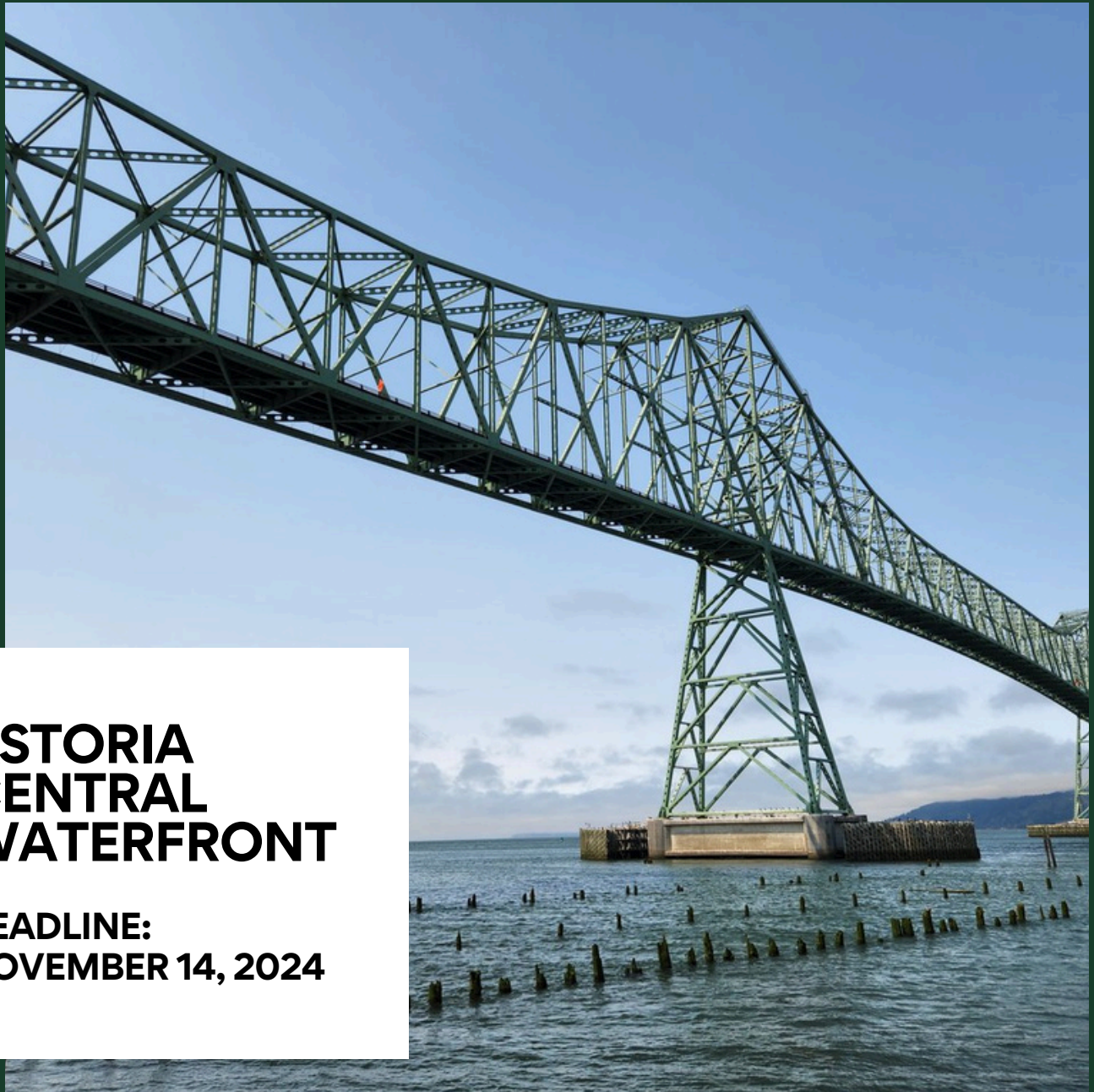


PORT OF ASTORIA

REQUEST FOR EXPRESSIONS OF INTEREST



ASTORIA CENTRAL WATERFRONT

**DEADLINE:
NOVEMBER 14, 2024**



The Port of Astoria dates to 1910, and is ideally located 13 river miles from where the Columbia River meets the Pacific Ocean, about 90 miles northwest of Portland. The Port's Board and staff manage a combination of marine, marinas, industrial, commercial and aviation facilities. These facilities include a boatyard/haulout facility, two marinas, a regional airport with 26-acre industrial park and one of Oregon's premier cruise ship terminals. The Port's Mission is to "generate economic growth and prosperity in a safe and environmentally responsible manner for its citizens through creation of family wage jobs and prudent management of its assets."

The Port's Strategic Vision is to be a significant contributor to the community's and state's economic development and a catalyst for job and business creation. The Port's Strategic Business Plan/Capital Facilities Plan addresses this vision by:

- Maintaining and improving its existing infrastructure to better support existing business lines and tenants.
- Supporting new businesses through maintaining deep-draft terminal capabilities, leveraging assets to support commercial fishing and tourism, and marketing a variety of industrial properties.
- Developing a strategic vision with the flexibility to respond to new and emerging market or business opportunities.

For more information on the Port or this Request for Expressions of Interest (RFEI), please contact:

Matt McGrath, Deputy Executive Director
Port of Astoria
422 Gateway Avenue, Suite 100
Astoria, Oregon 97103
(503) 741-3300

Table of Contents

I. Project Introduction: Development Offering Overview	Page 1-2
II. Deal Structure & Financial Partnerships	Page 3-4
III. Context: The Site & The City	Page 5-8
IV. Selection Criteria & Process	Page 9-10
V. Submission Requirements	Page 11-12
VI. General Conditions	Page 13-14



This page deliberately left blank.

PROJECT INTRODUCTION: DEVELOPMENT OFFERING OVERVIEW

The Port of Astoria (the “Port”) seeks Expressions of Interest from creative, experienced developers to redevelop extraordinarily situated Port-owned property on the Astoria Central Waterfront lying west of the Astoria/Megler Bridge.

As shown on the aerial image below, the Port’s property entails a mix of vacant land, docks, piers, waterways and roadways, together with a variety of older structures most of which represent an under-utilization of such critically important and valuable real estate. The Port will entertain proposals at a wide variety of scales, from redevelopment of much or all of the overall property (perhaps in some kind of master developer role) to more modest responses entailing a single use on a relatively small portion of the site.



Aerial view of the Central Waterfront: Boundary of Port Property Outlined in Yellow (Including all of Piers One, Two and Three, and the Western Mooring Basin).

Regardless of the particular geography of a developer’s response to this RFEI, the Port’s overarching objective for its property is to partner with developers in the creation of a district which will ultimately take its place as one of the most dynamic and lively mixed-use districts in Oregon: a place like no other in the Pacific Northwest; a place of exceptional natural and human-made beauty; a place that honors its unique history where native tribes thrived for centuries and where the American West began more than two centuries ago; a walkable, urban place with a mix of uses - hotels, eateries, retail, marine-related; a place with a healthy blend of both local “one of a kind” businesses as well as regional/national brands.

An important companion document to this RFEI is the **Waterfront Master Plan**. In 2021, the Port, in partnership with the City of Astoria, initiated this plan, which serves as a framework for development while also entailing a thorough analysis of existing conditions, market feasibility, and technical considerations. The Plan lays out strategic policy initiatives and recommends a set of physical improvements to guide and benefit future development anticipated in this RFEI. The Master Plan covers the eastern 65 acres of Central Waterfront (centered on Pier 1 and the West Mooring Basin). Developers considering responding to this RFEI are strongly encouraged to familiarize themselves with the Plan.

As described on page 7, the Master Plan includes a “Demonstration Plan” which lays out specific uses in specific locations within the Study Area. These include a new Hotel on the west side of the Basin, a Market Hall south of the Hotel, a Fishing Village on the south edge of the Basin, and mixed-use buildings east of the Fishing Village. This mix of uses and their general arrangement represent the Port’s preferred development program, but the Port will consider other ideas (except for residential use) regarding where new buildings might be built and what uses are incorporated in those buildings, so as to fulfill the Port’s overarching aspirations.

The Port will accept proposals which partly include land not owned by the Port. This includes the eastern portion of the slip separating the Western Mooring Basin and the Cannery Pier Hotel basin, owned by the Oregon Division of State Lands (DSL). The Port will coordinate with DSL on ground leases affecting the DSL’s ownership. Likewise, the Port will consider proposals affecting the western portion of the Central Waterfront, areas not included in the Master Plan.

Development Offering Overview

This offering is intended to be flexible. The Port is not seeking detailed proposals or architectural plans for the site, although it will not reject any specific proposals that developers or others may seek to put forward. Rather, the Port seeks expressions of interest from qualified developer teams who have a compelling vision which supports the Commission’s intentions for some or all of the site (including preliminary thoughts about programming, phasing, and financing including direct or indirect public financial participation); developers who can demonstrate the capacity and experience to deliver on their conceptual vision. Simply put, the Port seeks teams that can demonstrate the capacity to deliver projects that best fulfill our goals as expressed in the Selection Criteria.

As noted, the Port considers the Waterfront Master Plan as a guide for what type of development should happen, but the Port is open to different ideas not in the Plan.

This Request for Expressions of Interest (RFEI) sets forth the selection criteria, selection process, and other information and requirements. Once the preferred team(s) are selected, the Port intends to enter into exclusive negotiations with those teams, with a goal of executing a binding ground lease agreement in early 2025, and with a construction start for initial stages of development by late 2025. The deadline for responses to this RFEI is Thursday, November 14, 2024, at 5 pm.

Responses should be addressed to:

Matt McGrath, Deputy Executive Director
Port of Astoria
422 Gateway Avenue, Suite 100
Astoria, Oregon 97103
waterfront@portofastoria.com

The Port will conduct an optional pre-submittal meeting on Thursday, October 24, 2024, at 9:00 AM, followed by a tour of the property. The meeting will take place at Port offices (422 Gateway Avenue). At the meeting, Port staff, its consultants, and select staff from other agencies will provide a project overview, discuss goals and expectations, and the RFEI process and selection criteria. This meeting is not mandatory, but prospective respondents to this RFEI are encouraged to attend. Those who wish to attend must register no later than October 21, 2024 by emailing waterfront@portofastoria.com. Note that the Port may conduct a second pre-submittal meeting on Wednesday, October 30, 2024, at 1:00 PM, in the event that the Port determines there is sufficient demand for this second meeting. Those interested in this second meeting should contact waterfront@portofastoria.com no later than October 21st, to register their interest.

DEAL STRUCTURE & FINANCIAL PARTNERSHIPS

The Port intends to enter into long-term ground leases for any and all development on its property. The Port recognizes that new development of the scale and quality that it seeks may not be financially feasible without some level of financial assistance. The Port is therefore open to a variety of forms of direct or indirect (including third party) financial assistance, to the extent that the developer can ultimately demonstrate the necessity of such assistance, and to the further extent that Port has sufficient funds for any direct assistance it may provide.

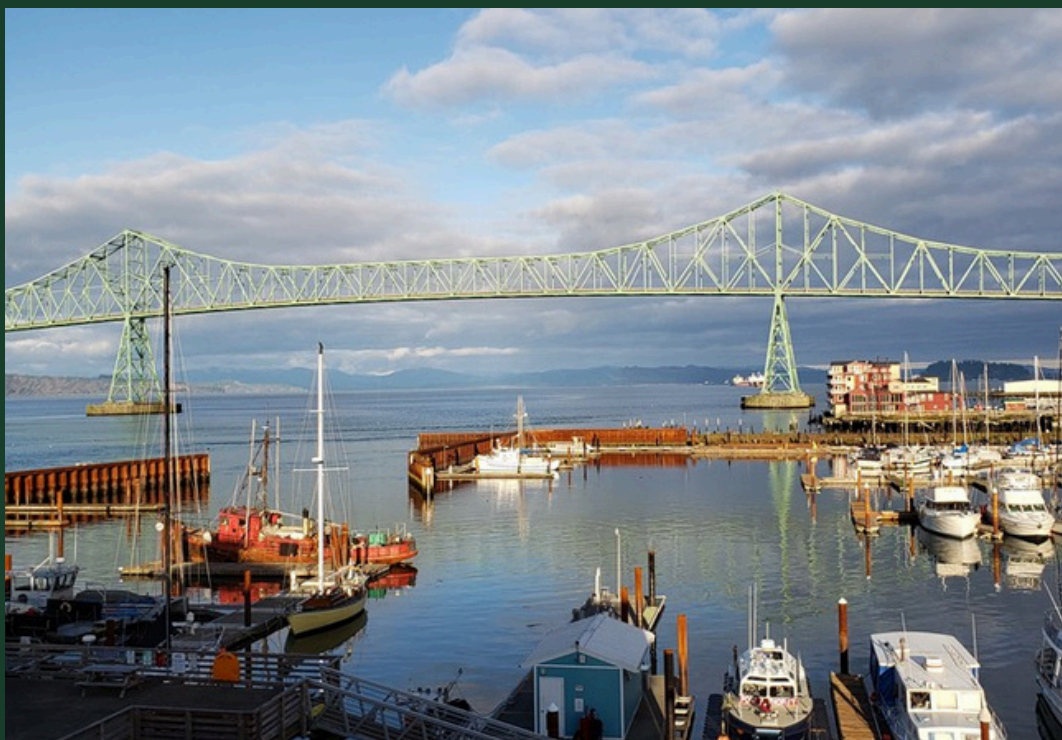
The following is a preliminary list of possible funding tools that may be available. Please note that there is no definitive commitment to any of these tools or forms of assistance. That said, the Port is committed to working diligently with the selected developer team to secure the funding necessary to create a development that aligns with its aspirations.

- Limited Duration Ground Lease Write-Down. The Port will consider discounted lease payments for some defined period of time, as long as the Port in its sole discretion determines that the resulting development satisfies its aspirations, and that the discounted lease payment is necessary to assure project feasibility.
- Urban Renewal. The entirety of the Astoria Central Waterfront falls within the boundaries of the Astor West Urban Renewal Area, which is administered by City of Astoria staff under the aegis of the Astoria Urban Renewal Agency. Development within the URA may be eligible for a variety of financial assistance programs, including pre-development studies, direct financial assistance/gap funding to private development, and funding of infrastructure (roads, pedestrian ways, and public and private utilities). Port staff would coordinate any communications and deal negotiations involving the developer and the URA.
- Supporting Developer Pursuit of Other Financing Sources. The Port and its partners will offer introductions and letters of support for non-Port financing sources, including but not limited to conventional loans, New Market Tax Credits, State or Federal grant programs and legislative allocations, and Energy Trust of Oregon grants.
- Assistance with pre-development. Subject to funding availability, the Port will consider providing funding on a matching basis for technical studies as needed, with the proviso that any such studies will be the property of the Port.
- Enterprise Zone. The site falls within the boundaries of the Clatsop Enterprise Zone, which confers three- and five-year abatements on new improvements within the zone. The program is focused on industrial activities, although some commercial uses also qualify. The program is administered by the City of Astoria, and entails both job creation and wage requirements. The Port staff will coordinate any communications and negotiations for the Enterprise Zone with the developer and the City.



In addition to various forms of financial assistance noted above, the Port and its partners will provide other forms of assistance to the developer team:

- **Zoning & Entitlements:** The Port will work with the selected developer team to make sure that all permitting processes progress efficiently.
- **Other Regulatory Assistance:** The Port will assist the selected developer in securing any permits or other types of regulatory conditions, including, but not limited to coordination of any necessary authorizations from the Oregon Department of Environmental Quality, Division of State Lands, and Army Corps of Engineers.
- **Public Improvements:** The Port will work closely with selected developers (and will also foster coordination among different developers) in the design, phasing and construction of new or upgraded improvements such as pedestrian facilities identified in the Waterfront Master Plan. Also the Port will coordinate with the City Engineer and others to assure that basic utilities (water, sanitary sewer, etc.) are of sufficient capacity and condition to accommodate new development. The Port's intentions are to wisely invest in these improvements in a manner that is consistent with the Master Plan while recognizing that certain improvements will need to be carefully coordinated with private development, with respect to design, capacity and timing.
- **Developer Coordination:** Insofar as it is likely that the Port will receive responses for any number of sites within the property, submitted by a number of distinct developer teams, the Port recognizes the imperative to coordinate the various developers' efforts with each other as well as with the Port. As complex as a single redevelopment project may be, a number of unique simultaneous projects will presumably be even more complicated. The Port will do everything it can to assure a smooth and cooperative dynamic among the developers, perhaps even finding economies of scale in the entitlement process, in construction staging, in lining up sub-contractors and area vendors, etc.
- **Community Relations:** Astorians care deeply about their city and their waterfront. The Port will work closely with selected developers to coordinate communications with the community and to strive to build strong community support for the ultimate development of the Property.



CONTEXT: THE SITE & THE CITY

General Background Information

Astoria is the oldest permanent settlement west of the Rocky Mountains, with John Jacob Astor's establishment in 1811 of a fur-trading outpost near the mouth of the Columbia River. Astoria exudes a profound sense of history and identity, perhaps more than any other city in the American West. It boasts a remarkable collection of historic homes and early 20th century commercial structures. Its setting in the Columbia River estuary is breathtaking; surrounded on three sides by water and on the fourth by protected forested watershed. A long-established port, it has a distinctive and, indeed, gritty working waterfront with old warehouses, former rail spurs, loading docks, and vernacular industrial buildings from a bygone era.

Astoria's location was based on a simple fact – it is where the Columbia (the Great River of the West) meets the Pacific Ocean. As such, the lands and waters incorporated in this development offering represent one of the most important collections of properties in the State.

Astoria draws people from around the west and beyond, people who are attracted to the City's distinctive culture and history. The City punches above its weight in terms of its performing arts, its great places to eat and drink, breweries and distilleries, its proximity to world-class beaches and natural beauty. Visitors can traverse the entire Columbia River waterfront from the Port to Tongue Point along the nearly 6-mile-long Astoria Riverwalk with unimpeded, sweeping views of the estuary to the North and the city hills to the South. The historic Astoria Riverfront Trolley offers narrated tours along nearly four miles of that trail, beginning at the Port of Astoria.

Visitors and locals can enjoy six museums, including the world-class Columbia River Maritime Museum (currently undergoing a \$30 Million expansion) and the Oregon Film Museum (in final fundraising for a \$12 Million expansion). Live theater in four distinctive settings and live music throughout town make living and visiting a year-round treat. Seasonal festivals like the Crab, Seafood and Wine Festival, the Festival of the Dark Arts, Scandinavian Midsummer Festival, Fisher Poets Gathering, Astoria Regatta, Pacific Northwest Brew Cup, and the Tenor Guitar Gathering punctuate the year with bursts of interest and entertainment.

Astoria Facts & Figures

Founded: 1811, by John Jacob Astor's American Fur Company
Population, 2020 census: 10,181 (7.4% growth since 2010)

Major Employers:

- Columbia Memorial Hospital – 700 Employees
- Bornstein Seafood – 250 employees
- Hampton Lumber – 300 employees
- Pacific Seafood – 280 employees
- Georgia Pacific - 500 employees
- Fort George Brewing – 220 employees

Tourism (Source: "Economic Impacts of Travel and Tourism in Astoria & Warrenton, 2022"). Available on Port website

- 491,000 overnight person trips
- 2.5 days average length of overnight stay
- 48% of visitors stay in paid lodging, including hotels, campgrounds, STR
- Lodging sales totaled \$36.8m, an increase of .4% vs 2021 and 17.8% vs 2019

Doing business as Travel Astoria, the Lower Columbia Tourism Committee is a highly effective destination management organization focused on increasing shoulder- and off-season travel. The Astoria Waterfront, and especially the property bordering the West Mooring Basin, was for generations the heart of Astoria's social life. With the marina and the spectacular backdrop of the River and headlands, the Red Lion Inn, Thunderbird Lounge, and Sea Fare Restaurant were "the places to be seen" in Astoria, where families gathered for milestone occasions, and where audiences could listen to live music, comedy shows, where people could dance, dine and drink with old and new friends. With the new development anticipated in this RFEI, the Port and the broader community hope to resurrect this area as a highly desirable destination for locals and tourists alike.

The Site – Background Information

The property in this RFEI is owned almost entirely by the Port of Astoria. It consists of about 65 acres of industrial waterfront along the Columbia River, a mile and a half west of downtown Astoria, just west of the Astoria-Megler Bridge. 25 acres are on land, above the top of bank. The remaining site is open water or over-water structures, including buildings, piers, and docks.

As noted earlier, the Port owns the western half of the slip on the east edge of the West Mooring Basin; the east half is owned by DSL. The Port is in a position to negotiate lease of the DSL half in tandem with the Port's ownership. It should also be noted that the Port will consider responses to this RFEI which incorporate land in ownership other than the Port (and DSL) as well as responses affecting Port-owned property west of Pier 1, outside of the boundaries of the Master Plan. That said, the Port's property includes Piers 1, 2 and 3, the West Mooring Basin (marina) and other inlets between the piers, along with "inland" property on the southern edge. The Property is developed with a number of buildings (in varying conditions) connected by a series of paved streets and parking lots. The Riverwalk Trail, a public multi-use trail, and the Astoria Riverfront Trolley, an active streetcar line, utilize a 50-foot wide right of way administered by Astoria Parks and Recreation, at the southern edge of the Property. The Property is connected to Highway 101 by a series of local streets, including Portway Street, Basin Street, and Bay Street, from the south. Industry Street and Gateway Avenue, Port streets, enter from the west.

UTILITY/INFRASTRUCTURE

All urban services appear to be available to this site (streets, water, sanitary and storm sewer), although a thorough investigation of the capacity and condition of utilities is warranted before individual development projects are initiated:

- Domestic Water: A 12-inch cast iron main in Highway 101 feeds 6-8 inch trunk lines serving the area. The water connections appear to be non-looped, dead-end lines.
- Stormwater: There are five main basins in the eastern portion of the area. Specific capacity and condition of facilities will merit further investigation in conjunction with concept planning for new development.
- Sanitary Sewer: A network of sanitary lines and pump stations serves the area, and there appears to be adequate capacity for substantial new development. As with stormwater service, further investigation of sanitary sewer capacity should take place early in the development process.
- Franchise Utilities: Ample power lines and gas lines serve the area.

Port of Astoria Waterfront Master Plan

In 2021, the Port of Astoria initiated a Master Plan for the eastern portion of its Central Waterfront property, including the West Mooring Basin and Pier 1. The Master Plan was adopted by both the Port Board and the Astoria City Council in 2022. It entailed significant involvement from the City, business and property interests from within and beyond the district, and the community at large. The Master Plan essentially serves as a companion document to this RFEI, particularly as expressed in a Demonstration Plan (see image on this page). The Demonstration Plan suggests ideas for new private development on certain portions of the Port land, development which would be supportive of the Port's aim for a rejuvenated Central Waterfront. The Demonstration Plan also suggests pedestrian and road improvements, which the Port will undertake in coming years (in consultation with developers).

The Waterfront Master Plan is a rich and informative document, providing a thorough context for this RFEI – the physical place, the Port's and the broader community's aspirations for the Waterfront, and the economic and policy dynamics that inform future investment. Amongst the more important outcomes of the Plan are the creation of a new West Mooring Basin Plan District, which replaces or supersedes other development code restrictions with regard to allowed uses, height restrictions, and other provisions.

DEMONSTRATION PLAN



Figure 2: Demonstration Plan

Waterfront Master Plan: Demonstration Plan (Source: Walker/Macy)

Zoning

The acreage that is the subject of this RFEI falls within one of four base zones. Below is a brief description of allowed uses and key development restrictions for each of these four zones:

S1, Marine Industrial Shorelands Zone. This zone generally covers the western area of the RFEI property – Pier 1 except for the edge facing the West Mooring Basin, as well as Piers 2 and 3, and the lands surrounding the adjoining inlets. This zone allows water dependent industrial, commercial, and recreational uses, including retail and eating & dining establishments in conjunction with water dependent uses. Water-dependent is defined as “a use or activity which can be carried out only on, in, or adjacent to water areas because the use requires access to the water body for water-borne transportation, recreation, energy production, or source of water.” Land within the S1 Zone has few code restrictions – there is no maximum building height, no minimum lot size or dimensions, no building coverage maximum (or minimum), no setbacks, and no landscaping (except for surface parking lots).

S2, General Development Shorelands Zone. This zone covers most of the eastern area of the RFEI property, the area around the West Mooring Basin, as well as a long, thin strip of land on either side of Pier 1, about a block south of the shoreline generally between Portway and the rail line. This zone is similar to the S1 zone in its focus on water-dependent uses, but it allows a wider range of non-water dependent Conditional Uses, including retail, eating & drinking establishments, housing, and office uses. The S2 zone is similar to the S1 zone with regard to the general dearth of objective development standards, except for a height restriction of 28 feet. PLEASE SEE INFORMATION ABOUT THE WEST MOORING BASIN PLAN DISTRICT, which supersedes some of these restrictions.

A1, Aquatic One Zone. This zone covers most of the portion of the RFEI property that is exposed water – i.e. the West Mooring Basin. While most of the range of allowed and conditional uses related directly to the water, the zone does allow water-related commercial uses including retail where products incidental to or used in conjunction with a water-dependent use are sold; and eating & drinking establishments which provide views of the waterfront and in conjunction with a water-dependent use “such as a marina or seafood processing plant”. There are minimal development restrictions in the A1 zone (no height, setbacks, etc.).

A2-1, Aquatic Two-A Development Zone. This zone falls within the extreme eastern portion of the site, encompassing the area around the Cannery Pier Hotel (including the spit of land on the west edge of the Cannery Pier basin). It is more flexible than the A1 zone, allowing hotels, and tourist serving retail and eating/drinking establishments, all subject to the conditional use permit process. There is a height cap of 28 feet.

Note that the West Mooring Basin Plan District supersedes the requirements of the underlying base zone (i.e. the S2, A1, or C3 zones) when the standards of the base zone conflict with those of the Plan District. Properties within the Plan District allow a number of uses by right (including retail, eating & drinking, offices, and a new hotel replacing the old Riverwalk Inn) which would require a conditional use under the base zone. The height restrictions are generally more generous in the Plan District, including a height limit of 60 feet for the hotel, and 40 feet for most other locations. There are also special constraints for the Fishing Village (see map, below), comprised of most of the south frontage on the Mooring Basin. These restrictions include a height cap of 28 feet, and View Corridors.

In all zones, any new development is subject to Planning Commission review. This review entails a public hearing, with notification to nearby property owners and other interested parties. The purpose of the review is to assure compliance with all applicable development standards.

There are a variety of other requirements in the City's Development Code that govern what can be built within the Port's property, including Article 4, Columbia River Estuary and Shoreland Regional Standards. Removal or alteration to some older structures may also require review and approval by the Historic Landmarks Commission. As experienced developers know, development in or near the water can be complex, both in regards to technical considerations, and with regard to the multiple layers of government that will potentially have authority over what can be built where. For the purposes of this RFEI, the Port is not asking for detailed plans, but would be remiss in not noting the complexity of water- adjacent development, and the Port's commitment to working closely with selected developers in navigating that complexity.

SELECTION CRITERIA & PROCESS

Selection Criteria

The following are the criteria which the Port will use to determine which developer teams to select for the various sites within the overall property:

- A compelling vision that will contribute to the ongoing revitalization of Astoria's historic and distinctive waterfront, in a manner that accords with and supports the Port's vision as expressed in the Astoria Waterfront Master Plan.
- The capacity of the project to contribute substantially (relative to the scale of the project) to the long term fiscal health and stability of the Port specifically and the greater Astoria economy generally.
- Responsible use of any public funds or other forms of financial participation as applicable; demonstrated experience in the development of public-private partnerships which represent a sound business deal for the public partner.
- Demonstrated experience in development that exhibits quality, sustainable design and construction – in building elements as well as urban design elements such as pedestrian connections through and within the site; public plazas and open spaces; landscape elements; treatment and arrangement of parking.
- Demonstrated experience in the timely financing and delivery of projects similar in scope and quality to what the developer is proposing in response to this RFEI.
- The capacity of individual uses or projects to enrich the quality and success of development in the overall Central Waterfront.
- Where relevant, documented experience in working on properties near bodies of water, including team experience navigating the various levels of public agency review.

Selection Process

The Board of the Port of Astoria will make the ultimate decision as to which developer/s to select to negotiate the development of any and all property within the Port's ownership. In making such decisions, the Board will rely heavily on its staff and their consultants. The staff will be responsible for evaluating all responses, using the selection criteria set forth in this Section IV of the RFEI.

All meetings of the Port Board are public, and its selection decision will occur in a public meeting. . All responses to this RFEI are public records and may be reviewed by any member of the public after the Board makes a decision (see further information about confidentiality in Section VI, General Conditions).

Post Selection Process

Upon selection of a developer or developer team, the Port intends to enter into an Exclusive Negotiating Agreement with the developer, providing a defined time period during which the parties will attempt to negotiate the deal terms for the ground lease. During this period, the Port will work with the selected developer team to refine its approach, including development program, timeline, phasing if relevant, site planning, and conceptual building design. The Port anticipates that during this period the program, terms of the ground lease, financing, composition of the team, or other components may be modified as a more solid proposal is developed.

During this pre-development phase, the Commission may negotiate with the selected team a Memorandum of Understanding (MOU) or other agreement as appropriate, setting forth in non-binding terms the financial, programmatic, and other general aspects of the project. This MOU will also serve as the basis for the negotiation and execution of a subsequent Ground Lease and any related agreement/s. The Ground Lease will govern the final disposition of the Property, setting forth the terms of the transaction.

Any such MOU, as well as the ENA, will include provisions reserving to the Port its right to terminate negotiations with the selected developer team, if the Port in its sole discretion determines that negotiations during the pre-development phase are not progressing in a satisfactorily timely manner. Should this occur, the Port may then opt to work with another team, or decide to not pursue the project further.

ANTICIPATED SCHEDULE

October 10, 2024 Issuance of RFEI

October 21, 2024, 5:00 PM Deadline to register for Pre-Submittal Meeting

October 24, 2024, 9:00 AM Pre-Submittal Meeting #1, followed by Site Tour (see page 2)

October 30, 2024, 1:00 PM (tentative, see page 2) Pre-Submittal Meeting #2, followed by Site Tour (see page 2)

October 31, 2024 Deadline for Requests for Clarification

November 4, 2024 Port issues clarifications to RFEI, if any (these will be made available on the website: www.portofastoria.com)

November 14, 2024, 5:00 PM Deadline for Responses. Responses must be received in Port offices by this time, preferably physically, but the Port will accept emailed responses.

Week of December 9, 2024 (tentative) Developer Interviews

January 7, 2025 (tentative) Preliminary selection of developer team (s), pending further negotiations



SUBMISSION REQUIREMENTS

ORIGINAL MATERIAL (12 PAGES OR LESS, NOT INCLUDING RESUMES, LETTERS OF REFERENCE AND SAMPLES OF OTHER PROJECTS, ETC.). RESPONSES MUST INCLUDE THE FOLLOWING INFORMATION, SUBMITTED TO THE PORT NO LATER THAN 5:00 PM ON THURSDAY, NOVEMBER 14, 2024, PREFERABLY IN PAPER (BUT NOTE THAT THE PORT WILL ACCEPT ELECTRONIC SUBMISSIONS IN ADDITION TO/INSTEAD OF PAPER).

1. Cover Letter

Describe the development team and interest in the project. Identify the site (or sites) on which the team proposes to build, and the conceptual program and phasing. Identify the primary point of contact for the team. Include a statement indicating that the proposal is valid for six months after submittal.

2. Proposal

Insofar as this is a Request for Expressions of Interest (not a formal Request for Proposals), the Port understands that a respondent's "proposal" narrative may be general in responding to at least some of the questions below; indeed the Port welcomes early conceptual thinking and is not looking for refined, "fully cooked" proposals. That said, please describe your vision for the site as far as possible:

- a. The particulars: what use or mix of uses is proposed? How large (how many square feet per use). Do you anticipate a single building, or multiple buildings? If the latter, please explain your thoughts on project phasing. How do you envision the connection between your project and the specific physical improvements identified in the Astoria Waterfront Master Plan (if applicable)? Do you anticipate a single developer entity for your project, or do you envision multi developers (particularly in the case of multi-building programs).
- b. How is your project consistent with the Commission's aspirations for the site and the surrounding area, particularly in light of the stated Selection Criteria (page 9).
- c. What are your preliminary thoughts about deal terms?
- d. How do you anticipate coordinating your efforts with other developers?
- e. Are you considering incorporating properties not currently in Port ownership as part of your proposal, such as the DSL ownership on the spit on the west side of the Cannery Pier Hotel basin? What are these other properties? Do you have any option or other instrument that gives you at least potential control of the property? How would you modify your proposal if you ultimately were unable to acquire this property? What if any role would you intend for the Port in the acquisition of the property?
- f. Please provide at least preliminary thoughts on your design intentions. How do you propose to develop a project that is architecturally distinct, fitting with the larger context of the Waterfront area, the City, and its amazing setting near the mouth of the Columbia River?
- g. What are your thoughts about project financing – and in particular what are your preliminary expectations regarding the Port and/or other public partners? Please describe your knowledge of/experience with any relevant incentives that bear on your proposed project, such as workforce programs, tax abatement programs, small business assistance programs, and so forth.
- h. Please describe your experience and intentions regarding use of local contractors and vendors in your projects.

3. Team and Development Experience

- a. Identify development team members and roles, and describe qualifications. Provide resumes for key team members.
- b. Describe the team's recent experience in the development of high quality, successful projects similar in scope and scale to what you are proposing for the Port property.
- c. Describe the team's previous experience working with public sector partners, and types of public-private partnerships.

4. Financial Capacity

- a. Explain your financial capacity, and share any preliminary thoughts you have about financing approaches for your project ideas. Please discuss your likely or possible equity and debt sources. Provide as much information as you wish, such as certified financial statements, credit availability letters, or bank references, to demonstrate that you have the financial capacity to carry out your proposed project (any financial documents submitted to the Commission should be placed in a separate envelope and clearly marked as confidential – the Commission will maintain the confidentiality of any such information to the extent allowed by law, but please do not submit information you do not wish to be made public; see also the statement about "Proprietary Information" in the General Conditions section, below).
- b. Describe any preliminary expectations for public financial participation in the project, along with any other anticipated expectations of the Port (assistance with permits, with securing outside funding sources, etc.).

5. Provide a preliminary estimated time frame to carry out the project(s), including phasing if applicable.

6. Letter of References & Project Examples

Teams are encouraged to submit letters of reference and samples of other relevant projects above and beyond the specified page limit.

The Commission does not expect architectural drawings as part of team submittals, but will not refuse such drawings. If drawings are submitted, they should be incorporated into the 8 ½ by 11" format described above. No more than 4 drawings per building (site plans, floor plans, elevations) will be accepted as part of the submittal, above the specified page limit.



GENERAL CONDITIONS

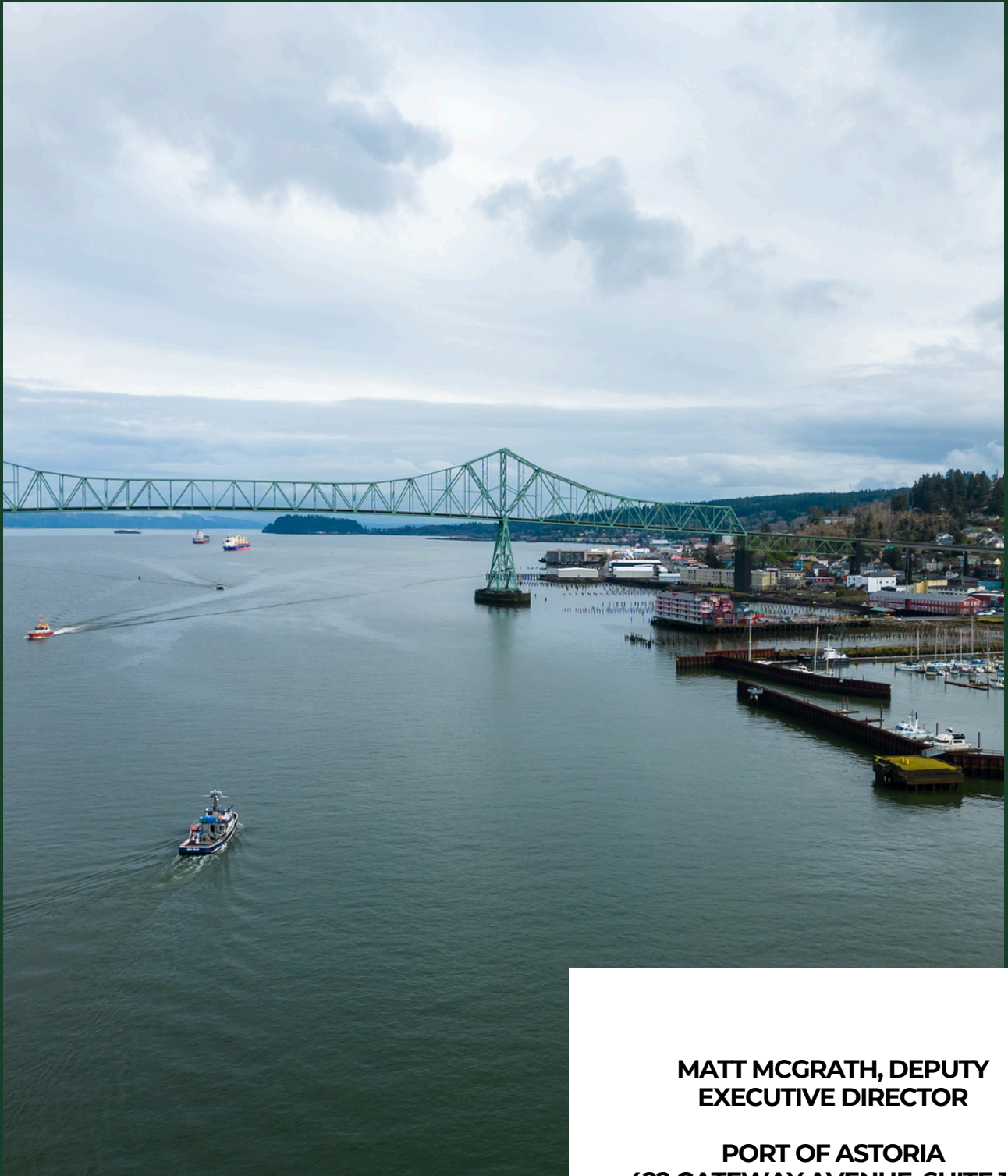
- All facts and opinions stated within this RFEI and all supporting documents and data are based on information available from a variety of sources. No representation or warranty is made with respect thereto.
- The Port reserves the right in its sole discretion to accept or reject all responses to this RFEI without cause.
- The Port reserves the right in its sole discretion to modify the selection process or other aspects of this RFEI, including canceling the RFEI without selecting a developer or team. The Port will take reasonable steps to ensure that any modification or clarification to the RFEI shall be distributed in writing to all persons who have requested a copy of the RFEI.
- The Port reserves the right to request additional information following review of initial submissions. In addition, the Port may retain consultants to assist in the evaluation of submissions.
- In the interest of a fair and equitable selection process, the Port reserves the right to determine the timing, arrangement, and method of any presentation throughout the selection process. Teams are cautioned not to undertake any activities or actions to promote or advertise their proposals except during Port-authorized presentations. Teams are encouraged to contact relevant Port staff to learn more about ideas and visions for the site and the area. However, developers and their representatives are not to make any direct or indirect (through others) contact with members of the Port Board of Commissioners, Astoria City Council, or Astoria Planning Commission concerning their proposals, except in the course of Port-sponsored presentations. Violation of these rules is grounds for disqualification of the team.
- The Port requests that developers and members of their team who are considering responding to this RFEI NOT contact any prospective local public agency funding partners, except in consultation with Port staff.
- Conflicts of Interest. Please disclose any conflicts of interest or potential conflicts of interest that may arise as a result of your firm or its developer team partners being selected for this Project. Identify and describe fully any family or business relationships which any employees of your company may have or have had with any employee or elected official of the Port or any affiliated entities. The Proposer and sub-consultants shall identify any group, individual or organization that they may have worked for, or currently work for, that has had ownership, lease, development, related or similar interest in the Port. Failure to disclose any existing or potential conflicts may disqualify the Proposal from consideration.
- Nondiscrimination. The Port notifies all possible Proposers that no person shall be excluded from participation in, denied any benefits of, or otherwise discriminated against in connection with the award and performance of any contract on the basis of race, religious creed, color, national origin, ancestry, physical disability, sex, age, ethnicity, or on any other basis prohibited by law.
- Proprietary Information. Only information which is in the nature of legitimate trade secrets or non-published financial data may be deemed proprietary or confidential. Any material within a Proposal identified as such must be clearly marked in the Proposal and will be handled in accordance with the Oregon Public Record Act, and applicable rules and regulations. Any Proposal marked as confidential or proprietary in its entirety may be rejected without further consideration or recourse.

- All submissions shall become the sole and exclusive property of the Port. Teams shall not copyright, or cause to be copyrighted, any portion of their submission. Within the bounds of public records laws, the Port will maintain the confidentiality of submissions at least until the preliminary selection of a developer team. Any proprietary financial information or other information which developer teams submit will be maintained as confidential as allowed by public records law. Submissions or information that the proposal team would like to remain confidential must be marked as such.
- News releases by the selected team pertaining to its selection will require prior written approval from the Port.
- The Port reserves the right to verify and investigate the qualifications and financial capacity of and all members of the proposing teams.
- The Port is an Oregon special district and a public entity. To the degree any of the proposed improvements involve the use of public funds, they will be subject to applicable state or federal public contracting requirements, including competitive bidding and the payment of prevailing wages, except as provided in applicable statutes.
- The Port accepts no responsibility or obligation to pay any costs incurred by any party in the preparation or submission of a proposal or in complying with any subsequent request for information or for participation throughout the evaluation process.



The Port of Astoria gratefully acknowledges the Astoria Warrenton Area Chamber of Commerce for providing most of the photographs in this document.

**FOR MORE INFORMATION ON THE PORT OR
THIS REQUEST FOR EXPRESSIONS OF
INTEREST (RFEI), PLEASE CONTACT:**



**MATT MCGRATH, DEPUTY
EXECUTIVE DIRECTOR**

**PORT OF ASTORIA
422 GATEWAY AVENUE, SUITE 100
ASTORIA, OREGON 97103
(503) 741-3300**