



FIESTA

MASTER PLAN

REQUEST FOR QUALIFICATIONS

HENDERSON™

Project Scope

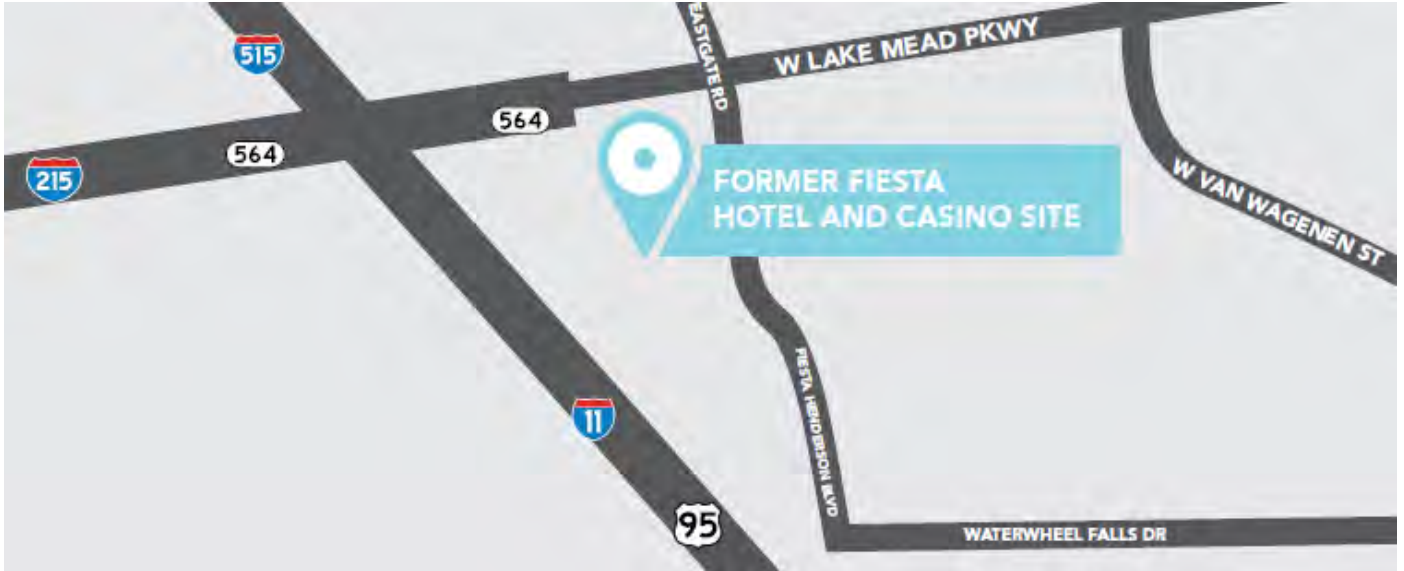
The intended outcome of this Request for Qualifications process is the negotiation of a Disposition and Development Agreement that will establish terms and conditions for the sale of the property, and further define the scope, design, overall use and development of a project upon the property, based upon developer qualifications that best meet the City's needs and criteria for selection.

Project Overview

The City of Henderson has recently acquired the former Fiesta Henderson Hotel / Casino site (including the still existing parking garage) with redevelopment aspirations. The City has developed a vision to make this site an attraction for the Henderson community, Southern Nevada and the Mountain West Region. With easy access to Lake Mead Parkway and I-11, the site location offers prime opportunity to serve Southern Nevada with regional sports and recreation amenities and other potential supporting uses.

The City of Henderson, Nevada, is seeking development qualifications from qualified firms for the opportunity to purchase and develop the City-owned property (APN# 178-13-301-017), aligning with the City's Fiesta Vision Book. The subject property totals approximately 35.30 acres and includes the existing parking garage which consists of a base level and three additional levels with approximately 1,650 parking stalls.

The City is currently exploring the possibility of siting a Tournament Sports Facility on the property. This building would provide a multitude of indoor courts and other activity spaces for individuals, families, and groups within the community.



Key aspects of the property include:

- It is a significant, large parcel located in a prominent position along a gateway into the City of Henderson;
- It is in the Downtown Redevelopment Area;
- It fronts onto Lake Mead Parkway (north side of property), which accesses Downtown Henderson, and is bordered on the west side by I-11/US 95 with an exit onto Lake Mead Parkway.
- It is adjacent to residential development along the south and southwest sides of the property; and
- It abuts Fiesta Henderson Boulevard and commercial development across the eastern boundary.

The Fiesta Vision Book process began with in-depth research and analysis, followed by a robust public outreach and engagement process. Public engagement efforts included targeted outreach in and around the project site as well as broad public outreach to Henderson residents at-large via a variety of tools and methods. Two public open houses took place in September 2023 to solicit input. Residents were invited to weigh-in on potential uses, amenities, scale and preferences via survey and visual preference activity. Residents also learned more about the project scope and timeline from city staff via an interactive open house format and online survey. The City received more than 5,600 completed surveys within the 30-day comment period. The outreach and analysis was synthesized into the resulting Vision Book, which is attached to this Development Request.



BACKGROUND AND STATISTICS

City of Henderson

The city of Henderson is home to approximately 332,000 residents – a committed citizenry who value strong neighborhoods, economic opportunity, reliable transportation, and a great public education system. Located in the southeastern portion of the Las Vegas Valley and less than 20 miles from downtown Las Vegas, the city of Henderson is surrounded by abundant natural beauty, including mountain ranges and permanently protected local and federal open space and recreation areas. The city, incorporated in 1953, is the second-largest municipality in Nevada and currently encompasses more than 105 square miles. Additional demographic data for the city of Henderson and surrounding neighborhoods can be found at hendersondata.com.

Housing values for new homes in Henderson are generally higher than in surrounding communities. These homes continue to be built on the expanding outward edges of the community. An increasing number of restaurants, gaming resorts and other cultural amenities offer residents a variety of choices for leisure time. Additionally, a greater number of sports teams are calling Henderson home: Raiders Aces, Silver Knights, G League Ignite, Knight Hawks, and Thrill. The city's parks, open spaces and cultural and recreation institutions provide residents with ample amenities and a high quality of life.

The city of Henderson is even more optimistic about its future. Planned residential areas, progressive business development, new roads and public works projects, outstanding parks and recreation facilities and excellent schools serve to make Henderson one of the nation's most dynamic communities.

ROLES

The City of Henderson (City) seeks to engage a master developer that would be responsible for entitlements and approvals, infrastructure, and community engagement related to the development of the Fiesta site in alignment with the City's vision for a vibrant community hub that attracts families and visitors for family-oriented sports, cultural and recreation experiences. The City is open to having that partner serve as the vertical developer for the mixed-use development or to bring on other developers for discrete components such as commercial, hotel, retail, entertainment, sports uses etc. The developer (whether a master developer or team of individual developers) would also be responsible for project design, securing financing, overseeing construction, leasing, and ongoing property and asset management related to the mixed-use components.

The City will be responsible for securing an operator and/or anchor tenant for the sports facility and management of that facility via a separate process. It is expected that the anchor tenants will secure the capital funding required to bring the facilities to a usable condition. The City expects that the selected developer will coordinate with sports users regarding shared infrastructure such as parking and integrating

open space with the rest of the mixed-use development. For the mixed-use development, the City is open to exploring multiple disposition and/or partnership structures that suit the best development outcome, including but not limited to fee-simple, installment sale, or long-term ground lease.

Respondents will be evaluated based on their experience leading complex development, securing entitlements and financing, ability to provide a guarantee of completion, achieving design excellence while establishing a high-quality sense of place, and working alongside the public sector. The City will rate each Submission of Qualifications based on a weighted points system described in the subsequent Evaluation Criteria section.

Term of Contract

The term of any contract awarded as a result of this Request for Qualifications will be subject to negotiation.



QUALIFICATIONS

To evaluate the alternatives and select an appropriate and qualified Developer, the City is requesting development qualifications that will help the City to finalize its vision and proceed with property disposition and development. Qualifications submitted in response to this RFQ must include the following information in the specified order with each section easily identified. Qualifications shall be limited to a total of 20 physical pages (double sided pages, excluding executive summary, section dividers, front and back cover, site plans, and designs).

Section 1

COVER LETTER AND EXECUTIVE SUMMARY

Include a cover letter that summarizes the development team, outlines your team's interest in the Fiesta Site redevelopment opportunity, why your team is best qualified to serve as the City's development partner, and how you envision the development process for the Fiesta site.

Identify the single point of contact with authority to make decisions (preferably executive level) for your organization with whom to communicate during the solicitation process, along with his/her/their contact information.



Section 2

PROJECT TEAM INFORMATION

Indicate if the Respondent to this RFQ will be a single firm, joint venture or partnership, If a joint venture or partnership, describe the organizational structure legal framework by which the work would be carried out. Please include:

- Organizational chart for each firm
- Identification of Lead firm
- Identification of Project Lead, biography and resume

Provide information about the each participating individual or firm, their roles, areas of expertise, length of time in business, and any other information that would be helpful in understanding the Respondent's proposed team, including Project Lead.

Provide an overview of the Respondent's expertise and services provided and an overall description of its portfolio of projects. Discuss your team's experience developing similar projects, including those done through public-private partnerships if applicable. Highlight any development experience in Henderson and/or in Southern Nevada region if applicable.

Section 3

PROJECT EXPERIENCE

Provide a description of the Developer’s experience developing at least three (3) projects of similar type and scale envisioned for the Fiesta site. The following must be included for each project:

- Project name and location
- Date of award of contract
- Construction start and end dates (include phasing plan if applicable)
- Program description and uses, including residential, commercial, retail, cultural, community, etc.
 - Include gross square footage and unit counts.
- Other partners involved (other developers, community orgs., etc.)
- Financing structure:
 - Names of financing institutions, including lenders and equity provider. True ownership of borrowing entities.
 - Any subsidies or tax-credit programs utilized, if applicable.
 - Any public financing utilized, especially for infrastructure components include parking and open space, if applicable.
- Project budget vs. final cost:
 - Include details of performance and completion guarantees, including parties at-risk.
- Challenges and lessons learned
- Project reference:
 - Include contact name, position, organization, phone number, e-mail



Section 4

SITE VISION

Provide a description of your team's vision for redevelopment of the site and how this vision aligns with the City's provided vision.

Section 5

SCHEDULE

Provide a brief narrative describing the Respondent's track record of completing projects on time. Also include a proposed preliminary timeline for the development of the Developer's proposed project for the Fiesta site. If multiple components or phases are expected, include a list of all phases and the timing of each phase along with the overall timing to complete the entire project. Include anticipated groundbreaking and ribbon cuttings. The City recognizes this schedule is preliminary and will be further refined and adjusted during the negotiation and implementation process.



Section 6

PAST AND CURRENT LITIGATION DISCLOSURE

Provide documentation of all litigation actions taken against your firm, or related parties, in the past 5 years, including any ongoing and/or pending actions which may impact your firm's capacity to successfully develop the Fiesta Site if selected.

Failure to include all components of all required sections will be grounds for disqualification. The City reserves the right to provide respondents with an opportunity to provide missing items and/or clarifications after the submittal due date.



FINANCING CAPACITY STATEMENT

Finalists may be asked for financial documentation. Provide evidence of your team's financial capacity to take on this project, including:

- Information about recent closings.
- Liquid capital or letter of credit, and letters of support from debt and/or equity providers, etc.
- Audited financials for the previous two years for the Respondent, if the identified developer and manager parties are related parties ("Related Team Members") with an operating history. In the case of a Respondent (a) with Related Team Members, but no operating history or (b) that is a joint venture of otherwise unrelated developer(s) and property manager(s), supply audited financials for the previous two years for both the developer team member(s) and the property manager team member(s). The Financial Statements should be submitted in a separate labeled sealed envelope.

Please note that this information should not be submitted with the initial response, but only if the Respondent is identified as a finalist.

EVALUATION CRITERIA

Submittals will be evaluated by the Evaluation Committee based on, but not limited to, the following considerations and criteria:

Evaluation Criteria/Factors	Maximum Points
A Developer experience in developing similar projects in size and scope (including a combination of land use mix, scale, family-orientation, and private development adjacent to a public facility or complex)	30
B Developer experience working in the City of Henderson and/or in the Las Vegas Valley region	10
C Quality and thoughtfulness exhibited by initial site vision	20
D Developer experience in securing funding for similar project/s	15
E Proven ability to deliver projects on time and to guarantee completion	10
F Clear articulation of expectations regarding City’s financial role and any other expectations of the City	5
G Commitment to design excellence and establishing a high-quality sense of place	10
Total	100

The City will establish an Evaluation Committee which will have the responsibility for reviewing all responses, conducting any interviews, and ranking the developers. Based on the Evaluation Committee’s review of the qualifications submitted by respondents, the City may award the project based on a submitted proposal, establish a “short list” for further consideration, or reject all submittals.

The City will not be liable for, nor will it reimburse, any costs associated with proposals or associated interviews or correspondence that may or may not result in the award of a contract. A successful project will need to coordinate with the City’s Public Works, Utilities and Building Departments to ensure compatibility with projects, designs and infrastructure, as well as ensuring compliance with all City Codes and Development Requirements.



SCHEDULE

The following outlines the anticipated process. Modifications may be made as needed. Respondents will be notified of any changes.

RFQ Issued	January 10, 2024
Questions Due (via email)	January 17, 2024 (by 5PM PST)
Question Responses	January 24, 2024
RFQ Submissions Due	February 5, 2024 (by 5 PM PST)
Finalists Notified	February 26, 2024
Interviews (if needed)	March 2024
Contract Awarded	March - April 2024

ADDITIONAL INFORMATION

Accompanying Plans and Links:

Henderson Strong Comprehensive Plan (2017): [Comprehensive Plan | Henderson, NV \(cityofhenderson.com\)](https://www.cityofhenderson.com)

City of Henderson Development Code (April 2022): [Development Code & Revisions | Henderson, NV \(cityofhenderson.com\)](https://www.cityofhenderson.com)

Henderson Data Explorer (Henderson demographic data): <https://hendersondata.com/>



