



**Invitation to Submit Qualifications:
Ebey Waterfront – Housing and Retail Development Opportunity**

Soliciting Housing and Retail Developer Qualifications
Fee Simple and Lease Sites at the Ebey Waterfront, Marysville, WA

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Notice is hereby given that the City of Marysville is receiving statements of qualifications by mail or at its City Hall, located at 1049 State Avenue, Marysville, WA 98270.

The City of Marysville is Snohomish County's second-largest city with a population of more than 67,000 and was the fastest growing city in the state of Washington in 2015; with an overall population growth of 30,000 people since 2010. Steady growth will continue as Snohomish County is expected to have over 200,000 new County residents by 2030.¹

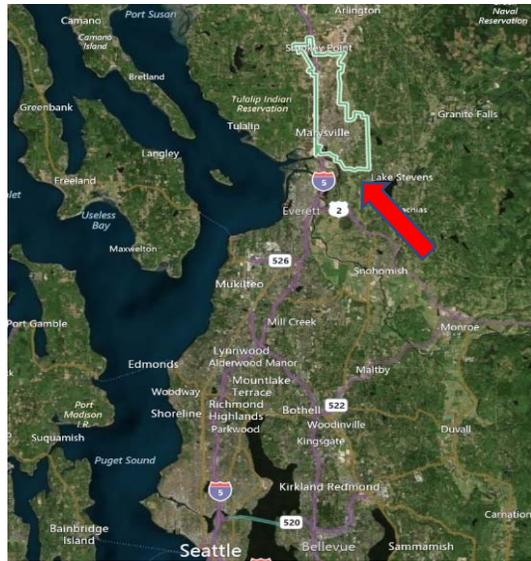


Figure 1 "The fastest growing City in WA" (2015)

Located just across I-5 from the Tulalip's regional entertainment and specialty retail center, Marysville has become a magnet for local and regional shoppers with several of its own retail centers that include traditional big box stores like Costco, Target, and Best Buy, and many smaller specialty shops. Marysville is not only a popular destination, but also a preferred location for young adults and early retirees to live and work.

MARYSVILLE'S ECONOMIC SETTING

Marysville boasts a vibrant and growing local economy. Fueled by the steady growth in population and the expansion of North King County growth into Snohomish County, Marysville is poised to become home to a significant portion of the new 200,000 people that will move to Snohomish County by 2030.

KEY ATTRIBUTES OF THE EBAY WATERFRONT PROJECT

- ✓ Fastest growing City in the State
- ✓ \$360,000 Median Home Price
- ✓ >6% annual projected home price increase
- ✓ Over 20,000 new jobs in Marysville/Arlington in next 10 years
- ✓ New State Hwy investments will increase traffic to over 28,000 ADT by 2020
- ✓ \$50M of planned City investment in new streets, utilities, facilities and parks
- ✓ Aggregated parcels for sale or lease
- ✓ Multi-family Tax Exemption
- ✓ All utilities in place
- ✓ Proactive permitting partner
- ✓ < 4 miles to WSU Puget Sound

PREPARING THE EBAY WATERFRONT PROJECT

As a cornerstone of its larger growth management and civic improvement strategy, the City of Marysville has undertaken an ambitious process to revitalize the downtown. The City's Comprehensive Plan identifies a need to "revitalize the downtown and downtown waterfront as a key to the image and identity, tourism, and recreation potential of the Marysville community." Since 2009, The City has worked diligently to develop this vision through the acquisition and cleanup of former mill sites, the development of a new community park, and the construction of a waterfront trail connecting downtown Marysville to the Snohomish River estuary.

As part of the City's 2012 Downtown Master Plan, the Ebay Waterfront was identified as a key cultural, recreational, and waterfront location with the potential to develop as distinct and unique residential and retail location. To realize the benefit of this opportunity, the City has diligently been acquiring property and has prepared to relocate its Public Works and Community Planning offices to maximize the availability of waterfront property that could be made available for development.

Today, the City owns 24 parcels in the Waterfront sub-area, totaling 47 acres. A portion of these parcels will be made available for private development. Over the last 5 years the City has also laid the groundwork for additional properties to be aggregated, thereby creating the potential for a larger development footprint.

¹ Snohomish County State of the County Presentation March 21, 2018.

CITY GOALS

The City's overall goal for the Ebey Waterfront is to aggregate parcels south of 1st Street and leverage City and WSDOT improvements to stimulate private investment in quality housing and boutique retail, recreation, and entertainment.

The Mayor and City Council have committed to seeing this project through and funded public improvements and structured tax incentives to stimulate private investment and community growth. The community and local agencies are fully supportive of the proposed improvements.

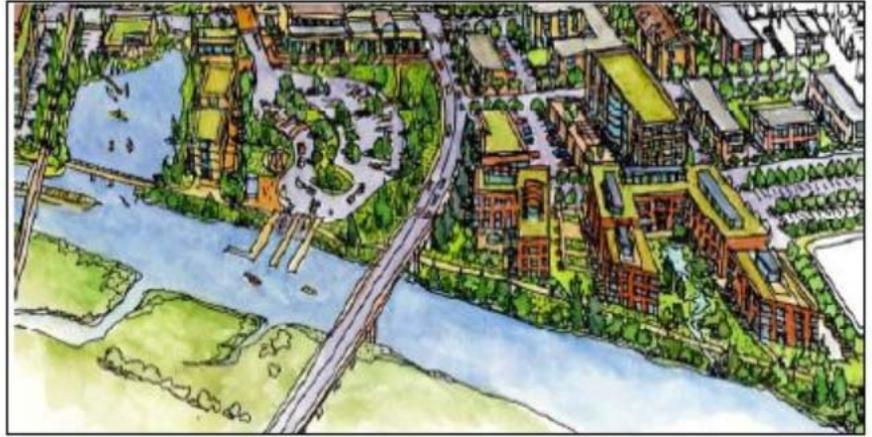


Figure 2 - The Ebey Waterfront Master Plan

With the community and political support behind the project, the City intends to leverage City-owned property, infrastructure improvements, and improved land use codes to stimulate the development of the Ebey Waterfront into a vibrant place with quality housing, and unique retail and entertainment venues that change the legacy of a working waterfront into a publicly accessible recreation and community waterfront. The City seeks a phased approach to re-purposing the available parcels for development and encourages the aggregation and development of additional parcels in the waterfront area.

THE EBHEY WATERFRONT PROJECT

The City envisions the project to develop in two Phases. Phase I includes the sale of City-owned property for the development of housing, retail, and recreational development; and the lease of retail sites surrounding the Ebey Waterfront Park. Phase II involves the sale or lease of City owned property. Both Phases include several additional properties that are available to be acquired and aggregated into the project. The project surrounds the existing



Figure 3 - Waterfront Redevelopment Concept

Marysville Towne Center Mall, an existing retail center with a grocer, national retailer, office supply, pet supply, and several smaller retail store fronts. This amenity will greatly enhance the accessibility of new residents to day to day shopping and retail necessities and allow retail elements of the waterfront project to be more specialized to the housing mix and the recreational opportunities along the waterfront.

Phase I

The first phase of the Ebey Waterfront project lies east of the BNSF rail corridor involves two areas:

1) Approximately 15 acres on the southeast corner of SR529 and 1st Street. This area is comprised of all or part of 13 parcels and a segment of 1st Street right of way that will be vacated by the City upon completion of the 1st

Street By-pass project. This phase includes a portion of the current Public Works; the 9-acre former Crown Mill property and portions of 11 residential parcels that were acquired to complete the 1st Street By-pass project. The City intends to offer this property for sale and envisions this area will develop as housing with retail, entertainment, and recreational elements.

2) Four retail lots ranging from 0.1 to 0.25 acres surrounding the Ebey Waterfront Park. The City intends to lease or sell these parcels for development of recreational, entertainment, or boutique retail uses. One lot is located along the waterfront and may be ideal for a restaurant or marine related entertainment.

Phase II

This phase is anchored by the 4.5-acre City-owned property located along the water between the BNSF corridor and I-5. The remainder of Phase II includes three City-owned parcels that are scattered amongst the 30+ parcels located between SR528 (Fourth Street) and the water, and between 15 and the BNSF corridor. This area includes the Marysville Opera House (operated by the City’s Parks, Culture, and Recreation Department) and a combination of restaurants, single family houses, abandoned industrial buildings, and various underutilized commercial buildings, that are expected to be available for aggregation over the next several years. Approximately 25% of the parcels in this area are vacant land or vacant buildings. This area still requires improvement and planning and should be ready for private investment by 2020.



Figure 4 – Marysville’s Ebey Waterfront Development Project

The City envisions that through the planned improvements to stormwater and streetscapes along Beach and Cedar Avenues, this area will redevelop as a retail district. Anchored by the Opera House live theater and existing restaurants, Phase II would involve the aggregation of additional properties to integrate them into an Opera District redevelopment. With the completion of Phase I and public infrastructure improvements, the City expects a strong demand for walkable and easily accessible retail district providing night-life that is off the river, but still readily accessible to Phase I residents and visitors to the waterfront area. The City expects developers that would be interested in Phase II would be responsible for the aggregation and re-purposing of properties in this area.

Amenities Supporting the Development Area



Figure 5- Existing Boat Launch at Ebey Park

City amenities to support the development of Phase I include the 5.7- acre Ebey Waterfront Park with a boat launch and river access and recent improvements to 1st Street adjacent to the Park.

The City has constructed a waterfront trail within the 70-foot setback along the River. The trail runs through the entire project area and provides a pedestrian/non-motorized corridor to the Qwuloolt Estuary located approximately 2 miles upriver.

Phase I also has easy pedestrian access to the Marysville Towne Center, a retail mall with a grocery, a pet store, a drug store and several smaller specialty retailers. The development of Phase I is expected to develop coincident with the construction of the new I5/SR529 interchange and the 1st Street By-pass.

PUBLIC INVESTMENT

Even before the completion of the Master Plan, the City started acquiring parcels south of 2nd Street to prepare for the planned redevelopment. Over the last 10 years, the City has been buying up property — parcels big and small — to expand its waterfront park and public access along Ebey Slough. Specific public investments in the Waterfront sub-area include:

- ✓ \$500,000 in planning and permitting to expand Ebey Waterfront Park.
- ✓ \$45,000,000 from WSDOT for a new SR529 interchange that will connect I-5 directly to State Street and the waterfront development – programmed for 2020. Conservative estimates indicate over 28,000 ADT by 2020.
- ✓ \$4,000,000 through State grants to improve stormwater controls in the western portion (Phase II area) of the development area.



Figure 6 – Ebey Waterfront Park Master Plan

I-5/SR529 Interchange

Approved Transportation funding: \$50 million

This project would complete the current half interchange by constructing a new I-5 northbound off-ramp to SR529 and new southbound on-ramp from SR529 to I-5. The project will reduce congestion at the interchange of I-5/SR528, which was identified by WSDOT as a high-accident location. Additionally, the project would allow traffic to avoid at-grade crossings with the BNSF mainline. The City has completed a preliminary design, started environmental review and obtained federal approval of the Interchange Justification Report (IJR) to move the project forward. The project is now fully funded under the Connecting Washington Program, approved by the Washington State legislature during the summer of 2015. The Washington State Department of Transportation will now take over the remainder of the project, with an anticipated construction start date in 2019.



Figure 7 – 1st Street Improvement

✓ \$10,000,000 for the 1st Street by-pass to alleviate congestion and improve pedestrian and traffic safety in and around the downtown. This includes remnants of 11 residential and commercial parcels that were needed to construct the new by-pass.

✓ \$43,000,000 for the new Civic Campus development located just 5 blocks north of the Waterfront. This campus will be the new home to City government, including a new City Hall, justice center, police, and a community center. Ground-breaking for the campus is slated for 2019.

✓ Numerous Public Works investments in storm water, water and sewer, and legacy contamination cleanup within the Waterfront sub-area over the past 10 years.

In addition to the financial investment, the City has prepared a Master Plan and Planned Action EIS that includes the Waterfront development area. These documents will streamline the SEPA process for the new project.

Moving forward, the City will continue to invest in improvements to the area, including:

- ✓ Obtain No Further Action letters from Ecology
- ✓ Remediate remaining contamination
- ✓ Fill the Phase I area to above FEMA Flood Plain elevations
- ✓ Install view screening for the remaining public works area

THE REQUEST FOR QUALIFICATIONS

The City's overall goal for the Waterfront is to aggregate parcels south of 1st Street and leverage City and WSDOT improvements to Marysville's new southern gateway to stimulate private investment in quality housing and destination retail, recreation, and entertainment. The expected sale and development of the Phase I property is planned for 2018 through 2022. The schedule for Phase II will be refined based on how Phase I changes the water front dynamic and after stormwater and street improvements are planned for construction. Time is also needed for the City to cleanup legacy contamination in this area. Ultimately, the City would expect Phase II to build out between 2020 and 2030.

This solicitation is specifically requesting information about interested residential and retail mixed-use developers. The City of Marysville seeks qualifications from developers interested in the fee simple purchase of the 15-acre residential mixed-use parcel, the lease or purchase of retail parcels, and interest in aggregating other properties adjacent to the Ebey Waterfront. The solicitation is not prescriptive to a redevelopment scheme for the property other than having a mix of housing and retail. This is so the City can work with the selected offeror to refine the site development plan and better integrate development needs with the current and planned future public investment. The City believes this collaborative and iterative approach will result in a stronger partnership and ultimately a better development that provides for the City's vision for a vibrant and accessible waterfront destination.

IMPORTANT INFORMATION ABOUT THE EBEBY WATERFRONT DEVELOPMENT PROJECT

Economic Information

The following tables provide a summary of the strong and growing economy in North Snohomish County. Based on the continued commitment of major employers and the projected population growth of 200,000 new residents by 2030, the economic forecast for Snohomish County is strong. Economic information is available in RFQ supporting documents, listed in Attachment A and available through the City of Marysville Ebey Waterfront RFQ webpage.

Economic Dash Board for Snohomish County

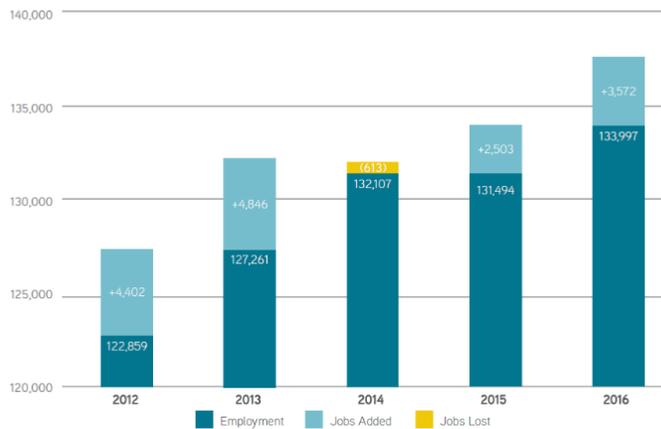


789,400 2017 Population	25.0% Persons Under 19 Years	13.4% Persons 65 Years and Over
61.6% Persons 19-64 Years	15.0% Foreign Born Persons	91.9% High School Graduate or Higher
31.0% Bachelor's Degree or Higher	66.1% Home Ownership Rate	64.5% Single Family Detached Housing
\$338,500 Median Home Value	\$80,579 Median Household Income	9.2% Persons Below Poverty-Level
20,579 Private Business Establishments	422,094 Labor Force (2017)	401,200 Total employed (2017)
30 Minutes Mean Travel Time to Work	135 Cost of Living Index (US average is 100)	

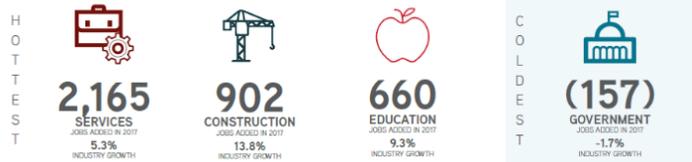
EMPLOYMENT TRENDS

NORTH SNOHOMISH

YEAR-OVER-YEAR EMPLOYMENT GROWTH



INDUSTRY GROWTH



MAJOR EMPLOYERS



INSIGHT: On a percentage basis, North Snohomish experienced the most job growth in our region, caused by an abundance of construction-related job creation. We predict the top contributing factors for this growth are the comparatively affordable costs of living and doing business in the North Snohomish market. This job market has outperformed percentage growth in the region several times this economic cycle. The urban construction boom and Boeing will be the primary sectors to monitor for future apartment demand in this market.

**The economic data we study does not include counts for sectors where one employer makes up more than 80% of the jobs. Boeing's market share is the reason we are not able to display data relating to manufacturing.*

Utilities

All utilities are in place and available to support the project. Specific utilities are

- ✓ City Water - Water is available in 1st Street and along Columbia Avenue.
- ✓ City Sanitary Sewer - Sanitary sewer is available to each parcel. A direct connection to the City's waste water treatment plan is available in Columbia Avenue between the former Crown Mill property and the current Public Works facility.
- ✓ City Storm Sewer - The project lies within two separate basins that are separated by the BNSF RR. The Phase I portion of the project will require quality treatment prior to discharging to the river. The City is currently designing treatment improvements for the Phase II element, which will be placed on the former Welco parcel, located along the water west of the BNSF tracks.
- ✓ Puget Sound Energy provides electrical services to the project area.
- ✓ The City self performs garbage collection and disposal.

A summary of City-provided utilities near the Ebey Waterfront is available at <http://marysvillewa.gov/464/Data>

Parking

The City expects all parking to be incorporated into the site plan for the selected properties. Street parking is available along 1st Street, west of State Avenue. Parking for the development east of State Street shall be incorporated into the development on those parcels. Phase II parking strategies have yet to be defined.

ENVIRONMENTAL CONDITIONS

Environmental Documentation

The City performed a Planned Action EIS as part of the Downtown Master Planning Process. This document discusses the development along 1st Street and identifies the Waterfront Redevelopment area. Depending on the nature of the development proposals, the Planned Action EIS could address SEPA requirements and forego the need for a new Threshold Determination. The Planned Action EIS is available on the City's Ebey Waterfront RFQ webpage.

FEMA Flood Plain

The FEMA Base Flood Elevation through the property is 9 feet. Current topography suggests that portions of the property will require between one and four feet of fill to achieve development grades required by FEMA and the City of Marysville. The City intends to provide for the filling of the 15-acre Phase I site to 13 feet as part of the development process.

Soils

Several geotechnical reports have been prepared describing soil conditions at or adjacent to the properties. A 2013 report prepared by PanGeo, Inc is specific to the Public Works property and identifies that pin piles or aggregate piers would be necessary for structures placed in the Phase I area. This document is available on the City's Ebey Waterfront RFQ webpage.

Environmental Contamination

Historically, the waterfront served maritime and natural resource industries (logging, mills). This industrial past has left several properties with petroleum and metals contaminated soil. The City has performed remediation and is in process with the Department of Ecology on a No Further Action Determination on the Phase I residential parcel. The City has also identified several properties with low levels of petroleum contaminated soil that will be addressed by the City prior to or during the development process. No Further Action determinations are anticipated by the end of 2019. Environmental cleanup and assessment documents are available on the City's Ebey Waterfront RFQ webpage.

Groundwater

Groundwater occurs beneath the development area between 4 and 8 feet depending on distance from the River and tidal fluctuations. Dewatering may be necessary for utility installations.

Critical Areas

Except for the river, there are no critical areas identified in the development area.

Shoreline

The City's Shoreline Master Plan identifies a 50-foot setback from the water. An additional 20 feet has been developed as the Qwuloolt Estuary trail. This puts the proposed Phase I development entirely outside the shoreline setback.

ADMINISTRATIVE DETAILS:

The City of Marysville intends to evaluate qualifications from interested offerors and may invite qualified firms to submit formal proposals for the project. The qualifications process includes this Request for Qualifications, scheduled discussions with interested firms, and an evaluation and scoring process to identify firms that will be asked to submit formal proposals.

The proposal process will involve additional scheduled discussions with the City, a formal Request for Proposal from the City, and an interview with selected firms. The City will evaluate proposals, rank the firms based on the evaluation criteria and select a preferred partner to enter discussions on the purchase, lease, and development of the Ebey Waterfront Project.

Submission Elements:

Those interested in submitting their qualifications for consideration for the development of these parcels should provide a package for the City containing the following:

- ✓ A letter of interest stating your intentions for development.
- ✓ The name of the key contact with phone number and email address, physical and mailing address
- ✓ An overview of your firm; the Managing Director or Principal (contract authority), and the consulting, or financing members of the team assembled to respond to this solicitation.
- ✓ An overview of your firm's experience and approach to completing projects of similar scale with public agencies. Include Management and quality control methods to ensure a timely and quality design and construction. Provide evidence of financial capacity for this project.
- ✓ The architect team you intend to utilize for design development. Include key subconsultants (i.e., civil engineer, geotechnical engineer).
- ✓ Three references from previous projects along with a description of projects you have completed that speak to the requirements for this project.
- ✓ Certification (found at the end of this document)

The qualification package, including all the requested information, should be no more than 20 sheets (40 pages double sided). Color graphics count toward the total number of sheets and may be no larger than 11x17". Each submittal should include a complete table of contents with corresponding tabs. Each page shall be numbered and contain the name of the applicant in the header or the footer. Please be considerate of the review team and use a minimum 10-point font.

The package should be submitted with 8 hard copies and a thumb drive containing an electronic file of the package.

EVALUATION CRITERIA:

The City of Marysville is seeking the most qualified team to develop, construct and commission a quality project. Special interest is in the team that best demonstrates an alignment with the City's vision and goals for the Ebey Waterfront. Proposers should provide information that allows the review committee to understand the team's experience completing projects with public agencies and a demonstrated ability to achieve schedule and performance goals through a logic implementation plan and commitment to achieving client objectives.

Disclaimer: Information provided with this RFQ is provided for general information purposes. The information in this document has been prepared with care, but mistakes are always a possibility. Therefore, it is each Applicant's responsibility to perform its own review and due diligence on the facts and assumptions identified. Information presented is not warranted to be complete and it may contain inaccuracies, despite our best efforts and good faith. Each respondent is responsible for independent verification of all information.

Right to Reject All: The City of Marysville reserves the right, at its sole option to reject any or all submittals and to waive insubstantial or immaterial informalities, and to select for the respondent that in the City of Marysville’s sole judgement, best serves the City of Marysville’s interests. The City of Marysville also reserves the right to amend this RFQ. If a conflict exists between amendments, or between an amendment and the RFQ the document issued last shall take precedence. Applicant written questions and the City of Marysville’s official answers will be deemed an amendment to this RFQ. All questions will be documented and information provided to you will be provided to all candidate firms.

Note Regarding Records Disclosure: The Washington State Public Records Act (RCW 42.56) requires public agencies in Washington to promptly make public records available for inspection and copying unless they fall within the specified exemptions contained in the act. Submittals received under the RFQ shall be considered public records. Subject to the paragraph immediately below, submittals will be available for inspection and copying by the public upon the conclusion of the review process.

If a respondent considers any portion of their Submittal to be protected under the law, the respondent shall clearly identify on the pages(s) affected such words as “confidential” or “proprietary” or “business secret.” The applicant shall also use the descriptions using a table format to identify the affected page numbers and location of any material to be considered as confidential. If a request is made for disclosure of such portions, the City of Marysville will determine whether the material should be made available under the law. If the material is not exempt from public records law, the City of Marysville will notify the applicant of the request and allow the applicant ten days to take whatever action it deems necessary to protect its interests. The City of Marysville will not be responsible for any applicant costs associated with these actions or the preparation of the RFQ. If the applicant fails or neglects to take such action within the said period, the City of Marysville will release portion of the submittal deemed subject to disclosure. By submitting its materials, the respondent assents to the procedures outlined in this paragraph and shall have no claim against the City of Marysville because actions taken under this procedure.

Selection Committee: Each Statement of Qualifications will be evaluated by a Selection Committee. Committee members are anticipated to include City of Marysville representatives and external affiliates and consultants. The Selection Committee reserves the right to request additional information at any time during the selection process. Committee membership identification will not be made during the RFQ stage of this procurement

Selection Criteria:

Category	Maximum Points
Experience and Project Fit	75
Past Performance	75
Management Experience	50
Design Quality	50
Capacity	50
Financial Resources	Pass/ Fail

The following information provides examples of the types of information that might be included, but are not required to qualify:

Experience: Specialized experience and technical competence of the Developer and its development team, considering the types of development problems that may be encountered and the potential complexity of this project. Identify recent experience and expertise with projects of similar type, including single and/or multifamily residential, retail recruiting and lease up, waterfront improvements, and work with Cities or other public agencies. The Selection Committee will consider experience with low-rise and mid-rise housing structures, experience with restricted urban sites where operations of existing businesses must be maintained, and experience working with city and county entitlement and permitting agencies.

Past Performance: Record of past performance of the development team in the residential industry. Respondents should submit a page indicating other projects on which the team’s future design, construction and quality could be based. Show a past record of working together as a team effectively on other development projects or on projects of similar scope and complexity. Include references from relevant project examples. For disputes that have proceeded to litigation, identify each instance where a lawsuit was filed, include the court of jurisdiction, the cause of action and filing number and information about the resolution including settlements, compromises and judgements. This information shall include instance where the applicant was plaintiff or defendant.

Management and Quality: Describes the proposed management team and staffing for negotiation and design, and construction. Describe the proposed approach to the project and the applicant’s ability to provide quality assurance. Resume or other similar information for key team members and management.

Design: Discuss method to accomplish a quality design. Provide examples of previous work that is similar to your vision for the Ebey Waterfront. Provide any information or concept of your vision for the mix of housing and retail.

Capacity: Describe the team’s capacity to perform the work on the schedule anticipated by the City of Marysville, within 18-24 months of a completed agreement. Describe the applicant’s ability to provide the technical disciplines and services required to cover the work required by a project of this scope.

Financial Resources: Submit evidence of the applicant’s financial strength and stability to complete this project such as a letter from applicant’s agents confirming financial capacity and commitment to insure.

Letter of interest: This letter should accompany the applicant’s submittal and include, organization’s full legal name, response contact, address, phone and email address, and a brief description of how and why the applicant’s organization and team meets the qualifications sought by the City of Marysville.

Certification and Assurances: Please include a signed copy of the following statement.

I make the following certifications and assurances as required elements of the RFQ submittal understanding that the truthfulness of the facts affirmed here and the continuing compliance with these requirements are conditions precedent to the award of the selected developer. 1. The City will not reimburse me for any costs incurred in the preparation of this submittal; 2. Any person selected will be required to comply with federal and state statutes relating to nondiscrimination, which includes but is not limited to Washington State Law against Discrimination (Chapter 49.60 RCW).

Signature, Date, Printed Name, Title and Organization Name

Signature: _____ Date: _____

Printed Name/Title: _____

Organization: _____

ATTACHMENT A

SUMMARY OF SUPPORTING DOCUMENTATION

- [Downtown Master Plan](#)
- [Planned Action EIS](#)
- [Economic Data for Marysville and Snohomish County](#)
- [2014 Marysville Housing Study](#)
- [Environmental Cleanup Documents](#)
- [Geotechnical Reports](#)
- [Arlington-Marysville Manufacturing Industrial Center \(MIC\) Market Study](#)

These documents are available at the [City of Marysville Ebey Waterfront RFQ Supporting Documentation Webpage](#).