



REQUEST FOR PROPOSALS

Black River Landing

Lorain Port Authority

319 Black River Lane

Lorain, Ohio 44052

440-204-2269

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Project Summary

In 1995 the Lorain Port Authority acquired an approximate 25 acre undeveloped industrial parcel of land along the west bank of the Black River in Lorain, Ohio from the LTV Steel Company. The property is located just south of the Charles Berry Bascule Bridge near the river's mouth at Lake Erie (See Exhibits 1, 1a, 1b). Apart from railroad storage tracks, this industrial site lay vacant and undeveloped since its acquisition by LTV Steel in 1980. Prior to that time, the site was also used as an iron ore storage yard by the B & O Railroad. The site is located within the heart of the City's redeveloping downtown area.

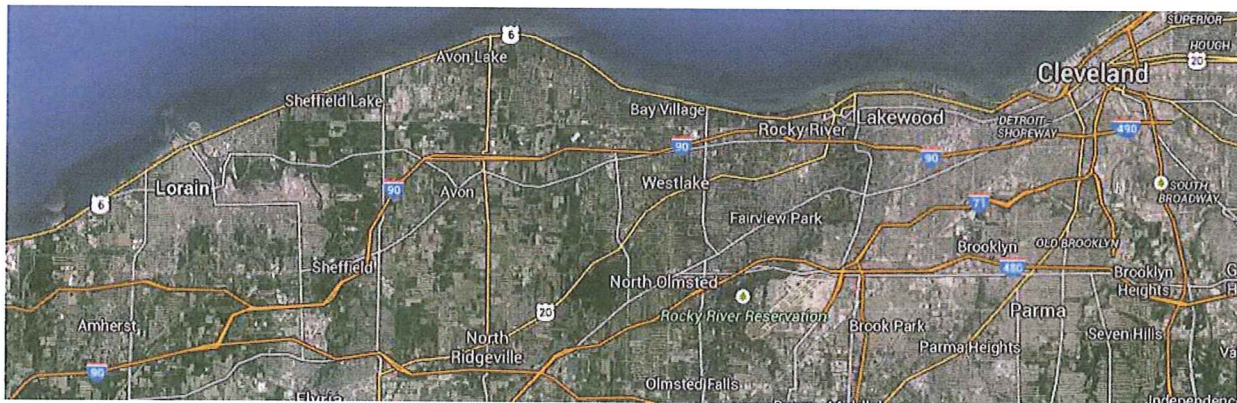


Exhibit 1



Exhibit 1a

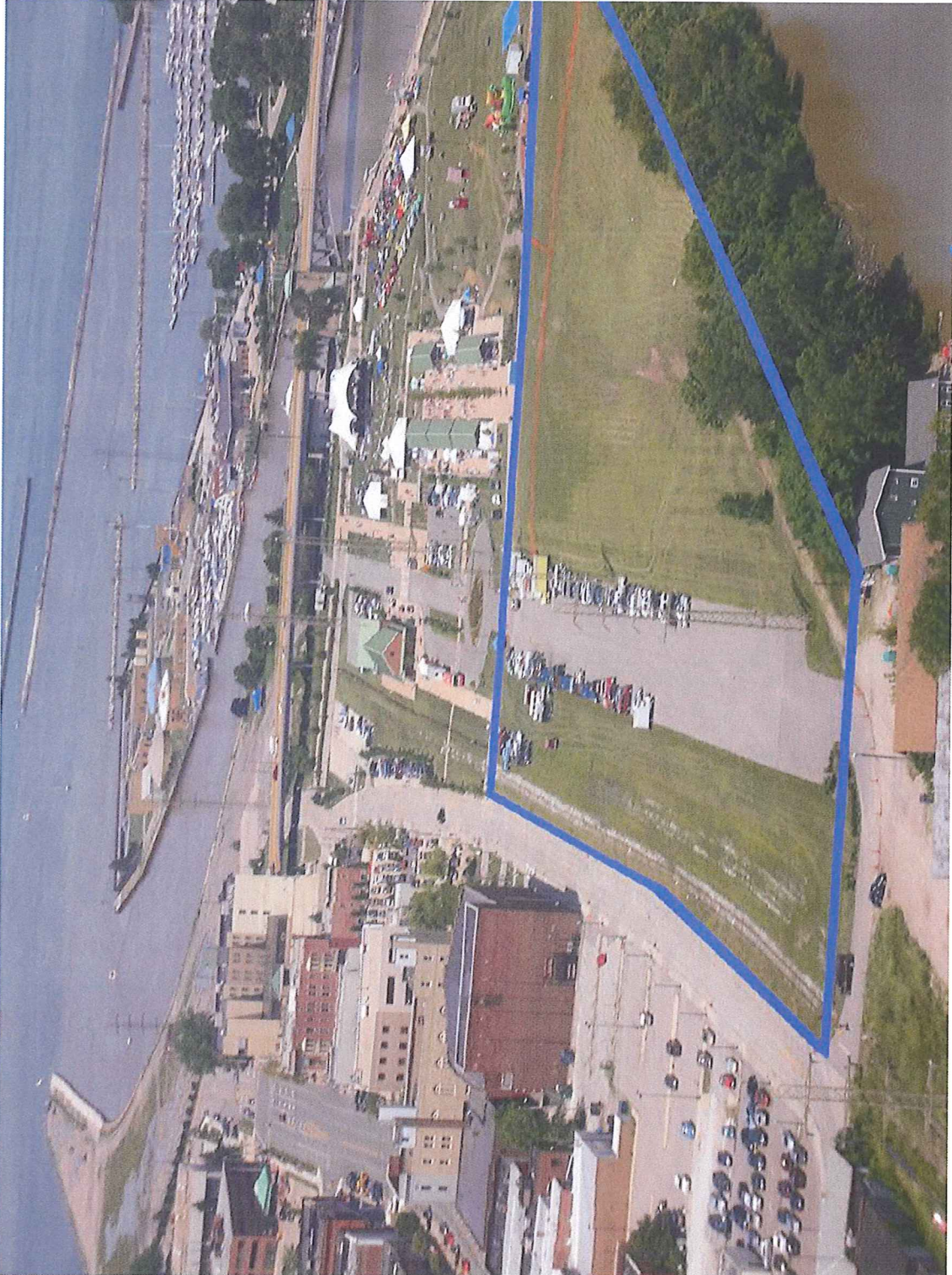


Exhibit 1b



As part of the acquisition process, following considerable public participation, the Lorain Port Authority completed a master plan for the site. The overall goals for the project included; establishing linkages between the waterfront and the adjacent central business district area, connecting on-going re-development projects within the immediate vicinity (Harborwalk Housing Project) and, advocating regional transportation development and linkages through excursion boat and rail access and possibly commuter rail into Cleveland. Initial plans called for multi-modal transportation facilities, excursion boat dockage, an industrial heritage museum, amphitheater, public open space and festival grounds area.

In 1998 the Lorain Port Authority obtained federal and state funding for the project. A total of \$6.95 million was awarded to construct a 5,000 sq. ft. transportation center, a 300 lineal foot excursion boat dock, public open space, and festival grounds. Construction of these components was completed in 2003. This development occurred on the northern portion of the site. Approximately 8 acres of developable property remains available on the southern portion of the site.

During 1999, the Lorain Port Authority also acquired approximately six (6) acres of property adjacent to the western edge of the site from CSX Transportation. This lineal parcel allowed the City, County and Port Authority to re-construct an adjacent alley way for improved access purposes. This roadway project was completed in July, 2002 (Black River Lane).

Since construction of the initial project improvements in 2002-2003, the following improvements have been made to the site.

- **2007** An outdoor amphitheater/stage was added to the site for concerts and events (See Exhibit 2).
- **2007** The Lorain Port Authority acquired two 26' launches to conduct nature tours (See Exhibit 3) of the Black River and of the historic Lorain Lighthouse (See Exhibit 4).
- **2009** The Lorain Port Authority commenced a partnership with Put-In-Bay Boat Lines to run excursion ferry service to the Lake Erie Islands and Cleveland via the 147 passenger Jet Express (See Exhibit 5).
- **2013** A \$100,000 recreational boat dock was constructed on the site to accommodate both recreational craft and the agency's tour vessels. (See Exhibit 6)
- **2014** A ferry terminal building to provide services and administration offices for the Port Authority was constructed (See Exhibit 7).
- **2015** Rockin' on the River - Beginning in 2015 the Black River Landing site will serve as home to this Northeastern Ohio concert series. This series is anticipated to attract 4,000 people each Friday and certain Saturdays between Memorial and Labor Day weekends.

It should also be noted, that two (2) other waterfront development projects in the immediate vicinity are also under way. In 2003, the City of Lorain acquired the 30 acre former LTV Steel Transshipment

Facility located immediately north of Black River Landing. This parcel is intended for redevelopment. The City is also participating in the development of a former 54 acre shipyard site to construct a 400 unit \$100 million upscale waterfront housing project. This project (Harborwalk - Exhibit 8) is located directly across the river from the Black River Landing Project site.

Development Concepts

When the site was donated by LTV Steel to the Lorain Port Authority in 1995 various deed restrictions were placed on the property. These deed restrictions generally limited development on the site to uses of a civic nature (festival grounds, amphitheater, botanical gardens, transportation center). These uses are still envisioned. However, during 2002 the deed restrictions on the property were eliminated. Subsequently, it is the desire of the Port Authority to open up development options for the site to include other land uses. In particular, waterfront mixed usage which may include; restaurants, conference space, offices, retail/commercial, residential and recreational uses.

Proposed development plans and concepts shall be compatible with the existing \$6.95 multi-modal transportation center project. They may also incorporate other aspects of the civic uses (botanical gardens, museum, amphitheater) originally envisioned for the site.

In general, approximately eight (8) acres of land is available for development (See Exhibit 9 - previous site development concept).

The current zoning on the site consists of I-1 light Industrial and I-2 Industrial uses. Therefore, depending upon the proposed development plans, rezoning of the property may be required.

Examples of proposed development options:

- Local and/or regional restaurants
- Conference Space/development
- Destination tourism oriented recreational uses
- Specialty retail shops
- Local artisans/ art galleries
- Mixed office space
- Mixed residential development
- Amphitheater, botanical gardens, heritage museum and/or any combination thereof.

Financial Programs

Business Incentives

The Lorain Port Authority Financing Program offers various financing programs that may be applied to this project. The Lorain Port Authority has also partnered with the Cleveland Cuyahoga County Port

Authority to provide customized lending tools for equipment, construction, land and building acquisition and facility improvement.

The Port programs offer quick turnaround and flexibility, thereby, saving time and money.

Fixed-Rate Financing Program

This program makes it possible for smaller business to access the U.S. capital market and borrow money at investment grade rates.

This program also benefits many larger businesses that find an investment grade rating costly and difficult to maintain.

Additional Program highlights:

- Financing between \$1.5 and 6 million
- Transaction capacity may exceed \$20 million when combined with other financing sources
- Financing for fixed assets such as land, buildings and equipment
- Fixed interest rates for up to 25 years

Off-Balance Sheet Financing and Leasing Program

This program is ideally suited for companies and non-profit organizations that want to obtain a new facility but do not want the asset to appear on their balance sheet. This financing vehicle allows the port authority to own the facility and lease it to the company.

Additional highlights:

- 100% financing
- Lower costs for materials used in the construction of a building
- Choice of three types of leases: financing, operating and synthetic

Infrastructure Financing Program

This program makes it possible for developers, cities and other regional organizations to finance public infrastructure projects such as streets, roads, underground utilities, street lights, landscaping and public parking garages. This type of financing is attractive for mixed use developments and can be financed using tax increment or special assessment as the revenue stream to pay for the public improvements.

Additional highlights:

- 100% financing
- Elimination of equity
- Lower costs on project materials
- Long-term financing

Brownfield Assessment Program

The Lorain Port Authority received \$400,000 for “community wide” assessment of any eligible property within the city limits. The funding provides \$200,000 in funding to assess properties potentially contaminated with hazardous substances and \$200,000 for properties with potential petroleum contamination.

CITY OF LORAIN ECONOMIC INCENTIVE PROGRAMS

Programs➔	Job Creation Incentive Program	Business Development Loan Fund	EDA Title IX Loan Fund	Commercial Façade Loan Program
What is it for?	Create new jobs that pay a living wage of at least 150% of federal minimum wage	<ul style="list-style-type: none"> • Land costs • New construction • Renovation of existing building • Fixed Asset Purchase 	<ul style="list-style-type: none"> • Land costs • New construction • Renovation of existing building • Fixed Asset Purchase • Working Capital 	Improve exterior of buildings including windows, doors, roof repair, exterior cleaning & painting, gutters and landscaping
Who is eligible?	Any business creating a total annual payroll of at least \$150,000	Businesses located in City of Lorain	Businesses located in City of Lorain	Buildings located in Downtown Preservation District
What is the financing Structure?	Rebate only paid on qualified jobs based on living wage requirement.	Private Lender 60% City Program 30% Owner Equity 10%	Private Lender 60% City Program 30% Owner Equity 10%	City loan funds matched on 1:1 basis with private loan or owner equity.
How much can I borrow?	No cap on amount to be earned over term.	Lesser of: \$100,000, or 30% of Project	Lesser of: \$300,000, or 30% of Project	Maximum of \$7,500 per qualifying building elevation.
What are Loan Terms?	5 years at higher rate then 10 years at lower.	Fixed Assets: 5-10 years Real Estate: 10-20 years	Fixed Assets: 5-10 years Real Estate: 10-20 years	Up to 15 years
What are Interest Rates?	Targeted: 75% & 50% All Others: 50% & 30%	Fixed at 4% with small increases every 5 th year	Fixed at 4% with small increases every 5 th year	3% if an architect is used, 5% otherwise
What are Loan Costs?	\$250 application fee	1.5% loan processing fee plus out-of-pocket costs (i.e. title, recording, etc.)	1.5% loan processing fee plus out-of-pocket costs (i.e. title, recording, etc.)	1.5% loan processing fee plus out-of-pocket costs (i.e. title, recording, etc.)
What does City require?	<ul style="list-style-type: none"> • Written Agreement • File Form 3 with City Treasurer 	Create 1 job for every \$15,000 loaned by City	Create 1 job for every \$15,000 loaned by City	Improvements must be previously approved by Design Review Board
Other benefits?	Qualify as local match for State Job Creation Tax Credit	Lower down payment Lower interest rate.	Lower down payment Lower interest rate.	\$300 grant available if an architect is used.

CITY OF LORAIN ECONOMIC INCENTIVE PROGRAMS

Programs➔	Enterprise Zone Tax Abatement	Community Reinvestment Area		
What is it for?	Company Investments to expand existing or open new facilities.	CRA Program objective to stimulate private real estate investment in specific areas of the City.		
Who is eligible?	Manufacturing, retail, warehousing & distribution	Any property owner in designated areas.		
What is the financing Structure?	N/A	N/A		
How much can I borrow?	N/A	N/A		
What are Terms?	Exemption limited to 75% of the tax on increased value of real property for a maximum of 10 years	Taxes may be exempted for a maximum of 15 years on new construction or 12 years on renovations		
What are Program Costs?	\$1,000 State application fee and annual fee range from \$500 - \$2,000	Range from \$500 - \$2,000 annually based on valuation		
What does City require?	<ul style="list-style-type: none"> • Company make new investment in real property • Company must create and/or retain jobs • Written Agreement 	<ul style="list-style-type: none"> • Project must be located in designated CRA's • Annual Inspections • Written Agreement 		
Other benefits?				

Community Entertainment District

The City of Lorain is currently in the process of establishing a “Community Entertainment District” for the downtown and surrounding area to promote economic development activity. This district entitled “City of Lorain’s Waterfront Arts & Entertainment District” is created under Section 4301.80 of the Ohio Revised Code. It encompasses the Black River Landing Site and the Port Authority’s 8 acre site, subject of this Request for Proposals. This entertainment district is valuable as an economic tool since it directly causes specialized liquor permits to be made available to food establishments located within the district.

Environmental Summary

Since the project site development involved considerable federal and state funding, prior to commencement of development in the late 1990’s early 2000, the Port Authority completed numerous environmental studies for the site (Phase I and Phase II) along with various soil boring analysis. Copies of these studies are available upon request.

Short List of Developers

The Lorain Port Authority will establish a committee to review and “short list” the proposals submitted. Those firms “short listed” will be invited to development team interviews from which a preferred development team will be selected. It is anticipated that the “short list” of developers will be prepared shortly following submittal of the proposals. Submissions need to include the “Request for Preliminary Development Proposals” (Qualifications) for the Project.

Submission of Qualification Requirements

1. The developer shall provide general background about their company and project team. This information shall include:
 - a. Resumes of company principals
 - b. History of the company
 - c. Resumes of development team
 - d. Company organization

2. The developer shall provide the following information regarding their experience with the development of Waterfront Projects:
 - a. A summary of waterfront projects completed
 - b. A summary of current waterfront projects under development
 - c. A summary of how these projects have been financed
 - d. References and points of contact regarding these projects

3. The developer shall provide the following information regarding their experience with Mixed Use Development Projects:
 - a. A summary of waterfront projects completed
 - b. A summary of current waterfront projects under development
 - c. A summary of how these projects have been financed
 - d. References and points of contact regarding these projects

4. Submittal of an initial conceptual project proposal for the site:
 - a. The plan shall provide a general layout of the proposed uses including; general site layout, building concepts, parking, types of uses, open space areas, etc.
 - b. A preliminary budget proposal for the project including; site costs, building costs, etc.
 - c. A summary of the proposed uses on the site; development mix, land usage, etc
 - d. An estimate of the number of jobs to be created through the project.
 - e. An estimated project timeline and schedule for development
 - f. A summary of infrastructure and utility requirements
 - g. Public financing requirements.

The successful development team shall:

1. Demonstrate a proven track record in developing mixed use waterfront development projects
2. Have the financial wherewithal and experience to develop, execute and maintain a project of this nature
3. Demonstrate an ability to incorporate the existing facilities, uses, events, activities and site amenities into the overall project development plan

Site Inspection/Project Briefing

Interested parties are encouraged to review the project site.
Site inspections will be scheduled for 10:00 a.m.

Additionally, as part of the site walk thru the Port Authority will provide a project briefing to all interested parties to clarify and explain the agency's goals and objectives, as well as to address questions regarding the preliminary development proposal.

The terms of sale or long term lease will be negotiated with the Lorain Port Authority as part of a Project Development Agreement. It should be noted, that submittal of a preliminary proposal (qualifications) to the Lorain Port Authority does not entitle the individual/firm to any development rights or property ownership. The Lorain Port Authority reserves the right to reject any and all proposals or qualifications.

10:00 a.m.,
Black River Landing Transportation Center
319 Black River Lane
Lorain, Ohio 44052
(440) 204-2269

Anticipated Selection Schedule

RFP Issued	Monday, December 01, 2014
Pre-Proposal Meeting & Tour	Monday, December 15, 2014
Proposal Due Date	Monday, January 19, 2015
Development Team Interviews	Week of February 2, 2015
Selection of Preferred Development Team	Monday, March 16, 2015
Negotiation Period	Tuesday, March 17, 2015
Final Development Agreement	Wednesday, April 30, 2014

Exhibit 2



Exhibit 3

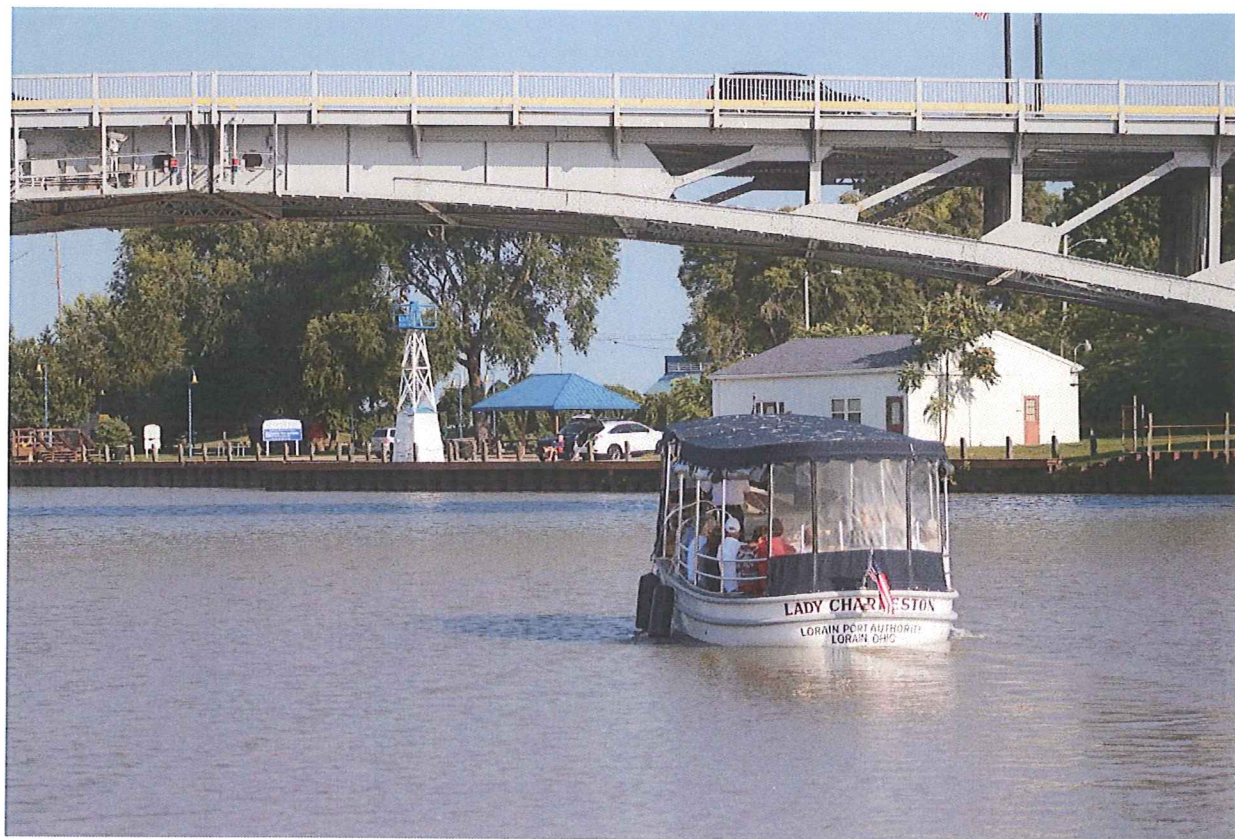


Exhibit 4

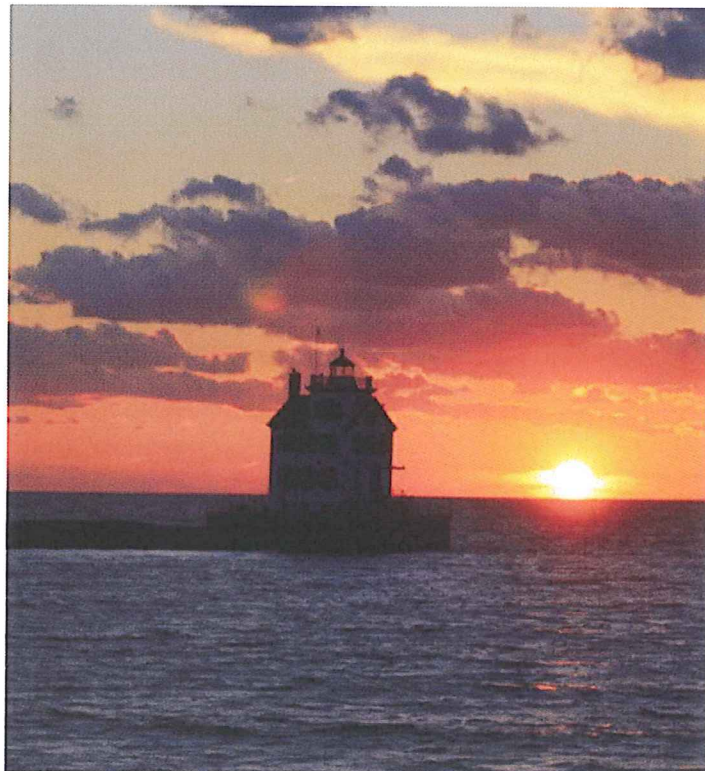


Exhibit 5



Exhibit 6

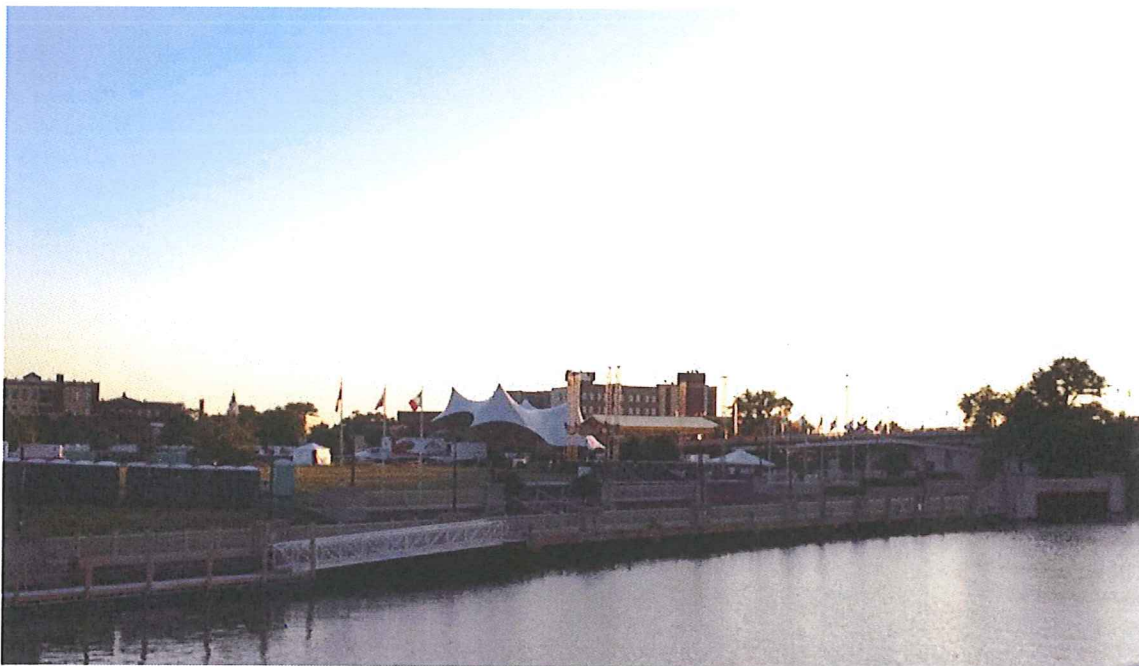


Exhibit 7



Exhibit 8





Exhibit 9

