



**City of Gonzales  
hereby  
Request Proposals  
for  
A Land Acquisition Agreement for the City's New Conference Center  
January 25, 2019**

Request for proposals will be received by the City of Gonzales at City Hall, 120 S. Irma Boulevard, Gonzales, Louisiana 70737 until **February 26, 2019, at 3:00 p.m.** local time for the following:

**THE CITY OF GONZALES REQUESTS PROPOSALS FROM OWNERS OF TEN ACRES OF LAND  
WITHIN THE CITY IN THE PROXIMITY OF I-10, HWY 30 AND HWY 44 TO OFFER A SALES  
AGREEMENT TO THE CITY FOR SITING THE CITY'S NEW CONFERENCE CENTER.**

The City of Gonzales invites interested land owners to donate or offer to sell to the City a five acre tract of land, at or below its appraised value, located in the proximity of I-10, Hwy 30 and Hwy 44. It is the city's intent is to locate its new conference center in reasonable proximity to the many hotels, restaurants and small businesses in this area.

Ideally, the city is looking for a respondent who is willing to donate or offer to sell to the City a five acre tract of land, at or below its appraised value, in consideration of the enhanced value the project brings to surrounding property. The respondent's willingness to set aside an adjoining five acres for a reasonable period of time for third-party placement of a full service hotel is also an important consideration.

Interested property owners shall submit their offers and supporting documentation as outlined in this RFP. To submit questions regarding the RFP, all inquiries should be directed to Mr. Scot Byrd, Chief Administrative Officer, via email **ONLY** at [scot@gonzalesla.com](mailto:scot@gonzalesla.com) no later than **3 o'clock pm, Monday, February 18, 2019**, with responses given by **5 o'clock pm, Tuesday, February 19, 2019**.

The submittal documents must be delivered in a sealed envelope or box that is clearly identified on the outside as "Land Sales Agreement Proposal for City's New Conference Center".

The City requests that eight (8) hard copies and one (1) electronic copy of the proposals be submitted. For the electronic copy, please submit on USB flash drive. This advertisement can be viewed online at <http://www.centralauctionhouse.com>.

Valid responses will be invited to make a mandatory presentation on the benefits of their site **on Friday, March 8<sup>th</sup> at 8am** in the City Council meeting room.

The City of Gonzales reserves the right to disqualify any response to a Request for Proposal if it is determined that the submitting business entity is not in good standing with the Louisiana Secretary of State or is not authorized to do business in the State of Louisiana. The City of Gonzales reserves the right to reject any and all bids/proposals.

CITY OF GONZALES  
BARNEY D. ARCENEUX, MAYOR

## **CITY OF GONZALES PROPOSAL CRITERIA**

### **PACE (Performing Arts, Conference and Events) Center**

As part of their economic development plan and to improve the overall quality of life in the city, The Mayor, Council and City Leaders of Gonzales will develop a new performing arts, conference and events center (the PACE Center) for the benefit of the businesses and citizens of Gonzales. Recently, the citizens passed a new 2% hotel tax to help the city leadership achieve this important goal.

The City of Gonzales invites interested land owners to donate or offer to sell to the City a five acre tract of land, at or below its appraised value, located in the proximity of I-10, Hwy 30 and Hwy 44. It is the city's intent is to locate the conference center in reasonable proximity to the many hotels, restaurants and small businesses in this area.

Ideally, the city is looking for a respondent who is willing to donate or offer to sell to the City a five acre tract of land, at or below its appraised value, in consideration of the enhanced value the project brings to surrounding property. The respondent's willingness to set aside an adjoining five acres for a reasonable period of time for third-party placement of a full service hotel is also an important consideration.

#### **Documents that shall be submitted as part of the proposal include:**

A summary description of why the proposed property is the best choice for the city (limit 3 pages).

A survey of the property.

Indicate area (in square feet) of subject site encumbered by existing servitudes of any kind (utility, drainage, sewer, water, gas, other pipeline).

Proof of clear Title to the property.

Indicate how the location might provide expansion opportunities for the convention center to undergo renovations in the future? Also, indicate that the site has clear access to a public roadway.

A rendering or other graphic of the property showing how the city's proposed PACE Center might be situated on the property. A copy of the rendering will be provided by contacting Scot Byrd at [scot@gonzalesla.com](mailto:scot@gonzalesla.com).

Any drainage, detention or mitigation calculations or approvals for the site.

Any environmental concerns, studies or approvals for the site.

A market based valuation of the property. This does not have to be a formal appraisal, but should be supported with documentation of recent sale prices of surrounding property or similar property. An appraisal by a qualified appraiser shall be undertaken prior to any purchase by the City, pursuant to La. R.S. 33:4712.10.

An elevation certificate or documentation that the property is not subject to flood should be provided.

A statement indicating any encumbrances, restrictions on the site (gas leases, development covenants, etc). This statement shall conclude with the following declaration, "I declare this is a true and complete listing of all encumbrances, restrictions or covenants that could potentially impact development on this site." Signed, dated and notarized by the owner of record.

The respondent may provide geotechnical information regarding the soil composition if it is available. (This information is not required, but preferred)

Provide wetlands determination (not required, but preferred)

Respondents are to provide the proposed sales price and price per square foot in a sealed envelope in their RFP response.



## CITY OF GONZALES Selection Committee Score Criteria

SCORE CARD FACTORS	Weight (pts)
<p>Overall ability to meet the city's needs</p> <ul style="list-style-type: none"> <li>• capacity to accommodate the recommended building program. See requirements in appendix "A" provided by the architect.</li> <li>• seller's willingness to set aside adjoining acreage for a period of time to accommodate the siting of an adjoining full service hotel</li> </ul>	0-30
<p>Shovel Ready</p> <ul style="list-style-type: none"> <li>• accessibility, availability of related infrastructure - roads, water, sewer, electric, gas to be brought to site by respondent and the price should reflect this obligation. If these amenities are not already present, a reasonable timeline should be provided for when they will be completed.</li> <li>• how "shovel ready" the site is for construction (pad ready, no environmental concerns, clear title, etc.)</li> </ul>	0-20
<p>Zoned properly</p> <ul style="list-style-type: none"> <li>• compliance with building and zoning requirements</li> </ul>	0-5
<p>Proximity to Hotels, Restaurants</p> <ul style="list-style-type: none"> <li>• proximity to tourist amenities</li> </ul>	0-20
<p>Price</p> <ul style="list-style-type: none"> <li>• Overall Sales Price</li> <li>• Price per square foot</li> </ul>	0-25



**CITY OF GONZALES  
Selection Committee Score Card**

SCORE CARD for Firm: \_\_\_\_\_

Selection Team Member: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**SCORE CARD FACTORS**

**Weight (pts)**

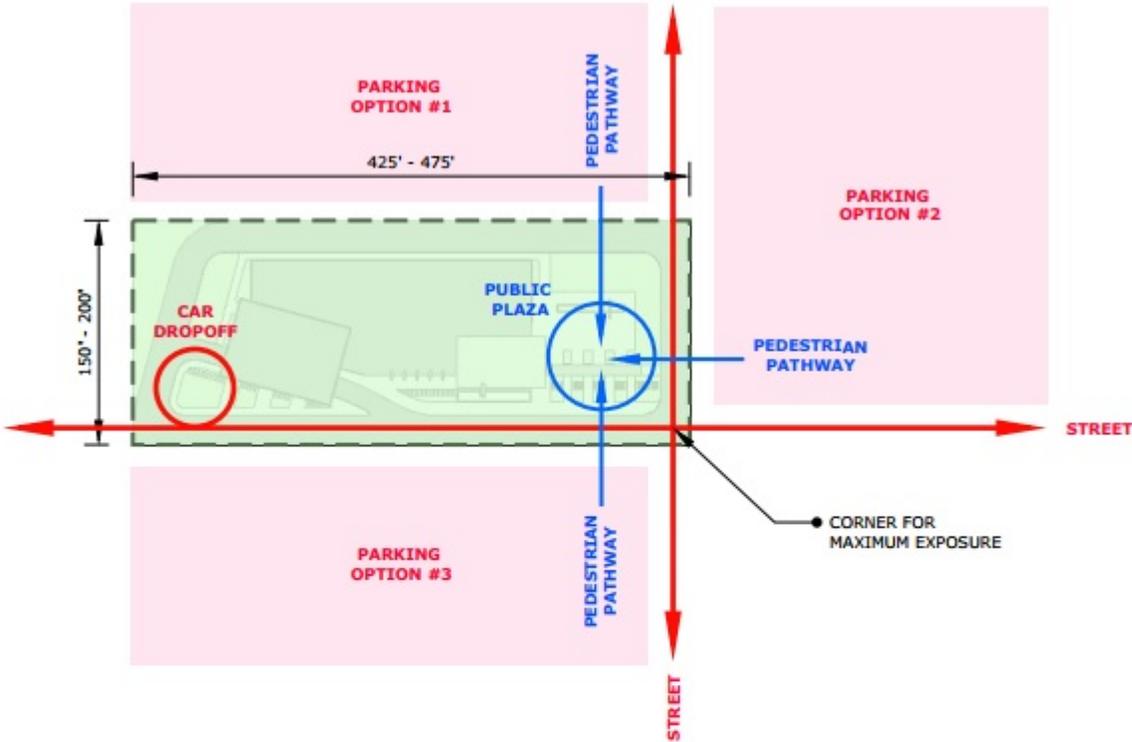
<p>Overall ability to meet the city's needs</p> <ul style="list-style-type: none"> <li>• capacity to accommodate the recommended building program. See requirements in Appendix "A" provided by the architect.</li> <li>• seller's willingness to set aside adjoining acreage for a period of time to accommodate the siting of an adjoining full service hotel</li> </ul>	<p align="center">0-30</p> <hr/> <p align="center">Score</p>
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<p>Zoned properly</p> <ul style="list-style-type: none"> <li>• compliance with building and zoning requirements</li> </ul>	<p align="center">0-5</p> <hr/> <p align="center">Score</p>
<p>Proximity to Hotels, Restaurants</p> <ul style="list-style-type: none"> <li>• proximity to tourist amenities</li> </ul>	<p align="center">0-20</p> <hr/> <hr/> <p align="center">Score</p>
<p>Price</p> <ul style="list-style-type: none"> <li>• Overall Sales Price</li> <li>• Price per square foot</li> </ul>	<p align="center">0-25</p> <hr/> <p align="center">Score</p>

Total Score \_\_\_\_\_

**CITY OF GONZALES  
Selection Committee Score Criteria**

Appendix "A"

**SITE LAYOUT**



**AREA BREAKDOWN**

BUILDING FOOTPRINT	25,000 SQFT	} ≈ <b>2 ACRES</b>
OUTDOOR	60,000 SQFT	
PARKING TOTAL	130,000 SQFT	— ≈ <b>3 ACRES</b>
<hr/>		
<b>TOTAL SITE</b>	<b>215,000 SQFT</b>	<b>— ≈ 5 ACRES</b>