



AMOCO REUSE AGREEMENT JOINT POWERS BOARD

2435 King Blvd, Suite 249
Casper, WY 82604
(307) 472-5591



renee@arajpb-casper.org

REQUEST FOR PROPOSAL For Real Estate Broker/Development

The Amoco Reuse Agreement Joint Powers Board (ARAJPB) is soliciting proposals from a Brokerage Firm to manage the marketing, leasing, sales and development of the Salt Creek Heights Business Center and Platte River Commons land development parcels in Casper, Natrona County Wyoming.

Scope of Services

The ARAJPB and the Broker will enter into an Agreement to develop and sell/lease commercial and industrial pads at the Platte River Commons (35 acres) and the Salt Creek Heights Business Center (127 acres) in Casper, Natrona County, Wyoming. All such development and sales/leases shall be pursuant to all Deed Restrictions and recorded Design Guidelines. The ARAJPB will convey its interest in the land together with all existing improvements. The principal elements of the proposed agreement are as follows:

- **ARAJPB Contribution**

The ARAJPB will contribute its land, free and clear, at such time as each respective development parcel is sold or leased. The land consists of ARAJPB's entire land development inventory consisting of approximately 35 acres at the Platte River Commons and 127.50 acres at the Salt Creek Heights Business Center together with all existing improvements.

- **Broker Contribution**

Broker will contribute development and marketing expertise as well as signage and Multiple Listings (MLS).

- **Distributions**

Cash flow from sale/lease transactions will be distributed as follows:

First, to pay a commission from sales proceeds related to the transaction to said broker or to be split if more than one Broker is involved in Sale or Lease.

Second, all the remaining funds would be paid to ARAJPB.

- **Governance**

The venture will be governed by an Executive Committee or ARAJPB representatives. The Executive Committee will consist of the two (2) members from ARAJPB.

- **Termination**

The ARAJPB will have the right to terminate this agreement for cause upon 30 days written notice. A termination "for cause" would include a material default, fraud, failure to reach minimum agreed sales/lease goals or the like. The minimum sales/lease goal for this purpose is to be negotiated on the total Property acreage every other year. A termination for cause by the ARAJPB would require the repayment of any outstanding payments.

Proposal Elements and Selection Criteria

Firms are encouraged to submit brief, concise proposals. The ARAJPB anticipates informal interviews with one or more finalists. Proposals should address:

1. Knowledge and experience of the firm in the development and marketing of large land assemblages;
2. Any current land development in the greater Casper area under the Brokers control which may compete with the ARAJPB development parcels. If such a competing project exists, how will Broker deal with any conflict issues;
3. Knowledge of Casper Market;
4. Names and experience of the key personnel to be assigned to the ARAJPB venture;
5. Availability of the proposed personnel;
6. Broker's willingness to embrace the elements of the terms set forth above and in the attached outlined document. Please indicate any exceptions or changes in the Agreement format Broker would like the ARAJPB to consider.
7. The Broker's risk management, quality assurance and insurance programs;
8. Please provide a minimum of three (3) references who can discuss the Broker's experience and qualifications.

Evaluation Process

An evaluation team of ARAJPB members will review the submittals and conduct interviews as appropriate. The ARAJPB may request clarifications or additional information if needed.

Submittal Process

1. The ARAJPB reserves the right to make changes to this RFP. Changes will be made by written addendum which will be issued to all RFP recipients.
2. **Proposals must be received by April 30, 2022 at 5:00PM Mountain Time.**
3. Proposals shall be submitted via email to Renee Hahn at renee@arajpb-casper.org. The subject line should read: "ARAJPB Real Estate Services."

Disclosure

In order to protect the integrity of the contracting process, proposals will not be disclosed until after award and signing of any contract that may result from this Request for Proposal. After the contract is signed, the proposal shall be deemed a public record.

If any information is marked as proprietary in the response, such information will not be made available for public disclosure until the affected Broker has been given an opportunity to seek a court injunction against the requested disclosure.

Interpretations

All questions about the meaning or intent of the Request for Proposal shall be submitted to the ARAJPB in writing. Communication via email is acceptable to fulfill this requirement. Interpretations, clarifications or supplemental instructions will be issued in writing and will be mailed or delivered to all parties recorded as having received Request for Proposals. Only questions answered by formal written Addenda will be binding. Oral and other interpretations, clarifications or submittal instructions will be without legal effect.

Qualifying Brokers

The ARAJPB reserves the right to evaluate Brokers as deemed necessary to determine their ability to fulfill the terms of the RFP. Broker shall furnish to the ARAJPB all such information and data as required for this purpose. The ARAJPB also reserves the right to reject any submittal if evidence submitted by Broker, or if the ARAJPB investigation of Broker fails to satisfy the ARAJPB to meet the obligations of this Contract.

Award of Contract

The ARAJPB reserves the right to amend the RFP by addendum, to accept or reject any or all information in its entirety or in part and to waive informalities and minor irregularities and to contract as the best interest of the ARAJPB may require. The ARAJPB also reserves the right to require a best and final offer from finalists. Any initial contract award will be subject to the negotiation and execution of a definitive Broker Agreement between the ARAJPB and the selected Broker. The ARAJPB reserves the right to not accept any of the proposals.

Questions should be addressed to Renee Hahn via email at renee@arajpb-casper.org.