

Project Proposal

Yorktown Multi-Use Trail Project

Provided By:

Genesis Municipal Development of Indiana, LLC

May 16, 2022

In Cooperation With



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GENESIS

MUNICIPAL DEVELOPMENT

May 16, 2022

Town Of Yorktown, IN
Town Manager
Attn: Mr. Pete Olson
9312 W Smith St.
Yorktown, IN 47396
(emailed to: polson@yorktownindiana.org)

Dear Mr. Olson,

Thank you for the opportunity to submit this proposal to provide development, financing, and construction services for your Multi-use Trail project. We are submitting our qualifications per the terms of the RFP. It is difficult to determine a total lump sum estimate at this time but anticipate a Guaranteed Maximum Price can be established during the scoping period. If you have any questions or need additional information, please don't hesitate to ask.

Thank you again for this opportunity, and we look forward to the potential of working with you on this exciting project!

Sincerely,



John M. Griffith
Partner
Genesis Municipal Development of Indiana, LLC

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A. PROPOSAL SUMMARY

Genesis Municipal Development of Indiana (Genesis), an Indiana limited liability corporation, is submitting a proposal in accordance with IC5-23 to develop, finance and construct the proposed Multi-Use Trail project in Yorktown, IN. This proposal includes a unique approach to public projects whereby the developer (Genesis) finances and constructs the project and then transfers it back to the Town of Yorktown on financial terms which work with the Town's budget for the project. While there are many benefits to this approach as listed in the following pages, this project delivery method will result in lower costs and expedited timelines

B. PROJECT UNDERSTANDING

We understand the Town of Yorktown desires to connect pedestrian access through the construction of a Multi-use trail along the north side of West River Rd between the Players Club at Woodland Trails Property and the entrance to The Woodland Trails Neighborhood to the west. We also understand that a portion of the project will require a fence for pedestrian safety along the Golf course property.

C. SIMILAR PROJECTS AND REFERENCES (CASE STUDIES)

1. Delaware County, Muncie, Morrison TIF Trail

This project included a mile and a half of sidewalk and trail to a high-traffic vehicular and pedestrian area of the community. Improvements significantly enhanced pedestrian accessibility to local business, restaurants, and Ball State University's Scheumann Stadium

2. Muncie Industrial Center Trail

Three miles of new walking and biking trails just south of the City of Muncie which serve fast-developing areas. This trail provides connectivity to Ivy Tech Community College, Industrial Areas, and the new Delaware County Justice Center complex.

3. B&O Trail – Speedway Trails Association

Speedway, Indiana - Our team is currently guiding the Speedway Trails association through the development and construction of the B&O trail through the town of Speedway. The project includes the acquisition of several properties, construction of roughly 3 miles of trail, and the construction of a pedestrian bridge.

Other Projects:

- Yorktown Multi Use Trails in 2019 and 2020
- Ball State University Lafollette Multi Use Path
- SR 32 Road Resurface through Yorktown
- Nebo Rd Road resurface and bridge restoration in Yorktown.

D. PROJECT SCHEDULE

The following is a proposed project schedule:

Procurement / Pre-construction Period

- 5/16 – Statements of Qualification received by the Town of Yorktown
- 5/17-5/23 – Town conducts interviews
- 6/20 – Steering Committee makes a written recommendation to the Town Council on the selected proposer/developer per IC 5-23
- 6/21 – Town proceeds to Scoping Period with selected developer to determine final project scope, schedule and budget
- Development team continues design process with Town input
- 8/21 - Development Team finalizes project design and budget
- Development Team works with Town’s Financial Advisor to identify best funding opportunity for the Town.
- Development Team develops draft agreement for review with Town’s Steering team and Attorney
- 9/9 – A notice of public hearing is published in the newspaper at least seven days prior to the City Council’s public meeting/hearing per IC 5-23
- 9/19 – At the Town Council meeting, the Council hold a public hearing and then officially accept the recommendation (IC 5-23) and authorize personnel to complete final negotiations and execute the agreements.
- 9/22 – Construction drawings complete, approved by the Town and filed with Dept. of Homeland Security
- 10/1 – The Team finalizes the financing terms with approval of financial advisor
- 10/1 – All project documents finalized and approved by the attorney and executed by Town
- 9/22 – Permits are filed with the Town
- 10/1 – Construction begins when permits are finalized

Construction Period (a detailed schedule will be produced prior to construction)

- Approximately 6 months
- Improvements are conveyed to the Town upon completion

E. PROPOSED PROJECT TEAM

We are presenting the following team members for the project. While there are no formal contracts between the groups, we have all committed to work together to deliver this project to the Town of Yorktown should we be selected. We have worked to secure the partnerships which we feel will be most advantageous to the Town of Yorktown and team with the professionals who know the Town of Yorktown, the process and who best understand this project.

Developer/Financing: **Genesis Municipal Development of Indiana, LLC**
Marc Griffith, Partner
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Constructor: **E&B Paving**
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Engineer: **The Veridus Group**
Jennifer Lasch
6280 N Shadeland Ave
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317-598-6647
jlasch@theveridusgroup.com



F. PROJECT FINANCING

While the RFP asked for financing terms, we are not able to give terms at this time. Without the full scope of the project determined, it is too early to approach lenders for term sheets. In addition, interest rates are changing daily. We will work with the Town and the Town's financial advisor to determine the best time to take the deal to the market. Genesis will present the options to the Town for final approval.

- **Bank Participation**

We have worked with dozens of banks and received many proposals for projects in the past. We will work with you and the Town's Financial Advisor to select the list of banks we invite to bid on the project. If the Town has a local bank preference, they will be invited to participate. The decision on which lender to use and final terms will be up to the Town and the financial advisor.

- **Process**

We will provide full financing for the project. Per the RFP we will be utilizing IC 5-23 as the applicable statute and will utilize a Build-Operate-Transfer Agreement by which the Town will pledge certain revenues for repayment via resolution or ordinance. Upon finalizing the project scope and budget, we will seek credit terms from multiple banks and present those terms to the Town. We will be able to close on the financing as soon as the Town Council has adopted the authorizing resolution to pledge appropriate revenues for repayment. The Town attorney will also need to approve all documents. Closing will occur immediately upon receiving authorization from the Town Council to do so.

- **Build-Operate-Transfer Contract**

Per the statute and the terms of the agreement, Genesis will deliver the project for a guaranteed maximum price. The private financing will not encumber the Town-owned property so no mortgage is necessary.

- **Funding Options**

The Project will be 100% financed through the selected bank. The Town will need to identify a repayment source for the project. If the Town is interested in long-term financing for the project, we will work with our banks to secure a deal which meets the Town's needs. We have been successful in getting financing terms for up to 20 years.

G. SCOPING PERIOD

The scoping period is the most important part of the project. It is in this task that we work with the Town to determine exactly what will be built and what it will cost. We don't believe we can ask the Town to make a decision to move forward until the design is known and understood and the cost and schedule are guaranteed. The RFPQ specifically mentions the use of the scoping period. We will use this time to complete the design and finalize the scope of the Project and prepare budgets for the project.

As we believe this process is the key to a successful BOT project, we will not charge the Town for the Scoping Period. In other words, there is no project until fully designed, budgeted and approved by the Town. We **DO NOT CHARGE** to provide these deliverables during the scoping period. This, along with the promise of no change orders virtually eliminates the Town's typical risk with the project.

H. PROJECT APPROACH

As every project is unique, we approach each project with a proven process which allows flexibility for the final delivery. We will move as fast as the Town desires and will begin to deliver and execute documents immediately upon selection. Below are some key aspects of our project approach.

- **Project Ownership**

Once complete and accepted by the Town, the project will be transferred to the Town. As the Town has purchased the land for the project, we will need a temporary construction easement to provide us the access and permission to construct the project.

- **Budget Development**

Through the scoping period, our team, along with Town representatives, will work to prepare a final project budget. This will result in a Guaranteed Maximum Price which will be presented to the Town prior to approval of the final agreements. At Genesis, the GMP is our assumption of all project risk. We commit to a project with **NO CHANGE ORDERS**. In addition, any contingency left in the project at completion will be returned to the Town.

- **One-Stop Solution**

Our proposal should be considered a one-stop or turn-key solution for construction and financing. Our team will take care of everything required under the statute and include all estimating, balance of design and construction of the project.

- **Design Approach**

By incorporating The Veridus Group Engineering into our team, we anticipate their previous design efforts and institutional knowledge will help the team complete construction documents within a short period of time. The Town will maintain control of the completion of the drawings to ensure the final product meets the needs of the Town.

- **Project Management Approach**

We will be sure to involve the appropriate Town staff in all decisions throughout the project. E&B's history with Yorktown, Genesis and Veridus will help to ensure a seamless project process to deliver the project on time and on budget.

- **Project Kick-off**

If selected as your development partner, we will schedule a kick-off meeting immediately with the Town and Genesis team members.