



TELICO RESERVOIR DEVELOPMENT AGENCY

REQUEST FOR PROPOSAL (RFP)

Baker Creek Property
Lakefront Residential Development

East Coast Tellico Parkway & Riden Road
Loudon County, Tennessee
35°37'56.89"N 84°12'20.26"W



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1. Introduction

The Tellico Reservoir Development Agency (TRDA) is requesting proposals from responsible firms to purchase, design, and develop the Baker Creek Residential Development comprised of approximately 80.29 acres located along the East Tellico Parkway in Greenback, Tennessee. The site is an ideal candidate for a waterfront development that supports a variety of residential uses. TRDA has a long and successful history of generating economic redevelopment along the Tennessee River in collaboration with TVA.

The Baker Creek Residential Development property is in the southern portions of Loudon County, Tennessee. The subject property lies adjacent to the Tellico Reservoir, which is in the upper Tennessee River Valley, known as the Little Tennessee Watershed. The property is strategically located between Knoxville and Chattanooga. More specifically, the subject property is located approximately thirty-five miles from Downtown Knoxville and located approximately ninety-eight miles from Chattanooga.

Knoxville is centrally located within the United States along a network of key transportation and logistics corridors including three interstate highways: I-40, I-75, and I-81. Approximately 152 million people live within a day's drive of the city (i.e. 11 hours).

The Tri-County area (Blount, Monroe & Loudon) has a population of approximately 245,000 people and the estimated population for 2040, is estimated at 303,000 (Boyd Population Projections, University of Tennessee). Maryville and Lenoir City are the largest communities within a 30-minute drive from the site and are expected to continue to grow slightly faster than the state average.

1.1 Opportunity Overview

The desire is to hire a development firm to fully develop the Baker Creek property tract identified in (Exhibit A) with a minimal phased approach to create a vibrant waterfront community that will serve as an economic driver benefiting the region. Participating firms shall submit for consideration, property purchase price, development concepts, timeframes, budgets, and letters from financial institutions committing the project to be feasible and viable to complete.

1.2. Private Entity Selection Process Overview

TRDA seeks, through this RFP process, to identify interested Private Entities with the best qualifications, experience, financial capacity, and history of executing similar projects. TRDA will review proposals submitted in response to this RFP and invite the selected Private Entity to enter into negotiations and a contractual agreement to execute the project.

Two or more Private Entities may collaborate on a response to this RFP; however, a single Private Entity shall be eligible to contract with TRDA. The singular Private Entity will be responsible for performance under any potential future contract.

Private Entities shall not contact any TRDA Board members, or any TRDA employees regarding this opportunity. The authorized method of contact with the Director of TRDA is described herein. Private Entities are advised that unauthorized contact with anyone except the Director may result in the disqualification of a Private Entity from the selection process.

1.3. Confidentiality Statement

To the extent allowable under the law, information presented in this RFP is intended solely for use by respondents in preparing responses. Any other use, retention, disclosure, or dissemination is unauthorized. Likewise, to the extent permitted by law, any information submitted in proposals is also deemed confidential and intended for use solely by the TRDA and its Director in evaluating responses.

2. Project Team

The Team established for this project includes the TRDA Board of Directors, TRDA staff, and a Private Entity (to be determined through the selection process).

2.1. TRDA Board of Directors

The membership of the Board of Directors consists of each County Mayor from Blount County, Monroe County, and Loudon County. In addition, there are two members appointed by each County Commission that serve on the Board. The Board is composed of nine total members.

The Tellico Reservoir Development Agency (TRDA) was formed in 1982 with the cooperation of TVA to provide for the development and management of over 11,000 acres which TRDA purchased from TVA. The lands were to be developed for industrial, commercial, recreation, residential, and public open spaces. Additional lands for easements and industrial property have been conveyed to TRDA and in cooperation with TVA has developed portions of the land over the years, primarily on the west shores.

2.2. Development Advisor – TRDA Director

The TRDA Director is appointed by the Board of Directors, with such duties is to carry out day-to-day functions including but not limited to campground management, business recruitment, managing staff, compiling budgetary items, and various other activities. The Director will be the main point of contact for this project and will advise the Board of Directors about the project.

2.3. Private Entity

Private Entities who may be interested in this project may include real estate development firms, financial firms, and institutions, as well as other commercial ventures. TRDA will consider any type of individual, firm, partnership, or joint venture meeting the minimum qualifications

set forth in this RFP. Private Entities will be required to purchase the land, design/engineer, and construct the development. A contractual developer's agreement between parties that includes performance property reversion clauses will be implemented. The purchase price shall be a minimum of the appraisal price that is currently set at \$45,000 per acre. The purchase price shall be determined by the developer. It shall not be less than the appraisal price that is currently set at \$45,000 per acre.

3. Development Opportunity

3.1. Description of Proposed Project

This project shall include conceptual designs and infrastructure layouts combined with budgetary items that reflect the developers intent to purchase and construct the development. A phased construction approach to this development is understandable, however, every effort should be made to complete the project sooner rather than later and shall be taken into account during the review of the RFPs.

3.2. Overall Project Goals and Objectives

It is the desire of TRDA to develop a waterfront community that is harmonious with surrounding developments while providing an upscale housing opportunity on Tellico Lake. Every effort shall be exhausted to include waterfront recreation activities with this development. Natural areas or buffers should be considered between existing residential homes and the development so as not to negatively impact privacy.

The developer is responsible to adhere to any and all necessary TVA policies and procedures related to developing along the reservoir during and upon completion of the project.

3.2.1. Design Objectives

Design should make every effort to take into consideration of surrounding developments and existing housing.

Designs should optimize proximity and access to the lakefront, and surrounding areas.

Designs should afford appropriate drainage characteristics that do not adversely affect existing drainage characteristics of adjacent land.

Design should be flexible enough to accommodate potential future refinements in function or service offerings that may arise such for public safety.

Design new entrance from the main road for the development.

The design should incorporate pedestrian-friendly amenities.

The design shall comply with applicable codes and ordinances of the TRDA, TVA, and State of Tennessee

TRDA reserves the right to review and approve site design and building design elements to ensure consistency with the design intent of the surrounding development.

3.2.2. Construction Objectives

Construction should have no adverse impact on surrounding properties or infrastructure. Construction should have no adverse impact on, or interruption to, existing facilities, the cemetery, existing residents, and/or events that attract visitors to the lakefront.

3.2.3. Maintenance and Operations Objectives

Maintenance and Operations activities should have no adverse impact on surrounding properties or any uses. Maintenance and Operations of the improvements shall be the sole responsibility of the Private Entity.

3.2.4. Financial Objectives

Private Entity must demonstrate the financial capacity to fully fund the property purchase, design, construction, operations, and maintenance of the proposed development. Private Entity is solely responsible for the feasibility of its proposed development. TRDA does not warrant the feasibility of development projects.

3.2.5. Other Objectives

TRDA seeks Private Entity's completion of the proposed development in the shortest possible time.

3.3. Anticipated Project Timeline

The following is the anticipated project timeline. TRDA reserves the right to amend this timeline as necessary.

Issue RFP	6/3/24
RFP Deadline	8/9/24
Selection	11/14/24
Execution of Agreement with Private Entity	TBD
Commence Design Phase	TBD
Commence Construction Phase	TBD
Complete Construction	TBD

4. Subject Parcel 4.1. Existing Conditions on Subject Parcel

The Baker Creek property is comprised of approximately 80.29 acres located on East Tellico Parkway in Greenback, Tennessee. The two parcels identified in (Exhibit A) combine to create our project site area. No site-specific wetland delineation, biological or geological surveys, tree surveys, historical or cultural surveys, or traffic studies are available to date for the project.

4.2. Existing Conditions Surrounding Subject Parcel

The subject parcel is bordered on the north, by the Tellico Lake cove, on the east by roadway East Coast Tellico Parkway and the south by three existing residential homes. The site is primarily an undeveloped wooded areas. The only improved areas consist of an existing (gravel service road) to a small family cemetery.

Existing Land Use

The subject property is primarily historically undeveloped forestland. A small cemetery exists on site. No buildings are currently located on the site. Based upon review of previous studies, reports, and interviews from TRDA, the site has not been developed in the past.

Future Land Use/Zoning

The site is not subject to Loudon County zoning regulations or permitting. The land is owned by the Tellico Reservoir Development Agency (TRDA). TRDA is a one-stop entity for local permitting and land use designation for the site.

Access

The site is readily accessible to major highways and air transportation services. Riden Road via the East Coast Tellico Parkway and Cemetery Road to the west is the current entrance to the property. A new entrance to the property should be considered as part of the development.

Water

The Tellico Area Services System operates a 7 MGD water plant south of the site along US 411, which pumps 3.8 MGD today. A 12-inch line lies adjacent to the site along US 411 and East Coast Tellico Parkway. A 300,000-gallon storage tank is south of the site along US 411, just west of the plant.

Wastewater

Wastewater treatment service may be provided on-site by connecting to the existing Tellico Area Services System (TASS) Greenback system, the existing treatment facility at Tellico West Industrial Park. TASS operates a 300,000 GPD wastewater treatment plant that processes 200,000 GPD. The Plant is located south of the site across Tellico Reservoir, north of US 411. A 12-inch force main lies southeast of the site along East Coast Parkway.

Electrical

The local power provider is Fort Loudon Electric Cooperative. Electrical lines are located on the road bordering the site along East Coast Tellico Pkwy

Natural Gas

A 6-inch service line (Loudon Utilities) runs adjacent to East Coast Tellico Parkway.

Telecommunications

Local telephone service and fiber optics are available for extension to the site, to be confirmed by the developer.

Soil Conditions

A complete geotechnical exploration will be necessary during design by the developer. The subject property contains soils that are suitable for most residential developments.

Environmental

- Site elevations vary from 820 to 1040 mean sea level (msl).
- Groundwater normally runs near the top of rock and is influenced by lake elevations.
- No soil tests are available, but extensive development has proceeded without problems in similar formations two to three miles southwest.
- Seismic rating 2 (American Standard map).
- No known contamination at the site per previous reports provided by TRDA.
- Identified state and federally listed threatened or endangered species in the Tellico Reservoir shall be determined, if necessary, by the developer

Floodplain

Tellico Reservoir's normal pool elevation is 813 feet, and the 100-year flood elevation is 817 feet. Nothing can be developed along the lake that would impede its flow. The proposed development plan should avoid disturbance to the identified streams and wetlands where possible. Where disturbance is necessary, areas will need to be provided to mitigate on-site to comply with USACE and TDEC regulations. Per TVA policy and as part of the agreed-upon mitigation strategy for Tellico River, no development will occur below the 820-foot contour on this parcel. There is also a required 30-foot setback from the 820 contour which further protects floodplain and floodway elevations.

Wetlands

A Jurisdictional Waters Report may need to be conducted prior to construction to comply with the Tennessee Department of Environmental and Conservation (TDEC) and Army Corps requirements.

Archaeological/Cultural

There are no known historical sites on-site per documentation provided by TRDA. A cultural resources survey may be required by TVA to determine no historical sites or artifacts are found on the property. A small family cemetery exists on the property.

4.3. Anticipated Improvements Surrounding Subject Parcel

The Developer shall make every effort to be mindful of residents along Riden Road with aspects to construction and designing the development. The Cemetery on site will need to be considered as part of the design and allow public access.

4.4. Limitations and Special Considerations

The Developer shall be responsible for compiling any TVA requirements along the shoreline including permitting. Any utility easements will remain intact unless the developer pays to relocate to the site. Developer is solely responsible for infrastructure improvement with regard to the project

5. Responding to this Request for Proposals

Private Entities with appropriate qualifications, experience, financial capacity, and history of executing similar projects are encouraged to submit proposals in response to this RFP. At the time of selection, the Private Entity will be asked to submit a Twenty-Five Thousand Dollar (\$25,000.00) deposit. If chosen, should negotiations cease due solely to bad faith and effort on the part of the Private Entity, the deposit will be forfeited to TRDA. Once negotiations successfully conclude, the deposit will be refunded to the Private Entity.

5.1. Selection process

TRDA Director and /or his staff will create a review committee to evaluate proposals submitted in response to this RFP. The evaluation will be based upon information submitted; and information requested by TRDA. The top two RFP(s) will be asked to provide formal presentations to the review committee. The final selected private entity will provide a formal presentation that shall be approved by the Board of Directors.

To qualify for review, proposal submissions must comply with the requirements stated in this RFP; however, TRDA reserves the right to accept or reject any proposal submission.

5.2. Selection schedule

Adherence to the following selection process schedule is anticipated. TRDA reserves the right to amend this schedule as necessary.

Issue RFP	6/3/24
Pre-Submittal Conference Call - 10:00 AM local time	6/21/24
Deadline for written questions from prospective Private Entities	7/8/24
Final RFP Addenda release (if any addenda are issued)	7/19/24
Proposals due 4:00 PM EST local time	8/9/24
Announce Shortlist of Private Entities for RFP phase	9/13/24
Interviews	10/21/24
Selection	11/14/24

5.3. Pre-Submittal Conference Call

A conference call will be conducted at 10:00 AM local time on the date listed in Section 5.2 to

discuss the proposed project and the selection process. Questions may be posed during this call, but any questions must be preceded by or followed up in writing in order to be considered for official response in an Addendum. Participation in this conference call is optional, but it is highly encouraged. **Conference Call dial-in number: 423-884-6868**

5.4. Requests for Information

Prospective Private Entities may request additional information, before the deadline date listed in Section 5.2, via electronic mail to the Development Advisor - Bryan Hall at (b.hall@trda.us) Response to requests, if available and provided, will only be via written Addendum to the RFP.

5.5. Addenda

Written addenda may be issued by the Development Advisor prior to the deadline date listed in Section 5.2, supplementing, modifying, or interpreting any portion of the RFP. No information, verbal or written, from any source other than the Development Advisor is to be considered by prospective Private Entities.

6. Proposal Submittal Requirements

Proposals submitted in response to this RFP must strictly comply with the format, and contain the information presented below in order to be considered for review. Failure to comply will hinder the TRDA's ability to compare submittals accurately and fairly and may result in disqualification.

Proposals are to be bound and printed on standard 11"x 17" tabloid paper, one side only. Content of TABS 2 through 6 below are subject to a forty (40) page maximum. All text, pictures, photographs, charts, graphs, tables, and other information that the Private Entity deems appropriate for review is to be included in the forty-page maximum page limit. Front and back covers, tab dividers, the cover letter, table of contents, and key personnel resumes are not included in the forty-page limit. Submittals shall include three (3) bound hardcopies plus one unbound original (clearly marked ORIGINAL on the cover). The original hardcopy cover letter must contain the original signature(s) of Member(s)/Officer(s) with authority to legally bind the Private Entity. In addition, Private Entity shall submit an electronic copy of the entire proposal on a standard USB flash drive device (as one single Adobe PDF scan file, locked to prevent editing). Required components of the proposal follow. TABS do not count toward the total page count. Do not include any other sections, TABS, or related information:

Front Cover

TAB 1: Cover Letter

Table of Contents.

TAB 2: Private Entity Background and Team Resumes/Information

TAB 3: Technical Capability

TAB 4: Financial Capability

TAB 5: Relevant Experience and References

6.1. TAB 1 – Cover Letter

A cover letter signed by a member(s)/Officer(s) of the proposed Private Entity (with authority to legally bind the Private Entity) affirming understanding of the opportunity and confirming Private Entity's specific interest in proceeding, if invited, to the negotiation phase. The cover letter should also clearly identify the Contact Person if the Contact Person differs from the executing Member(s)/Officer(s).

6.2. TAB 2 – Background and Team Information

Description of Private Entity: Provide a corporate description of the Private Entity, and the anticipated legal relationship (governance and capital structure) for the proposing Private Entity. Include in the description of the Private Entity, the year founded, the description and approximate value of real estate developed and currently under control, the number of employees by function, and an organizational chart. All equity investors should also be identified.

Role of Private Entity's Key Personnel: Briefly outline the roles of the key personnel for the Private Entity that will be working on this project.

Controlling Interest: Identify the individuals or companies who hold more than a 15% interest in the Private Entity.

Anticipated Advisors: Identify the companies and individuals who are anticipated to act as legal, financial, or other advisors for the Private Entity proposing.

Contact Person: Provide a single contact person for all future communication with the TRDA. Disclose the contact person's name, title, organization, address, telephone number, fax number, and email address.

Key Personnel Resumes: Provide resumes of key personnel proposed to work on the project. Where applicable, indicate personnel's involvement in specific projects referenced in the proposal under Relevant Experience

6.3. TAB 3 – Technical Capability, Relevant Experience, & References

Development Experience: Identify the entity or entities who are anticipated to manage or perform the development activities on behalf of the Private Entity. Demonstrate specific qualifications and experience with similar waterfront residential development projects of the same or similar nature as that anticipated for this project. Project descriptions should include

capital budget information and delivery structure.

Design Experience: Identify the entity or entities who are anticipated to design the project in accordance with the TRDA's Design Objectives as discussed in Section 3.2.1 herein.

Construction Experience: Identify the entity or entities who are anticipated to construct the project in accordance with the TRDA's Construction Objectives as discussed in Section 3.2.2 herein.

Maintenance and Operations Experience: Identify the means and the entity or entities who are anticipated to maintain and operate the project in accordance with the TRDA's Maintenance and Operations Objectives as discussed in Section 3.2.3 herein.

References: Include complete contact information of appropriate references having direct involvement and knowledge of referenced projects.

6.4. TAB 4 – Financial Capability

Demonstrate that the Private Entity has available the appropriate financial resources to complete and maintain all aspects of the Project for the entire term of the agreement or demonstrate Private Entity's capability to secure financing for same. The Private Entity shall submit a Letter of Credit from their financial institution or lender establishing the borrower(s) capability to financially secure monies and complete the project.

Upon selection and negotiation, the Private Entity will be asked to provide copies of audited financial statements for the past three (3) years and any other relevant financial information. If audited financial statements are not possible, provide sufficient financial information to demonstrate the Private Entity has the financial resources to successfully execute a project of this nature and scope. Except as required by applicable law, materials marked as proprietary or confidential will be considered as such.

Factors that will be assessed, in addition to the requested financial statements, include:

- Available financial resources;
- Capability of raising debt and equity in the current capital market;
- The number and size of recent, similar transactions;
- Specific experiences on recent, similar transactions;
- Financial pro forma for proposed project(s);
- Letter of credit from financial institution.

6.5. TAB 5 –Proposed Project Details

Describe in detail the following:

- Identify all TVA easements related to the project including the 820ft contour lines
- Identify all existing utilities easements and right-of-ways (ROWs)

- The proposed project including building design, accessory structures, sidewalks, landscaping, and any other amenities of the project
- Number of development Phases
- Proposal shall include the proposed purchase price of parcels
- Proposed roads/ lighting / utilities / ROW/ and easements in the development
- Number of units
- Total estimated investment in the project.
- Separate construction cost for engineering and other soft cost.
- Total estimated number of acres or square feet of property needed for this project.
- Land use types
- Types of support buildings in the development
- Projected estimate annual property tax
- Projected development timeline. Design/Engineering, Projected start date, projected completion date, etc.
- Why TRDA should select the proposed RFP for this project

6.6. TAB 6 – Approach and Schedule

Provide a description of the anticipated project, including the Private Entity’s approach and schedule. Discuss how the proposed Private Entity contemplates achieving the project’s objectives, and the anticipated durations involved. Include a proposed Project schedule/timeline depicting key milestones, durations, dependencies, and identify anticipated delivery date for the proposed project. Provide any other relevant documentation necessary to articulate the Private Entity’s ability to envision and achieve the TRDA’s goals and objectives.

Even though it is acknowledged that such an approach and schedule is subject to revision or refinement during subsequent phases of the selection and/or project delivery process every effort shall be made to stay consistent to the original design as proposed.

6.7. Submittal Instructions

Deliver hard copies of proposals and flash drive in a sealed box to the address below before 4:00 pm EST/ local time on the due date listed in Section 5.2:

**ATTN: Bryan S. Hall,
Tellico Reservoir Development Agency
165 Deer Crossing,
Vonore, TN 37885**

Any communications regarding this RFP shall be via electronic mail to the Development Advisor at b.hall@trda.us

Private entities are advised that unauthorized contact with anyone except the Development Advisor in the manner described in the RFP may result in disqualification of Private Entity from

the selection process.

7. Disclaimer

Any representations or statements made within this RFP shall not be considered a contractual obligation by the TRDA and the Private Entities shall not be entitled to rely upon them. TRDA reserves the right to reject any and all submittals and to identify and select the Private Entity which the TRDA, in its sole and absolute discretion, deems most qualified.

The respondents shall be solely and totally responsible for all costs associated with responding to this RFP, and the TRDA accepts no responsibility with regard thereto. Submissions will become the property of the TRDA.

The TRDA reserves all rights available to it by law in administering this RFP, including without limitation, the right, in its sole discretion, to:

- Reject any or all submittals at any time;
- Terminate evaluation of any or all submittals at any time;
- Suspend, discontinue and/or terminate negotiations with any Private Entities at any time prior to the actual authorized execution of Private Entity Development Agreement;
- Negotiate with a Private Entity without being bound by any provision in its submittal;
- Accept and review a nonconforming submittal;
- Request or obtain clarifications, revisions or additional information from any source;
- Issue addenda to and/or cancel this RFP;
- Issue a new request for qualifications;
- Decline to financially participate in a proposed Project;
- Extend any deadline or time;
- Waive or permit the correction of minor or technical deficiencies or irregularities in a submittal of this RFP.

This RFP does not commit TRDA to enter into a contract. In no event, shall TRDA be bound by, or liable for, any obligations with respect to a Project until such time (if at all) as a Private Entity Development Agreement, in form and substance satisfactory to TRDA, has been executed and properly authorized, and then only to the extent set forth therein.

Under no circumstances shall TRDA be liable for, or reimburse, the costs incurred by Respondents, whether or not selected for negotiations, in developing submittals or in negotiating agreements.

Each Respondent, by submitting qualifications, thereby accepts all risk of adverse public notice, damages, financial loss, criticism or embarrassment that may result from any disclosure or publication of any material or information required or requested by TRDA in connection with the submission of qualifications. In submitting qualifications, the Respondent expressly waives, on behalf of itself, its partners, joint venture members, officers, employees and agents, any claim against TRDA, and their respective officers, employees, and development advisors, for

any damages that may arise therefrom.

Any and all information TRDA makes available to Private Entities shall be considered as a convenience to the Private Entity and without representation or warranty of any kind.

End of RFP

