

Cuyahoga Land Bank



Request for Proposals Circle East District – Mixed-use Development

RFP Issued: September 8, 2023
Response Deadline: October 16, 2023



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INTRODUCTION

Explanation Of RFP

The Cuyahoga Land Bank (“CLB”) is seeking proposals from one or more developers interested in participating in the redevelopment of the Circle East District (the “District”) in Northeast Ohio. The District comprises approximately 30 acres on Euclid Avenue in the westernmost portion of the City of East Cleveland, Ohio. The District is adjacent to the medical and cultural hub of University Circle, home to leading institutions such as Case Western Reserve University, Cleveland Clinic, Cleveland Museum of Art, University Hospitals, and others.

This Request for Proposals (“RFP”) provides details about the District and surrounding areas, establishes the goals of CLB for its development, and outlines the process by which development partner(s) will be selected. **Proposals and supporting materials must be received by October 16, 2023 at noon EST.**

This RFP is being issued at this time as part of the larger District project, a CLB initiative to revitalize the residential and commercial areas at East Cleveland’s Eastern gateway from University Circle. Through the building of more than 200 homes, the goal is to expand East Cleveland’s property and income tax base and kickstart a transformational redevelopment in the area — all while creating a more inclusive and equitable community, where current residents can benefit from the new development.

By building this district, CLB is creating opportunities for new businesses to thrive and for residents to enjoy a vibrant community. Circle East District serves as a catalyst for further development and growth, bringing in more revenue and providing a solid foundation for a prosperous future. Additional information about this exciting initiative may be found at CircleEastDistrict.org.

It is important to note that a wide variety of tax and financial incentives may be available depending on the proposed project parameters.

Development Goals

1. Create a dense, vibrant, pedestrian friendly, mixed-use district.
2. Establish neighborhood businesses and serve as a destination for the wider area.
3. Catalyze additional development and strengthen connections with University Circle.
4. Create positive economic and fiscal benefits for the District and City.
5. Offer efficient parking solutions and incorporate accessibility options to accommodate both private and public transportation modes.
6. Incorporate greenspace and use sustainability best practices.
7. Demonstrate a commitment to engaging with the local community and stakeholders throughout the planning and construction phases.

Surrounding Area

University Circle

The District is adjacent to University Circle to the southwest, a world-renowned, densely packed arts, education, culture, and medical destination. Some of the major institutions located there include but are not limited to:

- [The Cleveland Museum of Art](#)
- [Severance Hall](#) (home to the Cleveland Orchestra)
- [Cleveland Institute of Art](#)
- [Case Western Reserve University](#)
- [Cleveland Institute of Music](#)
- [Museum of Contemporary Art Cleveland](#)
- [Cleveland Botanical Garden](#)
- [Lake View Cemetery](#)
- [Cleveland Museum of Natural History](#)
- University Hospitals/Cleveland Medical Center

[Cleveland Clinic](#), widely considered one of the top health systems in the world is also located immediately to the west. Demand for new residential properties has steadily increased in this area over the last several years, and the recently completed Opportunity Corridor has made the region significantly easier to access via highways.

University Circle comprises approximately 550 acres, is home to more than 30,000 jobs and 9,200 residents and attracts nearly 2.5 million visitors annually.



Little Italy

Little Italy is a cultural and historical neighborhood just to the south of the District. Home to many acclaimed restaurants, galleries, and residential developments, Little Italy is a popular destination for both tourists and Greater Cleveland residents.

City of East Cleveland

[The Circle East District](#) lies along the western border of East Cleveland, a city poised for redevelopment. Several strategic planning studies have been completed in recent years providing a foundation for renewal, including the following:

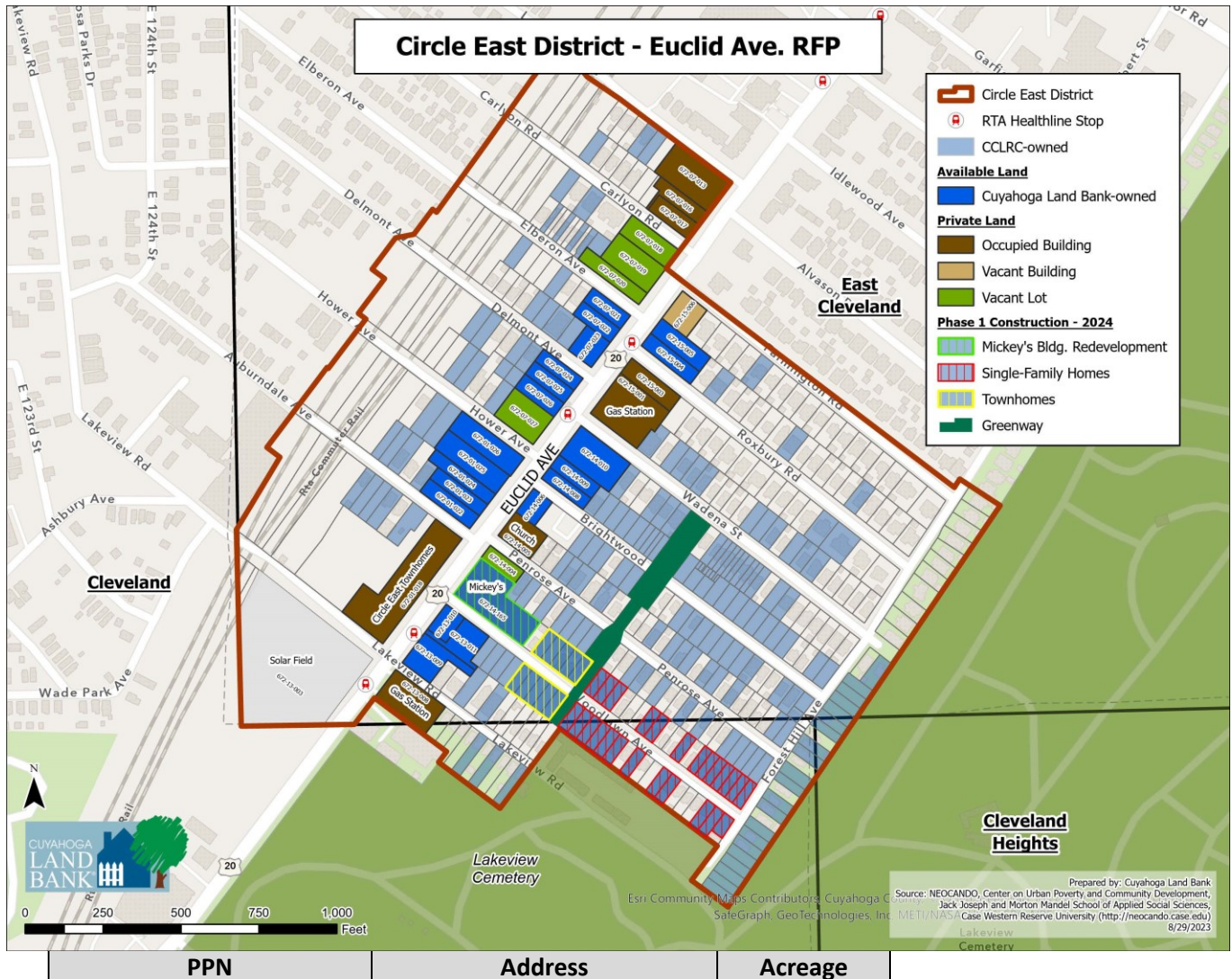
- [East Cleveland Land Use Strategic Plan 2023](#), completed by Cuyahoga County Planning Commission.
- [City of East Cleveland Visioning Project](#), completed by Cleveland State University (2020).
- [Development Framework and Target Area Plan](#) for East Cleveland's Euclid District, by Case Western Reserve University, Cleveland Neighborhood Progress, and others (2015).

These studies and additional information on the Circle East District project can be found at <https://circleeastdistrict.org/>.

SITE INFORMATION

Location and Site Description

For purposes of this RFP, the District includes a number of available shovel-ready parcels comprising nearly five acres in total. Proposals can be for individual parcels or groupings. The following map and table identify the relevant parcels:



67213009	12500 Euclid Avenue	0.36
67213010	12524 Euclid Avenue	0.17
67213011, 012,013, 014	1810-1826 Woodlawn	0.534
67214006	12640 Euclid Avenue	0.16
67214008	Euclid Avenue	0.17
67214010	12732 Euclid Avenue	0.53
67215004	12900 Euclid Avenue	0.23
67215005	12908 Euclid Avenue	0.28
67201022	12605 Euclid Avenue	0.24
67201024	12621 Euclid Avenue	0.23
67207026	Euclid Avenue	0.20
67207025	Euclid Avenue	0.19
67207024	12777 Euclid Avenue	0.17
67207023	12833 Euclid Avenue	0.22
67207022	12847 Euclid Avenue	0.19
67207021	12901 Euclid Avenue	0.19
67201025	Euclid Avenue	0.42
67201026	12645 Euclid Avenue	0.42

SUBMISSION REQUIREMENTS

All proposals submitted for consideration should include, but not be limited to, the following components. If development teams consist of more than one company, please provide the requested qualifications for all companies.

1. Development Team information

Provide a brief history and overview of your company and your experience with urban development projects. Identify key members of your development team, their proposed roles for this project, and their qualifications and experience. Summarize the team’s experience working together. Identify the principal person who will speak for the development team and any other key participants who will be involved in negotiating the project terms. Specify whether the development entity is or intends to form a corporation, a general or limited partnership, a joint venture or other type of business association to carry out the proposed development. Also discuss your firm’s long-term goals related to ownership of the development.

2. Relevant Development Experience

Describe at least two recent urban development projects your company has successfully completed or has currently underway. Include project summary, location, project cost, funding sources, development challenges and solutions, and municipal references. List development team members and their role in each project. If the team consists of firms that have not previously completed projects together, provide each firm’s individual relevant development experience and explain how the team members will coordinate their roles and complement each other’s experience.

3. Financial Capacity

Present evidence of your ability to finance the development project including commitments of equity and debt capital, other sources, and requested public (city, county, state, or federal) incentives.

4. Proposed Concept(s)

Provide a narrative description of the proposed development concept(s), including the following:

- Boundaries of site(s) to be developed.
- Overall size of proposed project buildings in square feet with breakdown by use.
- Estimated capital investment.
- Description and evidence of how the concept(s) address existing market conditions.
- Design approach and discussion of its compatibility with surrounding uses, architecture, aesthetics, etc.
- Handling existing and new parking and traffic needs.
- Discussion of pedestrian, sustainability, greenspace, and other elements of the concept(s).
- Site plans, renderings, or other visuals are optional at this time, but may be helpful for the evaluation team.

5. Community Engagement

The development process must be inclusive and involve input from the City administration and council, residents, property and business owners, and other key stakeholders. Please describe your approach to effective community engagement for this project and your experience successfully navigating this process with previous projects. CLB is willing to assist with this process.

6. Proposed Process and Timelines

Having the District reach its development potential quickly is a primary goal. Please describe the anticipated timelines for fully developing the site(s), specifically identifying dates for commencement and completion of key project activities including, but not limited to:

- Site, market, financial, or other due diligence.
- Securing financing commitments.
- Design development, pre-construction planning, etc.
- Permitting and approvals (CLB intends to assist as much as possible to facilitate approvals).
- Construction.
- Leasing.

If the proposed project involves phasing, please be specific regarding the above timelines for each phase.

EVALUATION CRITERIA

It is anticipated that submittals will be objectively evaluated by a review team composed primarily of CLB staff and advisors based upon, but not limited to, the following criteria:

Developer Qualifications

- Recent history of successful, high-impact urban development projects
- Access to sufficient equity and debt capital
- Ability to navigate development hurdles

Development Concept

- Size and investment
- Mix of uses
- Compatibility with surrounding uses
- Impact on parking and traffic conditions
- Impact on neighborhood economic and demographic diversity
- Pedestrian friendliness
- Potential to catalyze nearby investment
- Sustainability

Economic & Fiscal Impact

- New job and payroll creation
- Capital investment
- Synergy with neighborhood businesses
- Benefit to residents (convenience, amenities, etc.)
- Promotion of neighborhood as a destination
- Potential to generate income and payroll tax
- Potential to build property value and generate property tax

Development Schedule

- Timeline to commence construction
- Timeline to complete construction

Development Approach

- Strategy for soliciting and incorporating community/stakeholder input

Evaluation Process and Timeline

It is expected the developers or developer teams whose submissions best meet the Evaluation Criteria established above will be selected for an interview with the review team.

Following the review team interviews, CLB will make the final selection of one or more developers.

The following is the anticipated schedule for evaluation and selection.

Milestone	Date
RFP available	September 8, 2023
Deadline for questions	September 20, 2023
Deadline for submissions	October 16, 2023
Interviews with select development teams	October 23-27, 2023
Begin contract negotiations with selected development team	November 2023

SUBMISSION INSTRUCTIONS

All questions regarding this project must be submitted by **September 20, 2023**. In the interest of efficiency and consistent availability of information to all interested parties, CLB will publicly post all questions and responses on the CLB [website](#).

Contact for Questions:

Kamla Lewis (klewis@cuyahogalandbank.org) is the single point of contact for any questions related to this RFP. Please do not contact anyone else at CLB to discuss the RFP.

Development teams shall submit 3 identical bound hard copies, one unbound hard copy and one electronic copy. Packages should be clearly labeled "Developer Proposal for Circle East District." Documents containing confidential financial or trade secrets should be clearly labeled as such.

Proposal packages and supporting materials must be received by **October 16, 2023 by noon EST** to be considered. Packages should be addressed to:

Kamla Lewis
Senior Housing Development Project Manager
812 Huron Road E., Suite 800
Cleveland, OH 44115

The electronic copy should be e-mailed to klewis@cuyahogalandbank.org.

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