



REQUEST FOR PROPOSALS *TO*  
PURCHASE & REDEVELOP PROPERTIES *ALONG*  
SECOND AVENUE *IN*  
GAILLPOLIS, OHIO

*ISSUED BY:* WISEMAN REAL ESTATE

*ISSUED:* 5/16/2023

*RESPONSE DEADLINE:* 7/14/2023



**Wiseman  
Real Estate**  
Since 1943

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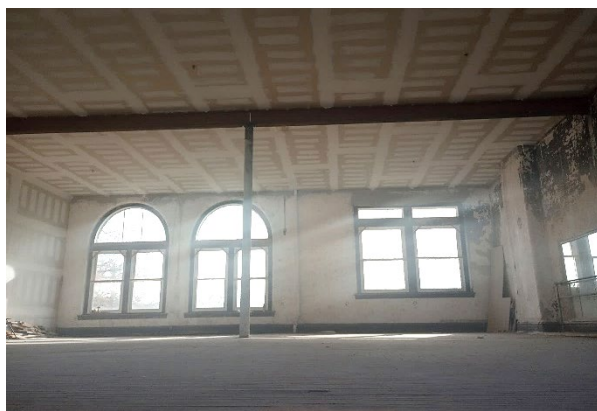
## 1. Introduction

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Wiseman Real Estate (the “Issuer”) is issuing this Request for Proposals (“RFP”) seeking proposals (“Proposal”) to purchase and redevelop multiple buildings along the historic Second Avenue in Downtown Gallipolis, Ohio (the “Properties”).

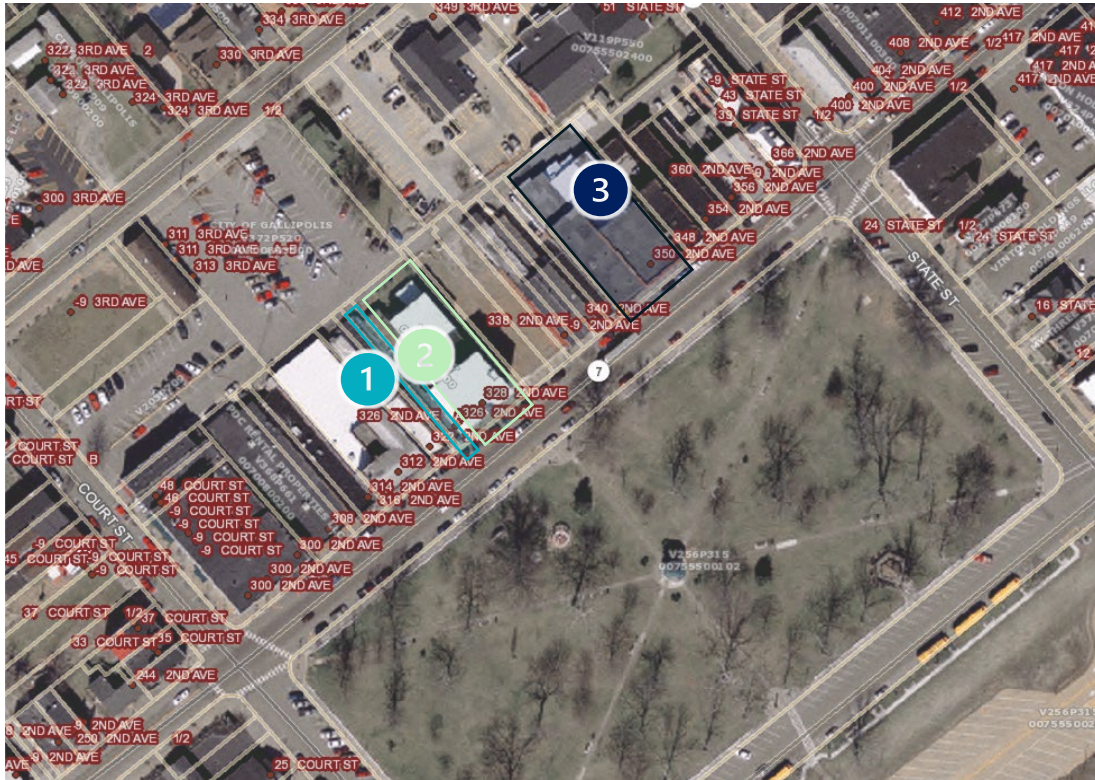
The intention of this RFP is to solicit Proposals from developers (“Respondents”) that will contract to purchase and redevelop the Properties according to the provisions, terms, and conditions determined by the Issuer, some of which are contained herein. Other terms and conditions may be developed in response to specific Proposals and incorporated into agreements that may include incentives for the redevelopment of the Properties.

This Issuer intends to identify a proposal which most closely matches the highest and best use for the Properties. Specifically, a proposal which activates the Properties through the creation of a boutique hotel which supports the social, cultural, and economic growth of Gallipolis. The Issuer has prepared a clear path toward redevelopment of the Properties by identifying potential redevelopment programming, including proposed floorplans, determining appropriate development incentives, and providing a financial model which demonstrates the project as both feasible and profitable for the developer.





## 2. The Properties



- 1 324 Second Ave (Pawn Shop)**  
*Parcel ID: 00700800800*
- 2 326 Second Ave (Lupton Block)**  
*Parcel ID: 00700800900*
- 3 348 & 350 Second Ave (G.C Murphy East/West)**  
*Parcel ID: 00700801700*

Wiseman Real Estate is seeking a developer to redevelop the above Properties.

This brief overview provides general information on the Properties for consideration by potential Respondents.

The Properties include three (3) parcels (highlighted above). The parcel area includes: (1) 2,436 SF; (2) 11,245 SF; and (3) 14,616 SF with (1) 13'; (2) 68'; and (3) 88' of frontage along Second Avenue.

The architectural value of the properties is prominent in the community fabric and is positioned to be transformed into a destination for local and regional travelers.

Please refer to the Investor Prospectus for further details on the location, economic market, and building conditions.

### **3. Redevelopment Opportunities**

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The goal for the Properties is to achieve the full economic potential through an adaptive redevelopment which focuses on maximizing Gallipolis' tourism industry and unique historical character. The Properties presents an ideal opportunity to be reestablished as a thriving mixed-use assets, transforming the upper floor spaces into cultivated boutique hotel rooms and suites with complimentary dining and retail areas throughout the first floor spaces.

The Properties have the ability to be catalytic for the neighboring community, as it is located squarely in the historic heart of the Downtown area, where reinvestment has been prominent in the last few years.

Harnessing the historical integrity of the building, redevelopment projects may take advantage of a wide variety of grant programs, Tax Credits, and other incentives, are also detailed in the Investor Prospectus.

#### 4. Respondent Commitments

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Each Respondent must affirmatively state the following in its Proposal:

- (1) Respondent will enter into a contract to purchase or option to purchase the Properties on terms acceptable to the Issuer; and
- (2) Respondent will seek any requested development incentive package as part of the redevelopment process, but Respondent understands and acknowledges that the availability of any incentive is contingent upon approval by the applicable governing bodies and requested incentives may or may not be available; and
- (3) Respondent will, as applicable and requested by the Issuer or any applicable governing bodies, complete pre-contractual review(s) and negotiations that may be involved in the proposed redevelopment. Respondent understands and agrees that such reviews may include Architectural/Core, Urban Design and Economic/Financial reviews and that if such reviews do not result in acceptable outcomes, negotiations with respect to incentives may be terminated. Respondent further agrees to submit review-related materials to the Issuer and the City of Gallipolis (the "City") as requested; and
- (4) Subsequent to approvals by the Issuer and the City of Gallipolis, if such approvals are secured, Respondent will enter into a Redevelopment Agreement requiring the Respondent to redevelop the Properties according to the negotiated conditions. Respondent agrees to complete improvements within a specified term as negotiated in its Redevelopment Agreement; and
- (5) Respondent agrees to pay and be responsible for all applicable fees of the State of Ohio, City of Gallipolis, and any other State or City agency or board required in connection with the Proposal, the redevelopment, applications, and incentives associated with the redevelopment of the Properties.

## 5. Required Contents of Any Proposal

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Each Respondent must provide, at a minimum, the following information:

- (1) Primary **contact information** (name, phone, address, email) for the Respondent; and
- (2) A description of **Respondent entity**; and
- (3) Confirmation that the Respondent will **purchase and redevelop** the Properties (based on the specific intentions of the Respondent); and
- (4) A summary of **qualifications** (including full development team); and
- (5) A description of **past or current projects** undertaken by the Respondent similar to the redevelopment; and
- (6) If applicable to its redevelopment proposal, a description of **experience using development incentive tools** (i.e., New Market Tax Credits, Historic Tax Credits, Tax Increment Financing, etc.); and
- (7) A narrative of the **proposed redevelopment** including proposed uses; and
- (8) A narrative of **the proposed improvements and investments** in the Property; and
- (9) A narrative of the **architectural approach and character** of the redevelopment; and
- (10) An estimate of **job creation and economic impact** resulting from redevelopment; and
- (11) An **operating pro-forma for the proposed redevelopment** (at minimum, the proforma should include the following items: rent and expense assumptions, sources and uses, and annual cash flow for the project including any debt service and ongoing financing fees); and
- (12) Evidence to support **financing capability and the financial strength / capacity** to complete the proposed redevelopment as part of any agreement, including any financial interest/commitment letters from lenders, equity partners, or contributors and/or other sources of financing; and
- (13) A **proposed redevelopment timeline**, including project phases and an estimated completion of the proposed redevelopment.

## 6. Required Form of the Proposal

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- (1) All proposals must be clearly marked "Response to the Request to Purchase and Redevelop the Properties for the Inn on the Park Boutique Hotel"; and
- (2) All proposals must be complete and include all of the information requested in Section 5 of the RFP; and
- (3) All proposals must be stapled or bound, on eight and one-half (8 ½") by eleven inch (11") white paper printed on one or both sides, with a minimum of 11pt font; and
- (4) All proposals must clearly identify the Respondent (including primary contact information) on the front cover; and
- (5) Each Respondent must submit three (3) complete hard copies of each proposal and an electronic copy in the form of a PDF.

Sealed proposals must be addressed as follows and delivered to the below address no later than 4:00pm ET, on Friday, July 14, 2023. Proposals received after the deadline may be accepted and reviewed until a redeveloper is selected.

Wiseman Real Estate  
500 2nd Avenue  
Gallipolis, OH 45631

Respondents should request a receipt for hand-delivered sealed proposals, and Respondents should maintain delivery receipts from paid delivery services. The electronic copy should be emailed to [bodimer@wisemanrealestate.com](mailto:bodimer@wisemanrealestate.com) with a copy to [katie@steadfastcity.com](mailto:katie@steadfastcity.com). Please note, submittal of the electronic copy, in absence of delivering hard copies, does not constitute an official RFP response.



## 7. Selection Process and Criteria

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Responses will be reviewed by the Issuer as they are received. They will use the following criteria, in addition to any requested interviews or presentations, in its selection process to evaluate submitted proposals:

- (1) The Respondent's compliance to the Required Form of the Proposal (page 6); and
- (2) The Respondent's agreement to Respondent Commitments (page 4); and
- (3) The Respondent's summary of qualifications (including full development team); and
- (4) The Respondent's experience from past / current projects similar to the redevelopment; and
- (5) The Respondent's experience using development incentive tools; and
- (6) The proposed redevelopment's ability to activate the Property, support the economic growth of Gallipolis, and celebrate the historic cultural and architectural character of the Property; and
- (7) The proposed improvements and investments in the Property; and
- (8) The architectural approach and character of the proposed redevelopment; and
- (9) The job creation and economic impact resulting from the proposed redevelopment; and
- (10) The proposed redevelopment's operating pro-forma; and
- (11) The Respondent's financing capability and financial strength / capacity to complete the proposed redevelopment; and
- (12) The proposed redevelopment timeline.

The Issuer reserves the right to reject any or all Proposals and further reserves the right to waive any technicalities. All qualified Respondents will receive consideration without regard to race, color, religious creed, ancestry, national origin, age, handicap, or sex.

## **8. Questions Regarding this RFP**

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All questions or requests for clarification with respect to the RFP or additional information about the site and facility must be submitted via e-mail to:

Katie Ward  
Senior Project Manager  
Steadfast City Economic & Community Partners  
Phone: 704-677-3371  
E-Mail: [katie@steadfastcity.com](mailto:katie@steadfastcity.com)

A timely response will be issued as questions are received. The Issuer shall not be obligated to respond to any question. Responses to all questions will be sent electronically to the questioner.

## 9. Building Walk-Throughs and Q/A

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Respondents may request a building walk-through to assist the development of their proposals. Walk-throughs will be scheduled on an individual basis. Additionally, respondents may attend the open question and answer session (date and time to be determined). Please contact the Issuer (see below) to receive further details for the Q & A session or to schedule a building walk-through.

Josh Bodimer  
Principal Broker  
Wiseman Real Estate  
Phone: 740-445-6665  
E-Mail: [bodimer@wisemanrealestate.com](mailto:bodimer@wisemanrealestate.com)

## 10. General Conditions for Submission of Proposal

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- (1) This Request for Proposals does not commit Wiseman Real Estate to enter into a purchase and sale agreement or the City of Gallipolis to enter into a redevelopment agreement, or pay any costs incurred in the preparation of a proposal to this request, or in subsequent exclusive negotiations, or procure or contract for the project. Final approval of a proposal shall be in compliance with all applicable City, State and federal laws and regulations.

- (2) Modifications for Withdrawal of Proposal Submissions:

At any time prior to the specified time and date set for the proposal's submission, a Respondent, or their designated representative, may withdraw a proposal.

- (3) Reservations of Rights by Wiseman Real Estate:

The issuance of the Request for Proposals and the acceptance of Proposals does not constitute an agreement by Wiseman Real Estate that any contract will be entered into by the organization. Wiseman Real Estate expressly reserves the right to:

- a. Reject any or all Proposals; and
- b. Re-issue, amend, and/or terminate this Request for Proposals; and
- c. Extend the time frame for submission of Proposals by notification to all parties who have expressed an interest in the Request for Proposals with Wiseman Real Estate; and
- d. Request supplemental information for any or all Respondents. The foregoing granting of exclusive negotiation rights does not commit Wiseman Real Estate to accept all of the terms of the proposal. Final terms of any agreement will be agreed upon during negotiations. Negotiations may be terminated Wiseman Real Estate for failure to reach mutually agreeable terms; and
- e. Request that the Respondent(s) complete an interview and/or present their submitted proposal; and
- f. Revise or waive any default in the proposed language.

- (4) Applicant Certification

By submission of a Proposal, the Respondent certifies they have not paid or agreed to pay any fee or commission, or any other thing of value contingent on the award of this contract to any employee, official, or current contracting consultant to the City.

The Respondent certifies that the financial information in this statement has been determined independently and without consultation, communication, or agreement for the purpose of restricting competition as to any matter relating to such costs with any other Proposal or Respondent.

- (5) Right to Disqualify

The Issuer reserves the right to disqualify any Respondent on the basis of any real or apparent conflict of interest that is disclosed by the Proposals submitted or any other data available to Wiseman Real Estate. This disqualification is at the sole discretion of Wiseman Real Estate. By submission of a statement hereunder, the Respondent waives any right to object now or at any future time before any public body or agency, including, but not limited to the City, or any court, as to the exercise by Wiseman Real Estate such right to disqualify, or as to any disqualification by reason of real or apparent conflict of interest determined by Wiseman Real Estate.

(6) Applicant Incurred Cost

Each applicant is responsible for all costs incurred in preparing a response to this Request for Proposals.



## **11. Request for Proposals Schedule**

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Issuance of Request for Proposals	5/19/2023
Respondent Building Walkthroughs	Scheduled on an individual basis
Q & A Session	TBD, Contact Issuer for Details
Proposal Submittal Deadline	7/14/2023
Respondent Interviews/Meetings/Presentations	August – September 2023
Selection of Redeveloper	9/15/2023
Execute Redevelopment Agreement	October 2023