

ILLINOIS

Research Park

**UNIVERSITY OF ILLINOIS RESEARCH PARK, LLC
REQUEST FOR PROPOSAL (“RFP”)
PROJECT #: 20210219BW**

DEVELOPER SELECTION Zone 1 and Zone 2

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Proposal due date and time: All responses must be received by 3:00 p.m. (Central Standard Time) **April 23, 2021**

Location: Accepting responses by email at bwalden@uillinois.edu
University Office of Capital Programs and Real Estate Services
506 S. Wright Street, Suite 208
Urbana, Illinois 61822

Questions regarding this RFP should be directed by e-mail only to:
Bruce Walden, Director of Real Estate Services: bwalden@uillinois.edu

Table of Contents

Background	3
Purpose of Request for Proposal	3
Submittal Process and Timetable	4
University of Illinois Research Park: A Vibrant Innovation Community at a World Class University	4
About the University of Illinois at Urbana-Champaign	4
About the University of Illinois Research Park	5
Growth Plans for the University of Illinois Research Park	6
Development Mission and Approach	8
Champaign-Urbana, IL Location	8
Description of Development Location	9
University of Illinois Research Park Master Plan	9
Description of Development Location and Zones 1 and 2	9
Utilities and Infrastructure	10
Proposed Development Structure: Development Requirements	10
Development Agreement: Required Key Terms and Conditions	11
Submittal Requirements	13
Form of Submission	14
Awardee Team Overview	14
Concession Agreement.....	16
UIRP LLC	17
Public Information	17
Questions and requests for Clarification	17
Pre-Proposal Conference and Information Session	17
Developer Selection	18
Evaluation Process	18
Evaluation of Proposals	18
Exhibit Background Information	19
Exhibit A: University of Illinois Research Park Master Plan Summary	21
Exhibit B: Zone 1 and Zone 2 Illustration and Information.....	22
Exhibit C: University of Illinois Research Park Planning Area (from 2018 adopted Master Plan)	23
Exhibit D: University of Illinois Research Park Existing Development Map.....	24
Exhibit E: Research Park Declaration of Covenants and Permitted Uses.....	25

Background

The University of Illinois at Urbana-Champaign is a preeminent land-grant research university, with more than 50,000 students. Located on its main campus, the University of Illinois Research Park is a 200-acre development with leading corporate innovation centers, startup companies, and lifestyle amenities. The establishment of the Research Park at the University of Illinois at Urbana-Champaign was approved by the Board of Trustees in November 1999. The University established a separate University of Illinois Research Park Limited Liability Company (UIRP LLC) in March 2000 for governance of the Research Park. The Board of Trustees is the sole member of the UIRP LLC. The Board of Managers (BOM) provides the governance of the UIRP LLC as public-private board. The University of Illinois employs professional staff to manage the Research Park and EnterpriseWorks incubator. It has been developed as a public-private partnership with predominantly private construction on University land with ground lease agreements. There have been seventeen (17) buildings constructed since the Research Park started and there were three (3) new building projects under construction in 2020.

A Development Agreement was executed in May 2000 after a competitive selection process. The ten-year agreement provided the terms for equity-based development. A second Development Agreement was executed in May 2011 for the Phase IV development area (east side of the Research Park). The current Developer Agreement for the University of Illinois Research Park expires May 11, 2021. The Developer Agreements to date have been based on a financial model of buildings being constructed by the developer mostly on speculation, leased, and later sold by an exclusive developer. Certain development costs related to infrastructure have been funded by the Research Park as prescribed by the Development Agreement. A total of fourteen (14) buildings have been sold by the developer to qualified purchasers throughout the history of the Research Park. The Research Park has consistently maintained occupancy rates above 90% for commercial office space.

The Research Park is now seeking project-based proposals to accelerate development in accordance with the Master Plan as adopted by the University of Illinois Board of Trustees. The University is strongly committed to the growth of the Research Park and seeking strategies and proposals for development of designated University of Illinois land to further a live-work-play-learn location.

Purpose of Request for Proposal

The UIRP LLC seeks a Developer or development team for specific land development projects or specific building proposals within two (2) areas (zones) within the Research Park Boundaries using a Developer Equity Model. A concession ground lease pursuant 30 ILCS 500/53-25 be used to transact these arrangements. These zones are further defined herein and are designated for the following uses:

1. Graduate student and/or professional market rate private housing projects. Projects shall not include undergraduate housing. and will not be a part of the University housing system
2. Mixed-use development including residential, office or retail uses
3. Commercial office development (developer-owned)
4. Office/research development of owner-occupied buildings
5. Research facilities
6. Medical-related facilities and associated uses
7. Other uses which are consistent with the Research Park Mission as may be determined by UIRP LLC and University

This not a request for a fee-based Developer. The above projects will be at risk, Developer financed and shall not include the use of the 501(c)3 Public Private Partnership Model for financing. University credit will not be offered for development. UIRP LLC and the University may designate, in their sole discretion, additional acreage outside of Zones 1 and 2 to developer(s) for development in accordance with the Research Park Master Plan and University of Illinois at Urbana-Champaign Campus Master Plan.

Submittal Process and Timetable

The timeline for the Request for Proposal (RFP) is as follows:

1. Publication of Request for Proposals: February 19, 2021
2. Pre-proposal conference and information session: March 11, 2021
3. Deadline for questions by email: April 14, 2021
4. Submission Deadline: April 23, 2021
5. Select Submission presentations/review calls with the RFP Committee: TBT
6. Finalist presentations to the University of Illinois Research Park, LLC Board of Managers: TBT
7. Draft Development Agreement with terms agreed upon by Developer and University of Illinois Research Park, LLC: TBT
8. University of Illinois Research Park, LLC awards Development Agreement: TBT
9. University of Illinois Board of Trustees approves selection by the University of Illinois Research Park, LLC: TBT
10. Award Development Agreement: Mid 2021

University of Illinois Research Park: A Vibrant Innovation Community at a World Class University

About the University of Illinois at Urbana-Champaign

Since its founding in 1867, the University of Illinois at Urbana-Champaign has earned a reputation as a world-class leader in research, teaching, and public engagement. At Illinois, our focus on research shapes our identity, permeates our classrooms and fuels our outreach.

Fostering discovery and innovation is our fundamental mission. As a public, land-grant university, we have the responsibility to create new knowledge and new ideas and translate these into better ways of working, living and learning for our state, nation and world. We are consistently ranked as the leading US university for NSF-funded research and our total annual research funding exceeds \$700 million. Each year we welcome more than 32,000 undergraduate students across eleven academic communities – offering over 7,000 courses in more than 150 fields of study and awarding about 7,000 new degrees each spring. The University has 16,300 graduate and professional students and our faculty have been awarded Nobel Prizes, Pulitzer Prizes, and the Fields Medal in Mathematics. The success of our faculty is matched by that of our alumni: 11 are Nobel Laureates and another 18 have won Pulitzer Prizes. The University of Illinois at Urbana-Champaign has one of the largest U.S. alumni networks with 470,000+ living alumni.

About the University of Illinois Research Park

The Research Park at the University of Illinois is a leading innovation hub for technology commercialization with a unique environment that cultivates startups and increases talent capabilities for established companies. The mixed-use composition promotes creative collisions and interdisciplinary collaborations, strengthening the bridge between campus and community. The Research Park includes 120+ companies on campus, including both corporate research and tech operations and startups alike, with 2,200 employees. In aggregate, the Research Park is the third largest employer in Champaign County with an annual payroll of \$82 million and \$428 million in annual economic output. The operations generate \$9.4 million in annual tax revenues for the State of Illinois. The 200-acre development is located on the University of Illinois campus at Urbana-Champaign.

Corporations have sought out the Research Park to address recruitment needs to attract high-quality technical talent, both students coming out of the university as well as tapping into the experienced talent pool of engineers in the community. More than 800 students work year-round in the Research Park, part-time during the school year and full-time in the summer. Most companies are also seeking research collaboration with the University of Illinois and access to our leading faculty in areas of mutual interest. The campus location encourages dialogue with departments and creates more visibility access for the company to the University. The Research Park aids in speeding up the innovation process through rapid application/prototype development that allows companies to accelerate the process of trying out new ideas and testing a much larger volume of concepts than they would with full time resources and contractors. Large corporate centers in the Research Park include: Abbott, AbbVie, ADM, AGCO, Bayer, BP, Brunswick, Ameren, Cargill, Capital One, Caterpillar, CME Group, Corteva, Graybar, John Deere, Motorola Solutions, NVIDIA, Panasonic, Procter & Gamble, State Farm, Synchrony Financial, Verizon (Yahoo), among others.

EnterpriseWorks, the Research Park's 43,000-square-foot business incubator for early-stage tech firms, is operated by the University of Illinois to help launch successful startup companies. It has launched more than 250 startup companies since opening, which have raised more than

\$1 Billion in venture capital investments. The make-up of the startups includes companies started by University of Illinois faculty, staff, students, and alumni. EnterpriseWorks includes wet labs, offices, and event space for the Research Park tech community.

The Research Park continuously plans and hosts technology and entrepreneurship events and recruiting activities. In a new 2018 study measuring the startup ecosystems of an 11-state “Silicon Prairie” region, Champaign-Urbana ranked Number 2 out of 42 communities analyzed for startup and entrepreneurial activity.

Growth Plans for the University of Illinois Research Park

The University of Illinois Board of Trustees approved a new master plan¹ for the growth of the Research Park in September 2018 to double the size of the park with new commercial, lab, incubation, and mixed-use development projects.

The University of Illinois at Urbana-Champaign's released campus strategic plan² in 2018, which references investments in the University of Illinois Research Park and the EnterpriseWorks incubator with the express goal to grow the entrepreneurial ecosystem and support economic development in the region. This strategic plan includes investments in the University of Illinois Research Park for entrepreneurship and student experiential learning:

- Goal 1 – Foster Scholarship, Discovery, and Innovation *Grow our entrepreneurial ecosystem, research translation, and new venture creation through investments in EnterpriseWorks, Research Park, and Carle Illinois College of Medicine*
- Goal 2 – Make a Significant and Visible Societal Impact *Invest in new facilities in the Research Park to grow our resources and services in support of new business creation, economic development, and prosperity in the region, across the state, and beyond*

The University of Illinois Research Park adopted a new strategic plan in October 2020³. This plan outlined goals for growing the Research Park and supporting the companies and development. This strategic plan includes the following:

Programmatic and Business Development Goals for the Research Park

- Recruitment of New Corporate Partners: The Research Park aims to be a leading destination for corporations based on its reputation of excellence, caliber of peer companies, and excellence in experience.

¹ Research Park Master Plan: <https://researchpark.illinois.edu/article/uirp-updates-master-plan-to-direct-future-development/>

² University of Illinois Strategic Plan: <https://strategicplan.illinois.edu/>

³ Research Park Strategic Plan: <https://researchpark.illinois.edu/about/about-us/>

- **Business Cluster Development in Digital Innovation and Agriculture:** The Research Park will develop a business cluster of digital innovation and agriculture companies that help differentiate and define the location as business destination.
- **Retention and Growth of Existing Research Park Corporate Sites:** The Research Park will implement structured and intentional approaches for retention of Research Park corporate sites, which encourage growth and sustainability.
- **Engage Faculty and University Departments at the Research Park:** The Research Park will work with the University of Illinois at Urbana-Champaign to increase faculty and research engagement with Research Park companies.
- **Orchestration of Programming for Research Park as an Innovation District:** The Research Park strives to be a vibrant innovation community that activates collaboration between entrepreneurs, professionals, students, and technology leaders.
- **Workforce Development, Experiential Learning, and Inclusion:** The Research Park will actively work to increase job creation through recruitment of students and full-time professionals for industry partners and elevate skills through workforce development programs.
- **Support New Venture Creation and Campus Entrepreneurship:** The Research Park will work in tandem with EnterpriseWorks to steward entrepreneurship programmatic support to foster more technology commercialization in coordination with the University of Illinois entrepreneurial ecosystem.
- **Economic Development Engagement Across Illinois:** The Research Park will actively support EnterpriseWorks, the Illinois Innovation Network, Discovery Partners Institute (DPI), and statewide technology-based economic development.

Research Park Land Development and Infrastructure Goals

- **Grow the Research Park: Fostering a Live-Work-Play Innovation District:** The UIRP, LLC will create partnerships for continued land development with private development partner(s) to construct commercial, light industrial, medical, retail, and appropriate residential facilities to further create a live-work-play innovation district.
- **Strategically Locate University Facilities and Capabilities in the Research Park:** The Research Park Master Plan seeks to increase the University of Illinois experience within the Research Park, which includes incorporation of research, academic, recreational, or administrative units that complement the Research Park.
- **Support Investment in New Agriculture Facilities to Allow Relocation from the Research Park:** Relocation of existing agriculture uses in the Research Park will be possible through investment in new facilities, and open land for future Research Park development.
- **Improve Gateway Entrances, Transportation Options, and Bus Service to the Research Park:** Improved transportation and access to the Research Park is needed for students, professionals, and university employees.

These goals and objectives will be led by the Research Park staff with guidance from the Board of Managers, and collaboration with the University of Illinois and develop partners and landlords.

Development Mission and Approach

The purpose of the UIRP LLC is (i) to develop and operate a research park to encourage and facilitate (a) research, development, and commercialization of the University of Illinois' intellectual assets, and to foster economic growth, (b) the location and development of business and industry in the State of Illinois, (c) the increased application and development of technology through scientific research, (d) the improvement of the State's economy, and (e) the education of students of the University of Illinois; and (ii) to engage in such other activities as the Managers may determine will promote scientific research, the educational purposes of the University of Illinois, and the economic development of the State of Illinois.

The Research Park at the University of Illinois at Urbana-Champaign is an innovation hub for startups and established companies. Through the orchestration of a vibrant business ecosystem, the Research Park creates long-term value for the university's intellectual assets, its students, participant companies, and the economy.

The University desires the UIRP LLC to further the University's objectives for the Research Park by ground leasing land to a developer(s). The UIRP LLC intends to enter into an agreement(s) with a developer(s) for land development by providing support services directly to the developer, including company recruitment, business assistance to tenants of the Research Park, programming and events for the Research Park, and operating and managing incubator facilities.

The development is subject to the recorded Declaration of Covenants for the Research Park development area.

Champaign-Urbana, IL Location

The university is located in the twin cities of Champaign and Urbana (total population 207,000) in East-Central Illinois, situated about 140 miles south of Chicago, 125 miles west of Indianapolis, and 180 miles northeast of St. Louis. As home to the University of Illinois at Urbana-Champaign (UIUC), and technology leaders and start-ups alike, the place and time for developing disruptive technology is in Champaign, Illinois:

- Fastest growing city in the State of Illinois, the state with the second most computer science grads in the U.S.
- Superb education, quality health care, and affordable housing
- World-class arts and entertainment, and vast sporting and recreational opportunities
- Easy commuting (average 10 minutes), more mass transit riders than Nashville or Indianapolis
- UIUC enrolls 51,605 students across 16 schools and colleges and offers more than 150 undergraduate and over 100 graduate programs of study. This includes the prestigious College of Engineering with 12,567 students and 13 top 5 ranked degree programs.

- The University is home to the National Center for Supercomputing Applications.

Description of Development Location

The Research Park is unique in its location on the University of Illinois campus, with student dorms, recreational centers, and academic buildings within walking distance. The Research Park at the University of Illinois boasts a strong technology community with software, data, product development, and agricultural technologies.

The University of Illinois Board of Trustees, in its sole discretion, has designated certain areas of the Urbana campus to be in the Research Park and may in the future designate other areas of the Research Park for development. A total of seventeen (19) buildings (796,244 square feet) have been constructed since the inception of the Research Park within 200 acres of the designated Research Park Planning Area [Exhibit D], this includes three (3) projects constructed in 2020.

University of Illinois Research Park Master Plan

The University of Illinois Board of Trustees adopted a Research Park Master Plan in 2018, which is available for download at: <https://go.researchpark.illinois.edu/masterplan>. The Master Plan envisions establishing strong physical connections between the Research Park at the University of Illinois, the campus core, and surrounding areas to promote the collision, activation, and inter-mixing of companies, professionals, and students. The Master Plan designates zones for future development [Exhibit A].

Description of Development Location and Zones 1 and 2

Zone 1 is comprised of 19 acres and Zone 2 is comprised of 11 acres generally located on the southern end of the Research Park [Exhibit B]. This area is bounded by Gerty Drive on the north, Windsor Road on the south, First Street on the west, and Old Fourth Street on the east. Carle Health System currently leases 11 acres in this zone directly from UIRP LLC (not included in the available acreage for future development). A land survey and phase I environmental study have been completed on the property by UIRP, LLC. This project area has not been previously leased or developed under the terms of the previous Development Agreements. Uses anticipated for these two (2) zones include mixed use developments, residential development, commercial office uses, retail or research uses.

Within the larger Research Park Planning Area [Exhibit C], additional acreage may be added for future development in accordance with the Research Park Master Plan and University of Illinois at Urbana-Champaign Campus Master Plan based on a determination of need and opportunity.

Environmental Site Assessment

MET performed a Phase I Environmental Site Assessment in general accordance with

the scope and limitations of ASTM Practice E1527-13 for approximately 30 acres of vacant land located at the southwest and southeast corners of the intersection of Gerty Drive and Fourth Street in Champaign, Champaign County, Illinois. This assessment revealed no recognized environmental conditions (RECs) in connection with the property. The full report is available for download: <https://uofi.box.com/s/jwm8r2yrok1lfrbmml0o4u2z8zl5i8cl>.

Utilities and Infrastructure

The UIRP, the University, City of Champaign, and State of Illinois have invested in infrastructure for the Research Park to allow for growth in the zones proposed for new development.

- The street infrastructure has been constructed including sidewalks, streetlights, and street trees.
- UIRP LLC installed a fiber loop in the area, which is available for University of Illinois Tech Services to provide telecommunications services and Layer 2 internet service with private internet service providers. Zone 1 and Zone 2 both have access points in the fiber loop to connect to telecommunications services, which provide access to Layer 2 services from a dozen private sector internet service providers and access to nearly limitless bandwidth to campus. Access to campus telecommunications services requires coordination with UI Tech Services and adherence with building equipment specifications. Fiber map is available for download⁴.
- Ameren utility service is available along Windsor for private electric and gas utility options (preferred); the University of Illinois offers an option for utility service through Prairieland Energy, LLC. Water service is available by Illinois American Water.

The City of Champaign has entered City Council annexation agreements with the University of Illinois for development areas of the Research Park. The City requires a Planned Development by Zoning Ordinance within the Research Park Annexation Agreement between the City and University of Illinois, which establishes lots, future infrastructure improvements, access points, and circulation routes. The land area is currently zoned CO, for Commercial Office development and CN, Commercial Neighborhood for mixed-use development at northeast corner of First Street and Windsor Road. The Planned Development regulations allow for developers to request waivers from the requirements of the Zoning Ordinance to provide flexibility for the project. Final Planned Development must be submitted to the City of Champaign Plan Commission as well as City Council. It is the Developers obligation to seek and obtain all municipal entitlements.

Proposed Development Structure: Development Requirements

The UIRP, LLC invites proposals for private development of land and buildings under long term ground leases on parcels of land within Zones 1 and 2. If selected by this RFP, Developer(s) at risk, will be expected to plan, design, construct, finance and own the buildings on each parcel.

⁴ Research Park fiber and telecommunications plans: <https://uofi.box.com/s/1t8np71ptajps1z503inyhngqwhkqlby>

Additional land within the Research Park Planning Area may be designated on a project basis by the UIRP.

Development Agreement: Required Key Terms and Conditions

1. **Length of Agreement:** Initial three (3) year term with an additional two (2), three (3) year options if elected by University 12 months prior to termination date. Agreement subject to termination based on non-performance.
2. **Exclusive Developer Designation:** Developer shall have qualified, but exclusive development rights to Research Park Zone 1 and Zone 2. The UIRP may designate by board action additional parcels to Developer within the UIRP planning area for specific development projects.
3. **Performance Schedule, Obligations, and Expectations:** The continued designation of Developer exclusivity is based on the following performance schedule, obligations and expectations:
 - a. Housing or housing mixed use: Completion of market study, land planning, financing commitments and entitlements by December 31, 2021. Desired completion by July 2023.
 - b. Office/lab construction with a minimum 30,000 sq. ft. per building. Developer and UIRP will seek speculative new office construction when the overall Research Park has less than 10,000 sq. ft commercially available (marketed by any landlord) for lease. Commercial office space may be part of a larger mixed-use development project. It is expected that the Developer will go “at risk” on such a new building development (or mixed-use component) if the project can be 50% pre-leased at market rates within the Research Park.
 - c. Other asset class construction may be constructed based on specialized needs such as University of Illinois-requested construction, medical office needs, or other specialized uses that are consistent with the Research Park Master Plan and Strategic Plan aims.
 - d. When requested, have the first option to act as University design-build for fee developer for University-related projects in the UIRP or outside the UIRP master plan if related to the relocation of various UIRP uses with development team members (architect, CM, etc.) agreed upon by University. When acting in this manner for the University, other requirements may apply including, but not limited to, BEP and other labor related requirements.
 - e. Arrange private financing without University guarantee or participation for buildings proposed (all buildings to date have been on a recourse loan basis).
 - f. Marketing efforts: The Developer and its property management team shall commercially market properties for lease with advertising, licensed broker listings, and develop tenant leads through dedicated business development and marketing efforts in a plan to be agreed upon in a development agreement.
 - g. Developer local presence or office must be established by Dec 31, 2021 and should include local property management, tenant services, and maintenance staff.

- h. Acceptable coordination with UIRP staff, University campus units, and commitment to jointly work towards the Research Park strategic plan aims. Collaboration includes joint marketing and business development efforts, support of the Research Park ecosystem, and support for successful tenant relationships.
 - i. The Developer shall complete plans for project development, complete project approval with the Research Park Design Review Committee, submit building plans through the City of Champaign Planning and Development Department, and execution of ground lease agreement(s) with the UIRP, LLC.
 - j. Use Commercially reasonable efforts to meet performance schedule and complete construction within the term of the Development Agreement.
 - k. Projects on University land leases must be constructed under Illinois Prevailing Wage guidelines.
4. **UIRP Obligations:** The University of Illinois Research Park will act as a partner in promoting the development projects in Zone 1 and Zone 2. This will include the following support:
- a. Marketing of the Research Park projects in Zone 1 and Zone 2 through Research Park media channels, website, and staff support.
 - b. Business development assistance to identify and solicit interest in leasing in commercial space in the development through University industry and alumni relationships.
 - c. Regular weekly programming and events provided the Research Park, which are offered as free services and amenities for tenants, partners, and employees as professional development, social networking, entrepreneurial support, and technology community building activities.
 - d. University of Illinois Allied Agency Status extended to tenants (companies/organizations and their employees) of the Research Park to access services on campus.
 - e. UIRP will provide support for Research Park branding, social media, advertising, public relations, and marketing.
 - f. UIRP will enhance transportation and access through investments in continued enhancements of routes, sustainable transportation options, and improvement of access points to the Research Park.
5. **Land Rent:** For the initial term, a fixed rate \$10,500 per acre exclusive of storm water detention. Subsequent periods based on Consumer Price Index (CPI) adjustments. Ground Lease Equity Participation may be considered by the UIRP LLC and may be part of a land rent agreement for a parcel..
6. **Utilities:** Developer shall arrange for University or non-university utility connections without financial participation of the UIRP. There will no UIRP tapping fee for utilities.
7. **Telecommunications:** Developer is encouraged to utilize the existing fiber and Layer 2 computing and telecommunications infrastructure in the Research Park in coordination with UI Tech Services. UIRP LLC may invest in new connections, networking switches, or other infrastructure to support coordination of telecommunications throughout the Research Park and to continue state-of-the-art bandwidth and telecommunications needs.

8. **Infrastructure:** The cost of any additional infrastructure improvements (most in place) for a project (sidewalks, utilities, directional signage, bus shelters, storm water detention) are the responsibility of the Developer. Certain costs, such as for regional storm water detention, will be allocated on a pro-rata basis.
9. **Housing impact fee:** For any rental housing project, an impact fee of 1% gross rents shall be paid to UIRP to offset UIRP events and programming, which is available to tenants beginning in year 3 (when the project has stabilized).
10. **Authority Having Jurisdiction (AHJ):** City of Champaign
11. **Parcel withdrawal:** The University shall have the right to withdraw any parcel for a University-related facility if determined to be necessary or directed by the University of Illinois Board of Trustees and a ground lease agreement has not been entered by the Developer.
12. **Design review:** No Improvements may be constructed on any parcel, nor may any Improvements on any parcel be substantially modified, except pursuant to appropriate drawings, plans and specifications approved by the Research Park Design Review Committee, which includes appointees of the campus and UI System. Research Park buildings are not subject to the campus architectural and capital improvement review processes required for University projects.
13. **Amendment of Covenants:** The University will collaborate in revisions to the recorded Declaration of Covenants to meet the parameters of the awarded Development Agreement proposal as needed to make the project feasible. All revisions of land use and permitted use will be subject to review and approval by the UIRP Board of Managers, before revisions are recommended to the University of Illinois Board of Trustees.
14. **Land lease terms:** 50 years with one 25-year option. The University of Illinois will become the owner of all improvements at the termination or conclusion of the ground lease.
15. **Right of First Refusal and Approval of Asset Transfer:** In the event that Developer desires to offer to sell or transfer property constructed in the Research Park, the Developer shall give UIRP written Notice setting forth the desired selling price and other material terms and conditions of the offer and UIRP (or the University of Illinois or University of Illinois Foundation) shall then have a period of sixty (60) days from the date of Developer's Notice to execute and deliver to Developer a written offer to purchase the asset. Additional terms and process mechanics in this regard will be specified the Development Agreement.
16. **Asset Sale Participation:** The sale or refinancing of assets shall require a 2% fee based on gross sale or refinancing based on appraisal.

Submittal Requirements

Electronic only submittal: (PDF) copy (20 MB maximum size) of the submission packages shall be delivered to:

Bruce Walden, Senior Director
bwalden@uillinois.edu

University Office of Capital Programs and Real Estate Services
208 Henry Administration, Building MC-321
506 South Wright Street
Urbana, Illinois 61801

Tabulate and paginate your proposal. Clearly mark attachments with the Section number to which they are responsive. The University reserves the right to determine that a Proposer has substantially met the requirements of the RFP and/or to ask for additional information.

The University reserves the right to view non-compliance with these requirements as evidence of non-responsiveness and/or non-responsibility. Failure to comply with these requirements shall be grounds for rejection of your Proposal.

Information shall be consistent across submitted documents. The University reserves the right to reject Proposals submitted with conflicting information.

Form of Submission

Responses must contain the following information in the order indicated below:

Cover Letter with the following criteria

- Statement indicating interest in the Project and understanding of the requirements
- Name, address, telephone, e-mail, and website for the Developer (the lead development team member)
- Identification of the point of contact for this RFP process, including telephone number and e-mail address
- Signature of a representative authorized to represent and negotiate on behalf of the Developer and the development team

Awardee Team Overview

The Awardee team must have demonstrated experience in successfully financing, developing, and managing housing, office and research related facilities. Experience in research parks and the delivery of Developer at risk projects on campuses located in urban settings is desired.

Project Team and Experience

- Identify and describe key members of the team that would be involved in the implementation of the Project.
- Name of the team representative who has authority to represent and make legally binding commitments on behalf of the development entity, and be ultimately responsible for negotiating the terms of all of the agreements necessary or desirable for the Project with the University

- The project manager's name, if different from above
- Names, addresses, telephone numbers, and email addresses of all team members
- Resumes and/or descriptions of the qualifications of key personnel from each team member
- Organization chart indicating legal and managerial relationships among team members, proposed management structure, and role of each individual on the development team
- Availability of proposed team members to manage the Project based on current workloads and upcoming projects
- List of any lawsuit or litigation and the result of that action resulting from:
 - Any public project undertaken by the developer or by its subcontractors where litigation is still pending or has occurred within the last five years; or
 - Any type of project where claims or settlements were paid by the developer or its insurers within the last five years
- Research Park experience: Demonstrate team members' experience with research park or university projects on an equity basis Specify experience working on:
 1. Housing: graduate student and professional tenant mix
 2. Office and mixed-use projects
 3. University related uses
- Familiarity with Local Construction Market: The submittal should provide examples that demonstrate the familiarity of the development team with the local construction market pricing and availability of labor

Financial Capacity (please submit marked confidential)

- Financial Capacity: Provide evidence of financial ability to undertake and successfully complete this Project on traditional debt /equity basis
- Proposed real estate strategy and hold period for assets
- Completed financial disclosure and conflicts of interest per the link provided in the Exhibits
- Developer investment planned in the project and any letters of credit or capital access arrangements

Project Examples

Include a list of up to five (5) comparable projects in order of relevance to this Project. For each project, provide the following information at a minimum in a consistent format:

- Project name and location
- Client name (identify if the institution is public or private)
- Contact information of a client reference
- Project status (in progress or complete)
- Key team members and/or partner firms and the firm's role
- Provide the following project details (as applicable):
 - Size (net assignable and gross square footages)

- Funding source(s), i.e. bonds, private equity, traditional debt, etc.
- Total project cost
- Original project schedule and actual completed project schedule
- Original contract cost vs final cost
-

Project Profile

Respondents should submit a compelling narrative explaining the team's proposal. The narrative should clearly explain the overall objectives and goals of the Project. The narrative should address proposed collaboration with UIRP and the University of Illinois to achieve outcomes that help to realize the goals of the Research Park Strategic Plan. Include a description of the proposed development describing the type of development proposed in Zone 1 and/or Zone 2. Include a description of proposed development i.e. office, lab, retail, housing mix. Respondents may select specific development components of interest that are specific to their qualifications. Description of project feasibility and the capacity of the proposer to undertake and complete the project, including a proposed development business model.

- Development Schedule or Phasing approach to accommodate market and economic conditions including if the project would be undertaken on a speculative basis or the contingencies that must be met to proceed with the project.
- Ownership structure
- Length of ground lease, if applicable
- Management of service agreement for building operations and maintenance.

Conceptual Development Plans for Housing / Mixed-Use Project

A preliminary conceptual development plan should be submitted, which includes:

- Draft site plan, including potentially phasing of development construction, density proposed for the zones, interior circulation, and land use.
- Conceptual rendering of development zones depicting exterior elevations, building materials, and massing of the buildings. Narrative may address intended building plans and design characteristics.
- Prior project examples may be used to inform design characteristics envisioned for the site and building type.

Concession Agreement

To the extent the UIRP awards a Development Agreement via this RFP, it will be as a Concession Agreement in accordance with 30 ILCS 500/53-25. The University will enter into a land lease with the UIRP LLC and the UIRP LLC will enter into a sublease with the Developer, which will enumerate all terms and conditions of the Concession Agreement. The use of the Illinois Public Higher Education Bulletin for a subsequent project by RFP is to advertise the concession opportunity and post the award and does not imply that any other provision of the

Procurement Code applies to the future concession agreement.

UIRP LLC

The UIRP LLC and the Executive Director shall be responsible for all functions, duties and responsibilities related to the management of the Research Park and not otherwise related to the Services provided by development partners, building owners, and property managers. To facilitate the growth and expansion of the Research Park, appropriate UIRP LLC and University personnel will assist Developer in marketing the Research Park by:

1. Sharing with the Developer information, as allowed by law and contract, regarding potential tenants to aid in business development;
2. Assisting in arranging tours for prospective tenants;
3. Providing client support for tenants within the Research Park with programming, events, recruitment assistance, and University engagement;
4. Publicizing information regarding the overall Research Park through pertinent publications, media outlets, websites, social media, and press releases;
5. Assisting with hiring graduate and undergraduate students for part-time employment and internships; and
6. Facilitating obtaining City of Champaign Enterprise Zone benefits or other applicable State and local government incentives

Public Information

The contents of submitted proposals will be kept confidential until the UIRP LLC and University award a contract. At that time documents pertaining to this RFP will be open to public inspection. Responders to this RFP are cautioned not to include any proprietary information or confidential information as part of their submission unless such proprietary information is carefully identified as such, in writing, and the University accepts the information as proprietary.

Questions and requests for Clarification

All questions must be submitted by email to:
Bruce Walden
Senior Director of Real Estate
bwalden@uillinois.edu

No phone inquiries will be answered. Answers to questions will be formulated by the Research Park RFP Committee and posted on the Illinois Public Higher Education Bulletin.

Pre-Proposal Conference and Information Session

- Relevant Project Experience: Demonstrated experience in delivering projects similar to the Project. Experience developing successful housing, mixed use, office and university related facilities will be deemed very relevant
- Construction Experience: Demonstrated familiarity with the Local/Illinois construction market and conditions
- Furtherance of Design Aspirations including:
 - The economical use of land through mixed use and urban design principles
 - The integration of housing with adjacent land uses and divergent components and amenities
 - Ground floor commercial or office where economically feasible
 - Housing affordability as determined by market conditions and use restrictions
 - The use of sustainable construction methods
 - The furtherance of a sense of place at the UIRP as a thoughtfully conceived and integrated development that attracts talent through a high degree of physical, social, and professional connectivity that distinguishes it from other locations. Facility design, amenities and offering mix that attracts the targeted market of graduate and young professional tenants.
- Management Experience: Demonstrated experience with constructing, managing and operating medical facilities, especially medical facilities similar to the Project
- Financial Capacity: Demonstrated financial team capability and financial capacity to construct and deliver the Project. Investment proposed in the project including sources and uses of funds
- Staff Availability: Capacity of team members to deliver facilities based on project staff availability/future workload
- Understanding University needs: Demonstrated understanding of UIRP goals
- Added value: How does firm differentiate itself with added value
- Delivery: Ability to deliver on time and on budget
- Project schedule proposed
- Responsiveness to RFP: The extent to which the proposal is responsive to the requirements of this RFP and addresses the needs of the University and the Project as described in this RFP

Exhibit Background Information

- Exhibit A: University of Illinois Research Park Master Plan Summary
- Exhibit B: Zone 1 and Zone 2 Illustration and Information
- Exhibit C: University of Illinois Research Park Planning Area
- Exhibit D: University of Illinois Research Park Existing Development Map
- Exhibit E: Research Park Declaration of Covenants and Permitted Uses

Exhibit A: University of Illinois Research Park Master Plan Summary

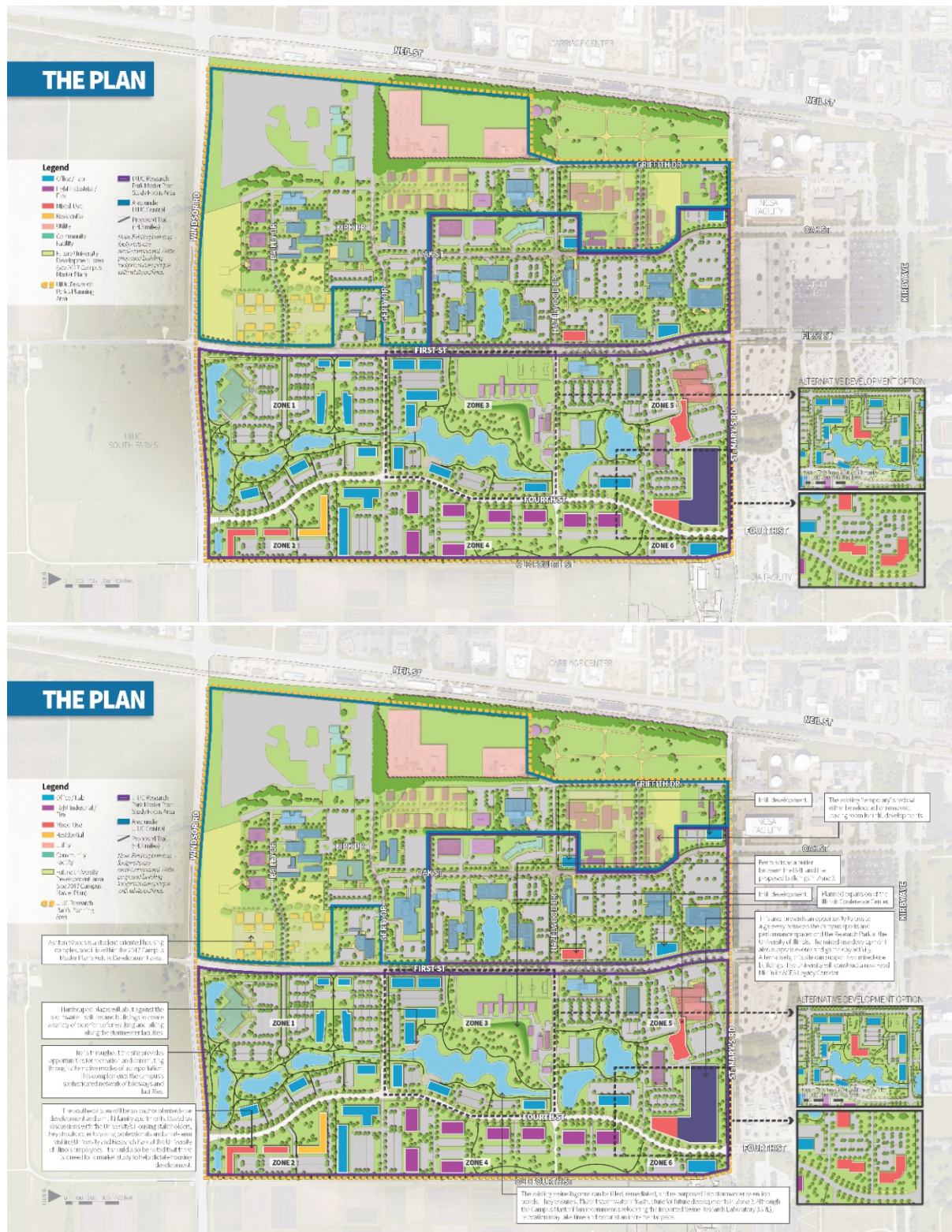


Exhibit B: Zone 1 and Zone 2 Illustration and Information

A land survey has been completed and Phase I Environmental Study

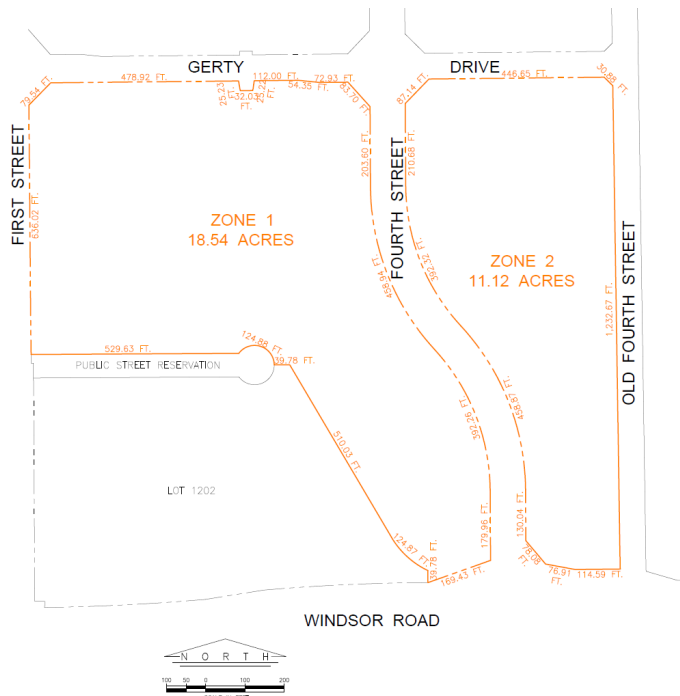


Exhibit C: University of Illinois Research Park Planning Area (from 2018 adopted Master Plan)

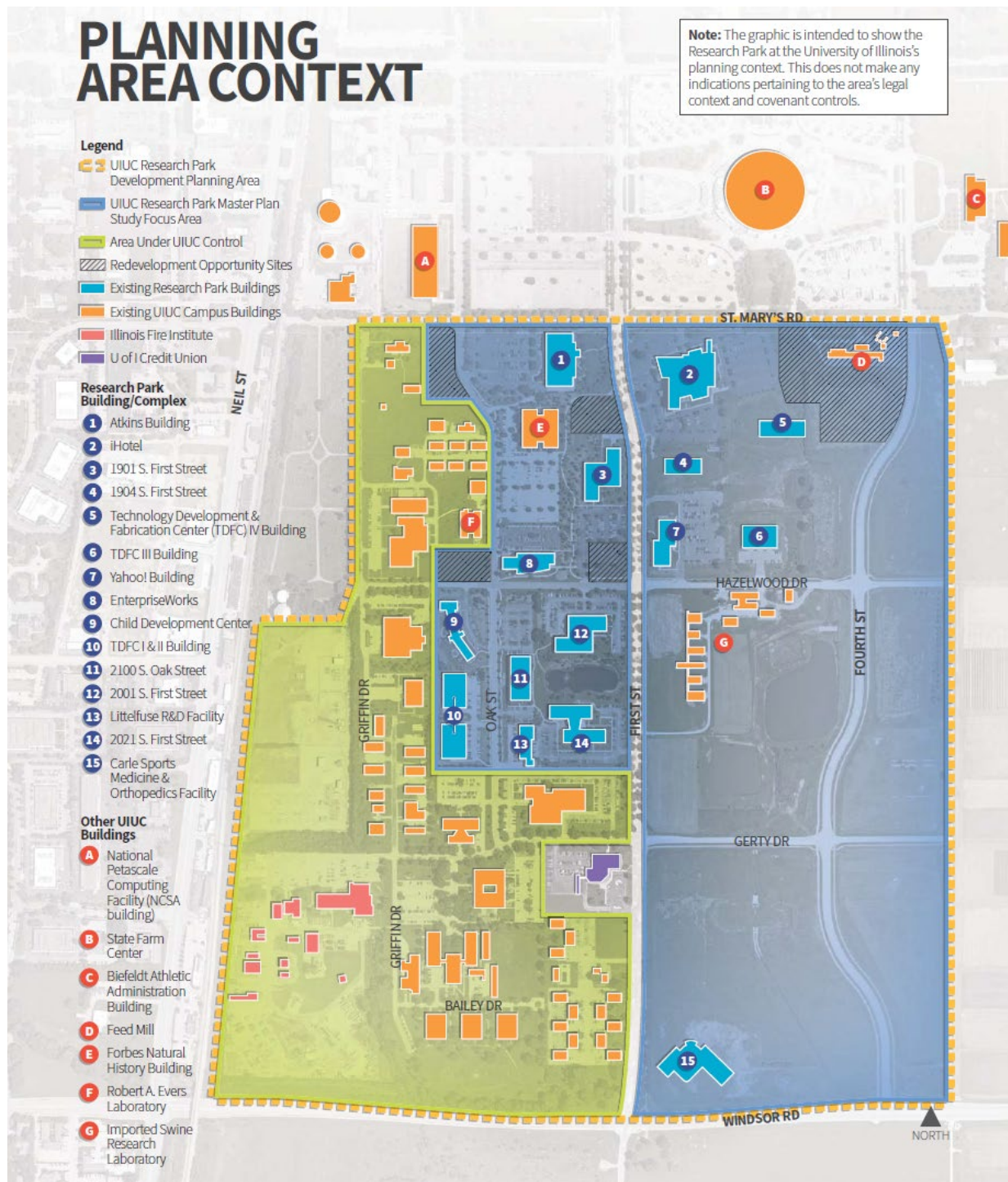
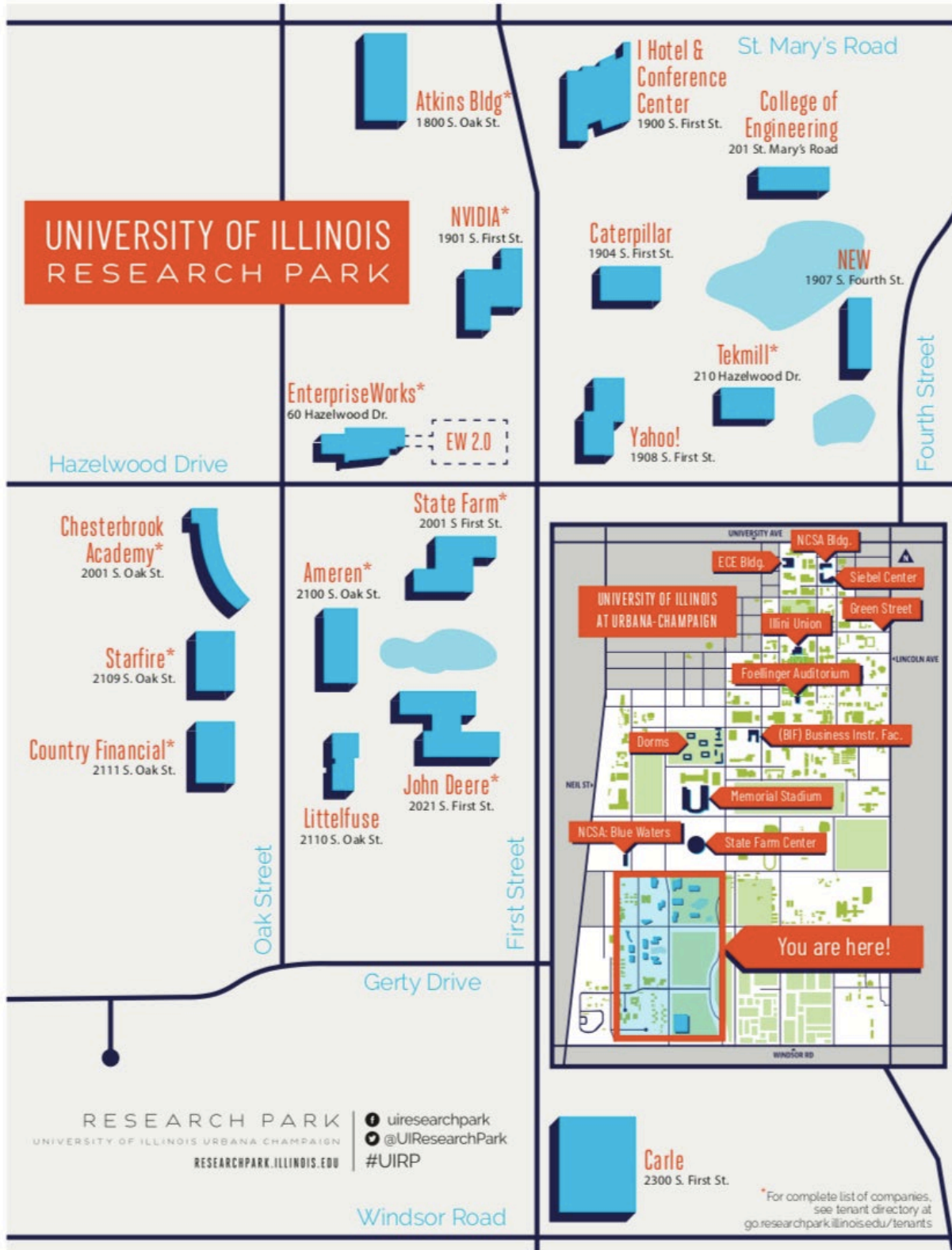


Exhibit D: University of Illinois Research Park Existing Development Map



Aerial and virtual tour of Research Park: <https://www.youtube.com/watch?v=-o8LgPTHUm4>

Exhibit E: Research Park Declaration of Covenants and Permitted Uses

The existing permitted uses as recorded in the Covenants for the Research Park include:

A minimum of seventy-five percent (75%) of the occupied floor areas of buildings developed in the Research Park, as defined in the Research Park Master Plan and shall include:

- The conduct of activities which are substantially “research”*;
- The conduct of activities which are primarily “product development”*;
- The conduct of activities which are primarily “high technology”*;
- The conduct of prototype manufacturing, carried out in support of activities enumerated above;
- The conduct of assembly of components compatible with the kind of activities enumerated above;
- The conduct of office, laboratory, marketing, service, administrative functions and other uses arising out of, or related to, or compatible with, any of the above activities and operations as long as and to the extent that such uses comply with all Legal Requirements;
- Activities clearly having a primary educational orientation; and
- Other uses requiring substantial interaction with the University in the form of agreements or contracts for University services or resources.

The Research Park also allows for twenty-five (25%) of the occupied floor areas of buildings developed in the Research Park for other complimentary “Office Uses” with the following characteristics:

- Activities that are technologically oriented;
- Service activities, including business and employee services, which are related primarily to research, development and technical manufacturing, and that would benefit Research Park occupants by being located in the Research Park; and
- Offices of high-quality companies or agencies whose location in the Research Park is deemed beneficial to the purposes of the Research Park.
- Office Uses may include the following professional services: accountants; advertising; architects; engineers; attorneys; banks; business consultants; computer consultants; data systems consultants; employment agencies; financial planning; internet providers; management consultant; travel agents; and marketing consultant.

In addition to the Permitted Uses and Office Uses, the Research Park may be used for uses, operations and functions which will serve the everyday needs of Tenants and Users of the Research Park (“Auxiliary Uses”). Auxiliary Uses shall not exceed 50,000 square feet of occupied floor areas in buildings developed in the Research Park. Auxiliary Uses are as follows:

- Small retail operations including: convenience stores, specialty stores, apparel, book store, electronics store, gift shop, or other complimentary retail options for the Research Park and professional community.

- Specialty food stores including, but not limited to: upscale food market, health and wellness food stores, bakery stores, deli shop, confectionary, ice cream parlor, seafood or meat market, or other applicable food specialties.
- Personnel services including, but not limited to: barber shop, beauty salon, dry cleaning, florist, health and fitness centers, travel services, financial services, banking, or other services that are desirable for the professional community.
- Business and entrepreneur support service offices: copy and business services center, attorney office, accounting services, professional staffing services, banking, or other relevant services for technology and research business operations.
- Educational services including daycare facilities, tutoring services, and professional and college preparatory services.
- Food service, limited to: restaurants, coffee shops, fast casual food service, food establishments with bar service, upscale wine bar or equivalent small lounge.
- Medical services: Small walk-in clinic, retail medical such as dentist, optometrist, bio-medical services, such as a tissue bank, consistent with Research Park intentions
- Residential, meeting the following conditions: units no larger than 2-bedrooms, apartments may not be rented by room.

Modifications to the Covenants may be needed to allow for all proposed types of development.

Recorded: Amended and Restated Declaration of Covenants

<https://uofi.box.com/s/76z7gz2cjinb6jc3bztnpzhddm39zm0q>

Amendment 2019: <https://uofi.box.com/s/8oto0rqkhpossqfp42unko7jaroy7m>