



**City of Lake Ozark**

At Bagnell Dam — Lake of the Ozarks

## **Hospitality and Entertainment Complex**

### **Request for Information/Proposals/Qualifications**

**City of Lake Ozark, Missouri  
3162 Bagnell Dam Boulevard  
Lake Ozark, MO 65049  
573 365-5378 Office / 573 365-4515 Fax  
[cityadmin@cityoflakeozark.net](mailto:cityadmin@cityoflakeozark.net)**

**Contact Person: David Mitchem  
Release Date: December 3, 2021**

**Request for Information/Proposals/Qualifications  
Hospitality and Entertainment Complex  
City of Lake Ozark, Missouri**

The City of Lake Ozark is experiencing a significant increase in inquiries regarding land which has been amalgamated into sites that are ripe for large scale development. It is evident that momentum is building toward significant growth in the hospitality, entertainment, retail and housing sectors. To respond to this increasing interest in the City of Lake Ozark, it is prudent for the City to engage potential developers early in their decision making process. Early engagement is helpful to the developer by making the buildout process more predictable. It also helps the City's effort to promote quality of life initiatives and plan for infrastructure improvements.

Unlike an RFP/RFQ request that details the specifications the City is seeking, this request for information, proposals and qualifications permits the developer to identify and provide details regarding planned development within the City. We recognize that some developers will be further along in their planning process than others. At whatever planning stage you are currently, we encourage you to respond. If your development project is in the early planning stage, you can respond with just RFI/RFQ information. If your development is further along, you can respond with RFP detailed information.

**Information/Proposals/Qualifications Submittal Deadline: January 10, 2022 at 5:00 p.m.**

There will **not** be a public opening of submittals.

Questions or information regarding the scope of the City's request may be submitted in written form to:

David Mitchem, City Administrator  
PO Box 370  
3162 Bagnell Dam Blvd.  
Lake Ozark, Missouri 65049  
[cityadmin@cityoflakeozark.net](mailto:cityadmin@cityoflakeozark.net)  
573 365-5378 office  
573 365-4515 fax

**Project Location**

The Hospitality and Entertainment Complex, and housing, shall be located within the city limits of Lake Ozark, Missouri.

The City of Lake Ozark, Missouri, hereby solicits information/proposals/qualifications for their **Hospitality-Entertainment Complex** project. Based on your previous real estate development successes, your firm has been selected to receive our request for information/proposals/qualifications, and you are invited to respond. Information/proposals/qualifications submitted for consideration must be received by the submittal deadline, **January 10, 2022 at 5:00 p.m.**

### **Project Objectives**

The City's strategic objective for this request for information/proposals/qualifications is to identify prospective developers that are financially and experientially capable to engage the City in creating a complex that includes a hotel, event/convention center, entertainment center, health resource center (spa), retail shops on site, adjacent retail development and in-community workforce/affordable housing. Developers may respond to all or individual elements of the complex.

Further, the City wants to identify developers who are willing to partner with the City in a manner that enhances Lake Ozark's quality of life.

Another objective is to produce sufficient information for the City to identify the following:

1. The direct and indirect economic impact of proposed development;
2. Potential complex locations and their impact on the business community;
3. The impact of development on water/waste water infrastructure;
4. The impact of development on streets and business routes;
5. The impact of development on housing availability; and
6. The impact of development on the City's schools.

### **Scope and Specifications**

1. 200-600 room hotel
2. 4-8 restaurants
3. 5-12 retail shops within and adjacent to the complex
4. 1,500 – 2,500 seat capacity event/convention center
5. Entertainment venues
6. Amphitheater
7. Workforce/Affordable Housing

## **Timeline**

The following timeline has been established to ensure that our project objectives are achieved; however, the timeline shall be subject to change when deemed necessary by the City's Board of Aldermen.

Information/Proposals/Qualifications Deadline: **January 10, 2022 at 5:00 p.m.**

Project Start Date: 2022-2023

Full Build Out: 2024-2030

## **Expectations**

The City of Lake Ozark, Missouri shall partner with the developer(s) whose proposal best accommodates the various project requirements. The City reserves the right to partner with more than one developer for different phases of the buildout.

## **Intent to Submit**

All invited Bidders are requested to submit a "Letter of Intent" no later than December 21, 2021 informing the City of their intent to either submit information, proposals or qualifications.

## **Deadline to Submit**

All proposals must be received by the City of Lake Ozark, Missouri, no later than **5:00 PM**, on **January 10, 2022** for consideration in the project selection process.

## **Selection Criteria**

Only those proposals received by the stated deadline will be considered. All proposals will be reviewed and evaluated based upon information submitted. Proposals may be formatted in a manner that best presents the respondent's past performance and qualifications. The following criteria will be given considerable weight in the review process:

1. A summary of the proposal/information/qualifications is required (not to exceed three pages);
2. Developer's past performance effectiveness deploying similar projects;
3. Developer's performance history of ability to timely deliver similar projects;
4. Developer's ability to provide qualified personnel having the knowledge and skills required to effectively and efficiently execute the project;
5. Overall cost effectiveness of the developer's proposal;
6. Timeline and work to be completed for each stage of development;
7. Pro forma; and
8. Estimated economic impact.

## **Developer Information**

1. Developer's Name(s)
2. Developer's Address
3. Developer's Contact Information (and preferred method of communication)
4. Legal Formation of Developer (e.g. sole proprietor, partnership, corporation)
5. Date Developer's Company was Formed
6. Description of Developer's company in terms of size, range and types of services offered, and clientele.
7. Developer's principal officers (e.g., President, Chairman, Vice President(s), Secretary, Chief Operating Officer, Chief Financial Officer, General Managers) and length of time each officer has performed in his/her field of expertise.
8. Developer's Federal Employee Identification Number (FEIN)
9. Have any of the developer's principal officers been a party to a business bankruptcy? If so, give details.
10. Evidence of legal authority to conduct business in Missouri or capacity to gain such authority (e.g. business license number)
11. Organization chart showing key personnel that would provide services to City of Lake Ozark, Missouri
12. State whether the Developer or its parent company (if any) has ever received any sanctions and/or is currently under investigation by any governmental or regulatory body.

Note: To assess the probability of project completion, the City requests that the information/proposal/qualifications submissions identify work intended to be subcontracted. As part of your submission please include background material and references for proposed subcontractors.

## **Financial Information**

Provide evidence that the developer has the financial capacity to complete the complex.

Financial information shall include:

1. Three years of the developer's annual reports – audited balance sheet and income statement, as well as SEC Form 10-K.
2. Identify developer's existing projects underway in other locations – cost of project, financing associated with the project and management fees, if any.
3. Other financial reports that provide evidence of capacity, integrity and stability of the developer's leadership team.

**Development Cost/Pro forma**

Provide evidence that the developer has the financial capacity to complete the complex. The City recognizes that developments in the early planning stage may submit less detailed cost/pro forma information than developers closer to project deployment.

**Financial information shall include:**

1. Project cost summary, plus detail list of expected costs or expenses;
2. Project financing summary, plus details (if available);
3. Incentives to be provided to the City of Lake Ozark (if any);
4. Pro-forma showing anticipated revenue streams (first three years); and
5. Disclosure of management fees.

**City Provided Services/Equipment**

List any accommodation, services, or space required (if any) from the City of Lake Ozark, Missouri, along with an explanation.

**Licenses/Bonding**

Developer to provide details of licenses and bonding capacity for the proposed development.

**Insurance**

Developer to provide details of liability or other insurance provided with regard to the staff or project.

**References**

Developer shall provide five business references, including contact information, and the nature of the business relationship. By submitting a proposal, developer agrees that City of Lake Ozark, Missouri, may contact references to obtain any and all information regarding developer's past performance and current capability to complete the project.

**Confidential Information**

Proprietary or confidential information shall be overtly identified by the developer. The City will honor your request to hold such information sequestered.