

REQUEST FOR DEVELOPER PROPOSALS AGILENT PROPERTY REDEVELOPMENT

**Proposals Due by 2:00 PM on Monday,
February 28, 2011
proposals received after that time will not be
accepted**

Proposals shall be submitted to:

**City of Loveland
Office of the City Clerk
500 E. 3rd Street, Suite 230
Loveland, Colorado 80537**



The City of Loveland seeks a developer for the redevelopment of the Agilent Technologies, Inc. Loveland Campus. The property is owned by Agilent Technologies, but Agilent has executed a Letter of Intent to sell the property to the City of Loveland.

The City is interested in facilitating the re-use of the Agilent Campus as a center of technology-driven research, development and manufacturing. The City is also interested in limiting its financial risks and exposure.

The developer selected through this process will receive an Exclusive Right to Negotiate a development agreement for 45 days. **Respondents should be prepared for closing on the property on or before June 2, 2011.**

The schedule:

| | |
|-------------------|--|
| February 28, 2011 | Proposals Due |
| March 22, 2011 | Award of Exclusive Right to Negotiate |
| May 1, 2011 | Review and Approval of the Development Agreement |
| June 2, 2011 | Closing for Purchase of Property |

BACKGROUND:

The Agilent Technologies, Inc. Loveland Campus contains 811,000 square feet of move-in ready high tech manufacturing space. All buildings are well maintained and have existing certificates of occupancy. Additionally, the City is prepared to guarantee expedited review on any permitting required by the City.

The Agilent property has a long history as a center of technology research and manufacturing. Technology giant Hewlett Packard originally built the site in the early 1960's as its first campus outside of Palo Alto California. In its heyday, the campus employed nearly 5,000 people.

THE COMMUNITY:

Larimer County is home to 21 Fortune 500 companies and offers a 60-year tradition of intellectually oriented businesses, manufacturers, and incubation.

The business environment in Loveland, Colorado provides a platform for collaborative business solutions, bringing together entrepreneurs, business executives, leading science and art professionals, and a supportive and responsive public sector to drive business success.

ACE PROJECT:

The City has submitted a proposal to the Colorado Association for Manufacturing and Technology (CAMT) to use the Agilent Property as the site for the ACE Project. The ACE Project is the project contemplated in the recently executed “Space Act Agreement” between CAMT and NASA, which will create a research and manufacturing center for technology-driven industries.

DETAILED PROPERTY INFORMATION AND OUTLINE OF MINIMUM TERMS REQUIRED TO BE REFLECTED IN PROPOSALS:

Detailed property information is available from the City of Loveland’s Business Development Manager. An outline of Minimum Terms Requirements to be reflected in Proposals is also available from the City of Loveland’s Business Development Manager.

The terms are flexible and intended to inform the proposer as to the City’s financial requirements and desired outcomes. Any proposal that meets the basic intent of those terms will be considered.

Please note that the property was used as a high technology manufacturing site for more than 30 years, has been substantially remediated, and is subject to an environmental covenant. A copy of the covenant is available from the City Business Development Manager.

Interested Proposers should immediately request this information to serve as background for their proposal. It is unlikely that a Proposer will be successful without reviewing this information.

Inquiries should be directed to:

Betsey Hale, Business Development Manager
City of Loveland
500 E. 3rd Street
Loveland, Colorado 80537
(970) 962-2304
haleb@ci.loveland.co.us

SITE REVIEW

A site review is available to interested respondents. Please contact Betsey Hale at (970) 962-2304 or haleb@ci.loveland.co.us, to arrange a site visit. Firms will be given access to the buildings and the adjacent property.

CITY ASSISTANCE:

Loveland is prepared to provide the following business assistance to support redevelopment:

- Immediate site activation and occupancy of over 810,000 square feet
- Shoulder-to-Shoulder Business Support
- Expedited review on all City permitting requirements

Enterprise Zone - The proposed Loveland site is located in a State of Colorado Enterprise Zone. The Enterprise Zone designation will provide tenant companies with possible tax credits from the State which can be deducted from any State of Colorado tax liability the company may have. A complete list of all the tax credits available can be seen at: <http://www.colorado.gov/cs/Satellite/OEDIT/OEDIT/1167928216201>

TERMS OF DEVELOPMENT AGREEMENT

The City of Loveland will negotiate terms during the period of the Exclusive Right to Negotiate. The terms of the agreement are flexible, and are subject to the approval of the Loveland City Council.

However, terms should reflect the Minimum Terms Requirements available from the Business Development Manager. Proposers are free to propose Terms which are more favorable to the City and/or CAMT than those found in the Minimum Terms. Proposers may also propose terms less favorable to the City of CAMT, but clearly explain the reasons for such proposals.

Please indicate the terms of the City's proposed involvement.

Due diligence information related to the property is or will be subject to confidentiality requirements and it is anticipated that any negotiated agreement will include such confidentiality requirements.

SPECIAL ISSUES AND REQUIREMENTS:

Attachment A contains the required proposal form, which must be completed and returned with the proposal. If the Proposer is unable to execute the Form, then the Proposer's proposal will be deemed incomplete and not considered.

The Proposal must also contain economic terms in the form of a Terms Sheet or Letter of Intent. Without this, then the Proposer's proposal will be deemed incomplete and not considered.

CONFLICT OF INTEREST

Developers who are associated with proposals of other “Existing Building” sites being considered for the ACE Project are deemed to have a conflict of interest, and will not be able to propose for this project. Proposers are required to certify that they are not associated with other proposals for Existing Buildings. Developers who are associated with “Greenfield Sites” being proposed for ACE, however, may propose for this project.

CONFIDENTIALITY AND OWNERSHIP OF PROPOSALS:

Proposers should clearly mark Items 3, 4, and 5 of their Proposals (see “Contents” below) as “Confidential and Proprietary Information”. If so marked, then the City will protect these items from disclosure to the extent permitted by law.

The City of Loveland shall not be responsible in any manner for the costs associated with the submission of proposals. The proposals shall be the property of the City of Loveland upon receipt by the City Clerk.

REQUIRED FORM AND CONTENTS OF YOUR PROPOSAL

Proposals are more likely to be viewed favorable if they are ***concise and specific***. Overly lengthy or elaborate proposals will be interpreted to mean that the Proposer did not properly understand this RFP.

All documentation submitted with the proposal shall be included in a single unbound volume. Binders will not be accepted.

Each proposal shall include the following items in the following order:

1. Cover letter (**limited to two pages**), addressed to:

William D. Cahill, City Manager
City of Loveland
500 E. 3rd Street
Loveland, Colorado 80537

2. Attachment A – Completed and Signed
3. Terms Sheet or Letter of Intent, **marked “Confidential and Proprietary Information”**, in a usual and customary form, including but not limited to:
 - a. Summary of financial terms
 - b. Ownership strategy
 - c. Terms of City involvement
4. Specific strategies for property development, **marked “Confidential and Proprietary Information”**, including uses, target markets, and marketing and leasing approach (**limited to three pages**)

5. Financial Capacity, **marked “Confidential and Proprietary Information”**:
 - a. Financial information for Proposer as necessary to assess financial capability to complete and/or finance the project, including but not limited to financial statements for the Proposer’s business entity, or personal financial statements; and
 - b. Indication of whether third party financing or acquisition of additional capital will be necessary to finance the project
6. Project Experience **(limited to six pages)**
 - a. Examples of three past relevant projects:
 - i. Dates of project completion
 - ii. Project references
 - iii. Bank/Financial references
 - iv. Involvement of key personnel
 - b. Names and qualifications of key personnel

EVALUATION CRITERIA

The City, in cooperation with CAMT, will consider the following criteria as its evaluation factors, but reserves the right to select the Proposal which, in the City’s sole discretion, best meets the needs of the City and the community.

1. Quality of the proposed project and compatibility with the City’s overall project goals
2. Qualifications of the Proposer
3. Evaluation of economic return to the City of Loveland and/or CAMT
4. References

QUESTIONS

Questions about the Agilent property or proposal requirements should be made in writing to:

Betsey Hale, Business Development Manager
City of Loveland
500 E. 3rd Street
Loveland, Colorado 80537
(970) 962-2304
haleb@ci.loveland.co.us

ATTACHMENT A: REQUIRED PROPOSAL FORM

CONTACT INFORMATION

Entity Name: _____

Type of Organization: _____

State of Organization _____

Main Contact: _____

Address: _____

Phone: _____ Email: _____

MANAGEMENT AND FINANCIAL INFORMATION

Key investors (any investor with more than 15 percent share of ownership, whether individual or other entity). Also, please identify principals who have management control.

| Name | Address | Phone |
|------|---------|-------|
|------|---------|-------|

| | | |
|-------|-------|-------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |

CLOSING

Will the Proposer be able to close by June 2, 2011?

Yes _____

No _____

Explanation

ACE CONTINGENCY

Is the Proposer's proposal contingent upon the selection of the Agilent site for CAMT's ACE project?

_____ Yes - We will not proceed unless the Agilent site is selected for the ACE Project.

_____ No - We will proceed regardless of the ACE Project decision.

REFERENCES

List three references who may give information about the ability of the Proposer to complete the development proposal

| Name | Address | Phone |
|------|---------|-------|
|------|---------|-------|

CERTIFICATIONS (please initial to the left and sign at bottom)

_____ I am not a proposer on any other "Existing Building" proposal for ACE.

_____ I or an authorized representative of my firm received the site information and Minimum Proposal Requirements.

Signature

Date

