRAILS AND OPEN SPACE

The debris basin will serve as City-approved open space to the PUD zoning of the Project. However, the successful developer will also plan a trail system, additional open spaces, and other amenities that will enhance the overall Project.

PROPERTY DISCLOSURES

Acreage – The Project has 28.41 +/- acres, of which contains an easement of 5.86 acres for the debris basin, leaving a net of 22.55 acres.

Soils – The Trust has not gathered extensive soil data. The USDA Natural Resources Conservation Service Web Soil Survey indicates a mixture of well-drained sandy loams on alluvial fans and valleys, specifically with Harrisburg fine sandy loam and Pintura loamy fine

sand hummocky. Typical vegetation includes shadscale, sagebrush, bursage, creosotebrush, and blackbrush.

IMPROVEMENTS

Access – The Project is accessed from Main Street (on the north side of I-15). Washington Parkway (not yet improved) will be the northern boundary of the Project. It is anticipated Washington Parkway will be built in 2020 by UDOT and Washington City.

Infrastructure – All utilities are presumed to be located to the site. A culinary waterline runs in the unimproved Washington Parkway. A transmission line also parallels Washington Parkway. It is further assumed (to be verified by the buyer) that other utilities are in Main Street.

PROPERTY CONDITION

The Project consists of vacant land in an as-is undeveloped condition. Prospective developers are encouraged to visit the property, which is readily accessible by automobile.

DEVELOPER OBLIGATIONS

The developer selected to develop the Project will be responsible for all aspects of the Project including capital investment, full execution of the Project including obtaining all City approvals, resolving any offsite and onsite issues including utilities, and performing all additional testing, engineering, planning, marketing, construction, and managing of contractors.

ADDITIONAL INFORMATION

For additional information about the Project:

Contact Aaron Langston at 435-652-2950 or email at aaronlangston@utah.gov

PHOTOS



Photo looking east from Main Street. Transmission line in the future Washington Parkway are visible.

Photo looking northeast from Main Street.



Photo looking north.

SUBMISSION REQUIREMENTS

Any developer wishing to receive consideration should submit the following (*Substance in the response will carry more weight than form or manner of presentation*):

A. Qualifications

1. History – The Trust seeks to work with experienced and well capitalized real estate developers. Provide background information such as a brief history of the developer, years in business and any other information communicating capabilities including numbers of master-planned residential land/lots developed and sold, and commercial and/or industrial land developed and leased or sold.
2. Personnel – Identify and provide resumes for all principals and key personnel who will be involved with the Trust and the Project. Provide contact information for the primary individual(s) representing the developer.
3. Relevant Developer Experience – An overview of large-scale mixed-use project experience over the last 10 years. The overview should outline the type(s) of transaction, position in the transaction(s) and the services provided by the principals and key personnel identified above.
4. References – Names and contact information for at least 3 current or recent-past references to demonstrate general professional integrity and reputation of the developer held within the business/public community.
5. Financials^{*} – The Trust seeks to work with well capitalized developers. Those who provide the following financial information for the developer will be taken seriously:
 - The guarantee relationship that will exist between the development entity and its sponsors or participants if the proposal is not an outright purchase.
 - The following information for the development entity or, in the case of a specifically formed company, for each of its guarantors:
 - Three (3) most recent years of audited financial statements.
 - Two (2) credit references, preferably involved in projects of similar scope.
 - The development entity’s ability to commit capital to the Project.
 - A statement of willingness to contribute unsecured capital to the Project.

B. Statement of Interest

1. Vision – Summarize developer’s vision for the Project. Drawings and/or plans may be submitted to support the respondent’s vision; however, the respondent is not required to submit any plans or drawings.
2. Strategy – Outline developer’s strategy for developing the Project including:
 - Interest in developing all or a portion of the Project, and
 - Developer’s depth of involvement in the development, e.g. A) “land developer”

^{*} Required if your proposal is to be a Development Partner, recommended if proposing an outright Purchase. Financial information should be labeled “*Confidential*” and submitted in a separate electronic file or under separate cover. This information will be used by the Trust for evaluation purposes only and will be kept confidential.

- intending to wholesale “ready to build” lots to builders; B) “land developer-builder” selling or leasing buildings at retail; or C) a combination of A and B.
3. Transaction – Proposed transaction style: purchase, development-lease structure or another type of transaction.
 4. Compensation – Proposed compensation structure that dovetails with the proposed transaction style identified above.
 5. Other Information – Identify and discuss any other information that you believe the Trust should be aware of or should take into consideration when reviewing your submission.

SUBMISSION INFORMATION

Date and Time: By 3:00 pm Mountain Standard Time on Monday, May 20, 2019.

Format: Electronic file (PDF preferred) *or* two (2) paper copies.

Financial information should be labeled “*Confidential*” and submitted in a separate electronic file or under separate cover.

Submission Method/Location:

Electronic: aaronlangston@utah.gov

Paper: School and Institutional Trust Lands Administration
Attn: Green Springs MHD5
2303 North Coral Canyon Blvd Suite 100-A
Washington, Utah 84780
435-652-2950

GENERAL CONDITIONS

Brokers are encouraged to work with prospective clients to make them aware of this offering. The Trust will not compensate brokers for their work; brokers must seek compensation from their client. Brokers will be required to submit a copy of their client agreement to become involved in the selection process.

The selection of entities for negotiation and the modification of any resulting proposal are at the sole discretion of the Trust. Selection decisions will be based primarily on financial capacity, development experience, qualifications of key personnel, and transaction proposal; however, a subjective component is likely in the selection process.

The Trust may consider all information available to it in reference to the qualification and ability of the submitting entity, including past performance with the Trust.

The Trust reserves the right in its sole discretion to waive irregularities of any kind in responsive submissions, to reject any and all submissions, to accept any submission it feels serves the Trust’s and Project’s interest, and to extend submission deadlines.

No right whatsoever shall inure in the respondent by virtue of its selection, until such time as a contract has been fully executed.

All expenses incurred in preparing submittals are the sole responsibility of the respondent.

Any proposal may be withdrawn at any time prior to the scheduled submission closing time.

The Trust will not return any copies of submitted proposals and will retain each submission.

Financial information that is specifically labeled “*Confidential*” by the respondent will be held confidential by the Trust. All other portions of submitted proposals will be public after the Project developer is selected and contract documents are signed, pursuant to the Government Records Access and Management Act (Utah Code Title 63G subsection 2).

Proposals will not be publicly opened.

Figure 1: Parcel MHD5 (outlined in Red)

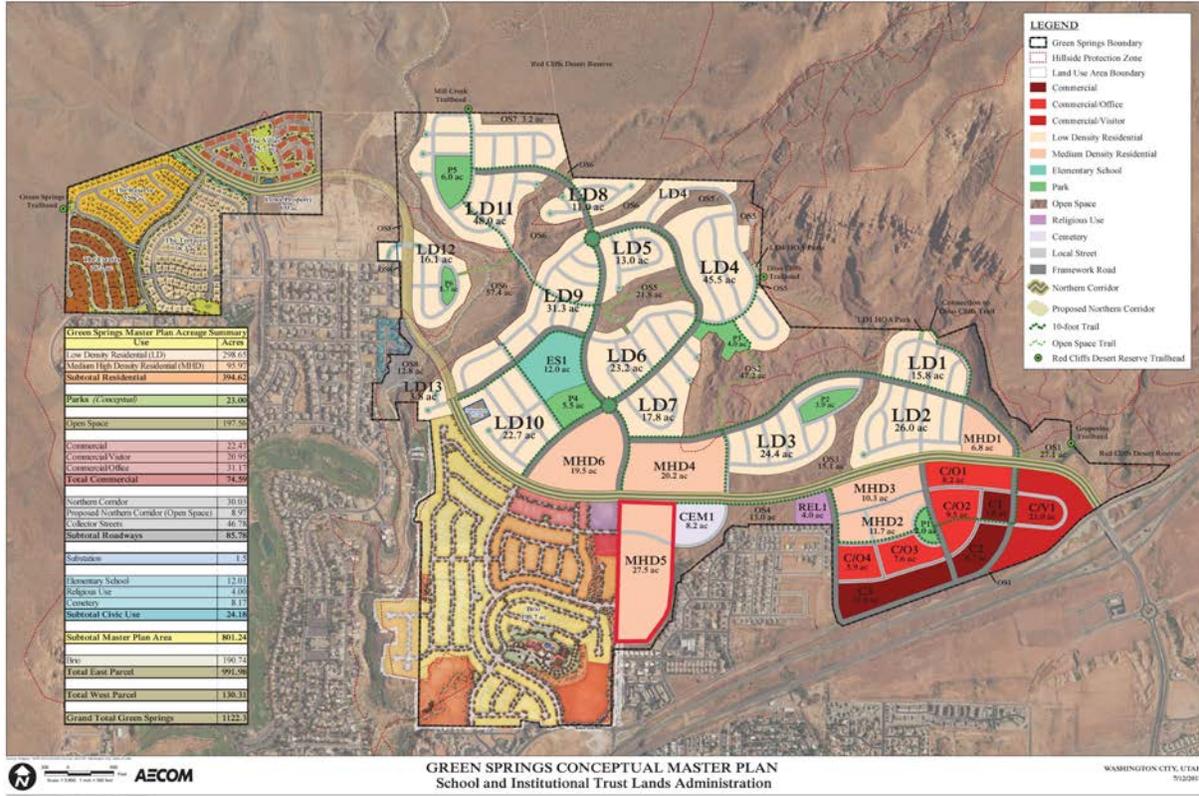
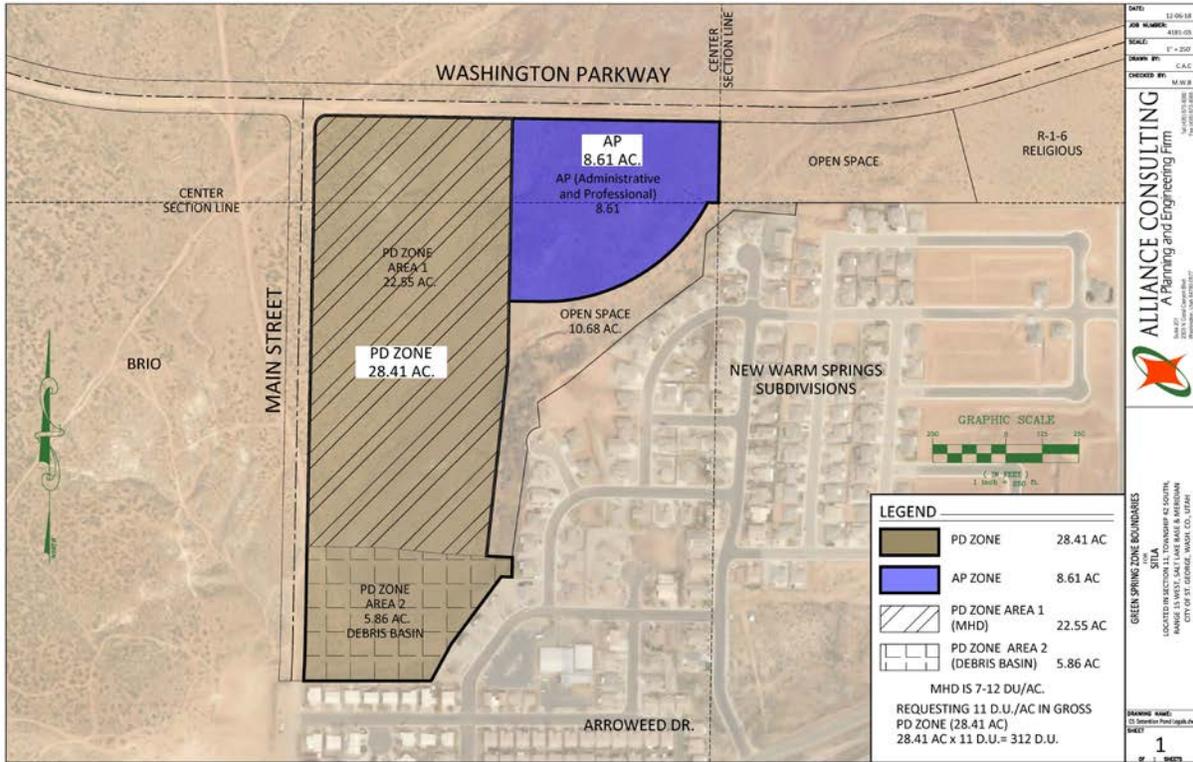


Figure 2: Parcel MHD5 Zoning Map (shown in the brown color)



Note: The City has an easement for the bottom 5.86 acres for their debris basin. Purchaser will acquire these lands as the densities from this area is transferable to the upper 22.55 acre area.