



REQUEST FOR INFORMATION #24RFI0117K-DB

Site Developer(s) For Fulton Industrial

For

DEPARTMENT OF REAL ESTATE AND ASSET MANAGEMENT

RFI ISSUANCE DATE: Monday, January 22nd, 2024

RFI DUE DATE AND TIME: Thursday, March 7th, 2024 at 11:00 AM

PURCHASING CONTACT: Darlene A. Banks at (404) 612-7879

E-MAIL: darlene.banks@fultoncountyga.gov

**LOCATION: FULTON COUNTY GOVERNMENT
DEPARTMENT OF PURCHASING & CONTRACT COMPLIANCE
130 PEACHTREE STREET, S.W., SUITE 1168
ATLANTA, GA 30303**

Table of Contents

SECTION 1 – INTRODUCTION AND INSTRUCTIONS	PAGE 2
1.1 PURPOSE OF THE RFI	PAGE 2
1.2 COUNTY OBJECTIVES	PAGE 3
1.3 CONTACT PERSON AND INQUIRES	PAGE 3
1.4 PROCUREMENT SCHEDULE	PAGE 3
1.5 QUESTIONS AND REQUESTS FOR CLARIFICATION	PAGE 3
1.6 OBTAINING THE RFI	PAGE 3
1.7 RESPONDENT RESPONSIBLE FOR ALL PREPARATION COSTS	PAGE 3
1.8 ASSISTANCE TO INDIVIDUALS WITH A DISABILITY	PAGE 4
1.9 CONFIDENTIAL INFORMATION	PAGE 4
1.10 GEORGIA OPEN RECORDS ACT	PAGE 4
 SECTION 2 – BACKGROUND AND OBJECTIVE INFORMATION	 PAGE 5
2.1 GOAL AND BACKGROUND INFORMATION	PAGE 5
2.2 SITE INFORMATION	PAGE 7
2.3 VISION AND EXPECTATIONS	PAGE 9
2.4 INFORMATION REQUESTED	PAGE 9
 SECTION 3 – RESPONSE FORMAT AND CONTENT	 PAGE 10
3.1 RESPONSE PREPARATION INSTRUCTIONS	PAGE 10

SECTION ONE INTRODUCTION AND INSTRUCTIONS

1.1 PURPOSE OF THE RFI



Figure F.1 County Owned Sites
15.2 Acres Available for Development on Fulton Industrial Blvd

Fulton County, Georgia (“County”) is soliciting a Request for Information (“RFI”) to determine market interest in developing one or more County owned sites totaling approximately 15.2 acres (+/-) on Fulton Industrial Boulevard (“FIB”). The available properties are mapped in Figure F.1 above. The County believes that these properties are best considered as clusters of assembled parcels, comprising three distinct development sites (“sites”). Developers who may be interested in developing one or more of these sites should respond to this RFI.

This is a Request for Information (RFI) only. The information, data, comments, or reactions obtained may be used as research for a future solicitation. This RFI is issued solely for information and planning purposes and does not constitute a Request for Proposal (RFP) or a promise to issue an RFP in the future.

The issuance of the RFI does not commit the County to contract for any services. Not responding to this RFI does not preclude participation in any future RFP or other procurement solicitation, if any is issued. If the County decides to issue a solicitation for commodities or services, the procurement will be conducted in accordance with Fulton County Government Procurement laws, rules, and guidelines.

If the County decides to issue a solicitation for commodities or services, the procurement will be conducted in accordance with Fulton County Government Procurement laws, rules, and guidelines.

The County will review all responses received

1.2 COUNTY OBJECTIVES

The following are the County Objectives for this project:

1. To determine the market demand and financial feasibility for development on the County owned sites along FIB.
2. To determine the potential uses of County owned sites along FIB.
3. To determine the market demand for a public/private partnership model that will result in the highest use of the sites.
4. To determine the market impression and limitations for new or re-development along FIB.

1.3 CONTACT PERSON AND INQUIRIES

Information regarding the bid or bid requirements, either procedural or technical, may be obtained by submitting questions to:

Purchasing Contact Name: Darlene A. Banks

Email: darlene.banks@fultoncountyga.gov

Phone: (404) 612-7879

1.4 PROCUREMENT SCHEDULE

The following is the procurement schedule for this project and will be strictly adhered to.

EVENT	DATE
RFI Issued	<i>January 22, 2024</i>
Deadline for Submission of Questions and Requests for Clarification by 4:00 P.M.	<i>February 21, 2024</i>
Deadline for Submission of Responses	<i>March 7, 2024</i>

1.5 QUESTIONS AND REQUESTS FOR CLARIFICATION

Respondents may submit requests for clarifications or interpretations regarding this RFI. Respondents must submit such requests through BidNet Direct for the County's consideration as set forth in this section of this RFI.

The County will not respond to requests, oral or written, received after **February 21, 2024 at 4:00P.M.**, local prevailing time. All responses to written requests for clarification, interpretation, or additional information will be distributed as addenda to this RFI and posted on BidNet Direct website.

1.6 OBTAINING THE RFP

In order to obtain complete information about this solicitation, please click the link below where this document and supporting documents can be downloaded, <https://www.bidnetdirect.com/georgia/fultoncounty>.

1.7 RESPONDENTS RESPONSIBLE FOR ALL PREPARATION COSTS

Respondents are responsible for all costs associated with the preparation, submittal, and

presentation of their response to this RFI.

1.8 ASSISTANCE TO INDIVIDUALS WITH A DISABILITY

Fulton County does not discriminate on the basis of disability in the admission or access to its programs or activities. Any requests for reasonable accommodations required by individuals to fully participate in any open meeting, program or activity of Fulton County Government should be directed to Mario Avery, Contract Compliance Administrator at (404) 612-6307 or email: mario.avery@fultoncountyga.gov.

1.9 CONFIDENTIAL INFORMATION

If any Proposal contains technical, financial, or other confidential information that the Respondent believes is exempt from disclosure, the Respondent must clearly label the specific portions sought to be kept confidential and specify on what the exemption is based. The County, at its sole discretion and subject to applicable law, will determine whether such exemption applies. The County has sole discretion to make such determination regarding the disclosure of information, and by responding to this RFI, Respondents waive any challenge to the County's decisions in this regard.

Notwithstanding the foregoing, Respondents recognize and agree that the County, its staff, and its Consultants will not be responsible or liable in any way for any losses that the Respondent may suffer from the disclosure of information or materials to third parties.

1.10 GEORGIA OPEN RECORDS ACT

The Georgia Open Records Act, O.C.G.A. Section 50-18-70 et seq., applies to this Agreement. The Consultant acknowledges that any documents or computerized data provided to the County by the Consultant may be subject to release to the public.

SECTION TWO GOAL AND BACKGROUND INFORMATION

2.1 GOAL AND BACKGROUND INFORMATION

Fulton County seeks to stimulate new investment and services on Fulton Industrial Boulevard, with a focus around the Fulton County Executive Airport and Interstate 20, through the strategic redevelopment of County owned properties. The County seeks Developer(s) that will plan, design, and direct the development of the parcels owned by Fulton County. The developer(s) should communicate a clear vision that aligns with the area and uses creative strategies to execute the project(s). The Respondents must also demonstrate their experience, capability and financial capacity to guide redevelopment of the interested parcels.

Area: The Fulton Industrial Boulevard district is a nine square mile area located in southwest Fulton County, Georgia. It is roughly bordered by the Chattahoochee River to the West, Donald Lee Hollowell to the north and Campbellton Road to the south. The district is located along and near major transportation nodes like I-20 and I-285, as well as proximity to the Hartsfield-Jackson Atlanta International Airport, the City of Atlanta and other Metro Atlanta markets.

Area Economy: The Fulton Industrial Boulevard area represents one of the largest concentrations of industrial and aviation activity in the Southeast, with nearly 54 million square feet mostly industrial commercial real estate and home to third-busiest airport in metro Atlanta. Representing over 1,000 businesses located on the corridor, the District represents \$2.4 billion in annual payroll with a workforce of over 28,200 employees. The major industrial employment sectors are Manufacturing, Wholesale Trade, Transportation/Warehousing and Food and Beverage industry cluster. Brand name companies make up many of the District's largest employers such as Amazon, the United Parcel Service and Gatorade PepsiCo. New industrial development is continuing along the corridor given the strong performance of the current market as reflected in the table below.

Table T.1 Fulton Industrial Boulevard – Industrial Real Estate Quick Facts

Fulton Industrial Boulevard Industrial Real Estate Quick Facts	
Inventory	55,000,000 square feet
Vacancy Rate	6.3% available
New Deliveries Q3 2022 – Q3 2023	1,200,000 square feet

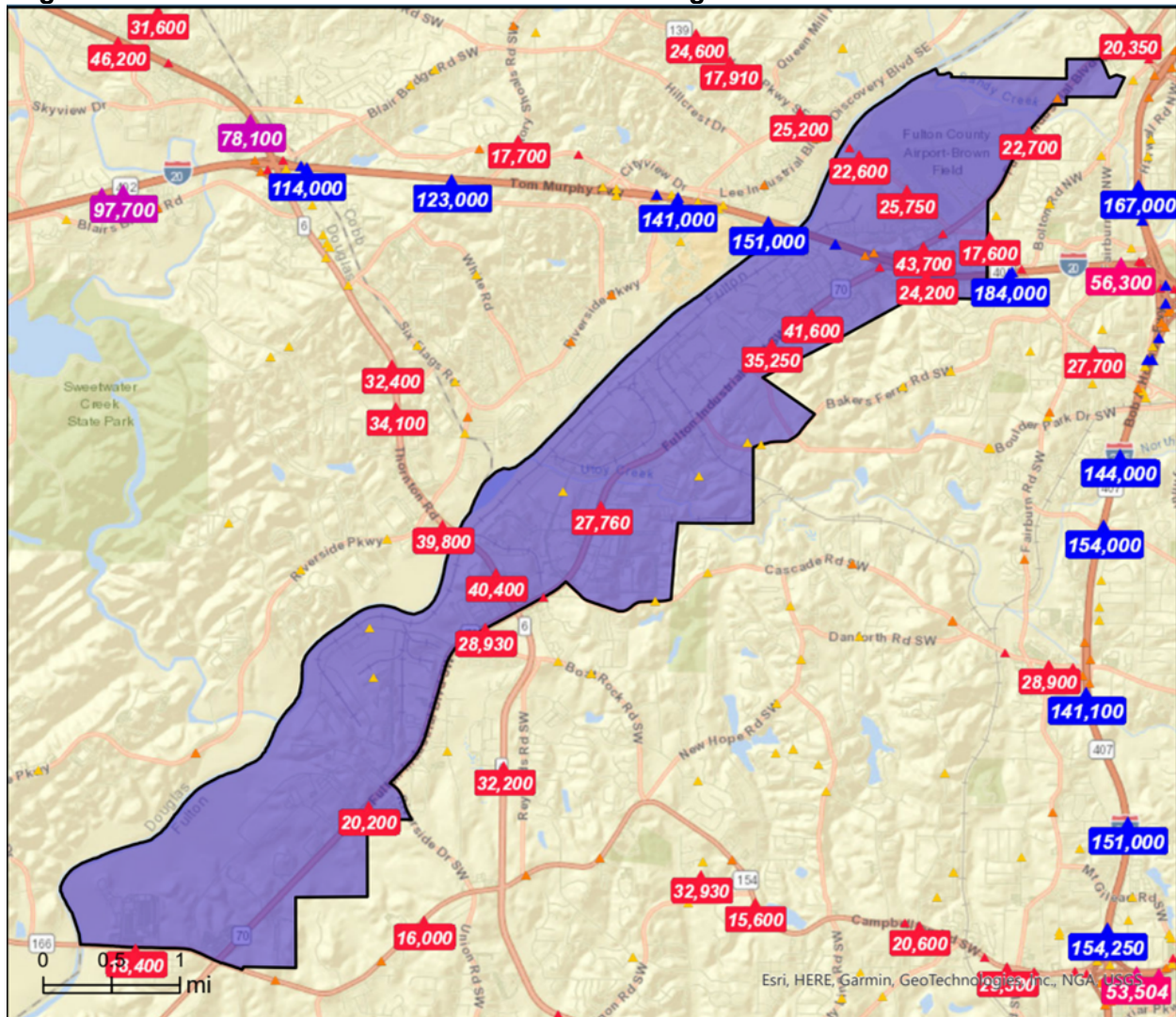
Source, CoStar, Inc, Q1-2024

Recent new growth in the District has spurred the need for redevelopment and new services to accommodate growth. Much of this growth occurring in the last five years with over 5.4M square feet of additional commercial space already developed or under construction.

The District's strong economic activity is also reflected in the high traffic volumes along and crossing through the area. With a majority of the areas daily traffic entering from Interstate 20 and 285 along the north, State Route 6 in the middle and State Route 154 on the south.

See Figure F.2 below.

Figure F.2 Fulton Industrial Boulevard Area – Average Traffic Volume



Despite the number of local employees and high traffic counts, the area lacks retail options. The area includes less than 500,000 square feet of retail space with a less than one percent vacancy rate. Retailers have been hesitant to consider locating along the corridor due to crime and the perception of crime. Since purchasing five the corridor's hotels, crime has decreased substantially and continues to decrease.

Area Public-Private Investment: Fulton County along with partners like the Georgia Department of Transportation and the Boulevard CID have collectively invested billions in the last 10 years to transform the corridor. These include corridor landscaping and streetscaping, regional public safety initiatives, freight transportation studies and gateway art projects. See more: <https://boulevardcid.org/projects/>. The current phase of County led redevelopment efforts associated with the airport and surrounding industrial areas have been branded "Renew the District." It includes over \$150 million of new investments in the corridor, to include commercial

revitalization, expansive development in the Executive Airport Area and new world class facilities for both the County animal shelter and a public safety. The successful Respondent will build on these investments to catapult the corridor beyond its current potential.

Fulton County Executive Airport: The Executive Airport sits 1-mile north of the available properties, is the closest regional airport to downtown Atlanta and provides easy access to all parts of the Metro Atlanta region. It serves many of the city's premier corporate clients and is one of only two airports in the area with a 24/7 FAA control tower. With 100 permanently based aircraft for many Atlanta based Fortune 500's such as Home Depot, Coca-Cola and most recently Norfolk Southern. Over 1,200 employees support the 164 operations (takeoffs or landings) that occur every day at the airport or about 65,000 annually. The Executive Airport is also finalizing a Comprehensive Master Plan Update that will position it for over \$100 million in new -public and private investment to modern and expand airport operations. The Executive Airport has also conducted a recent Visioning Study that reflects a template for development on the 51.6 (+/-) acres of Airport-owned properties that will be made available for development at a later date.

2.2 SITE INFORMATION

Figure F.3 Fulton Industrial Boulevard - County Owned Property



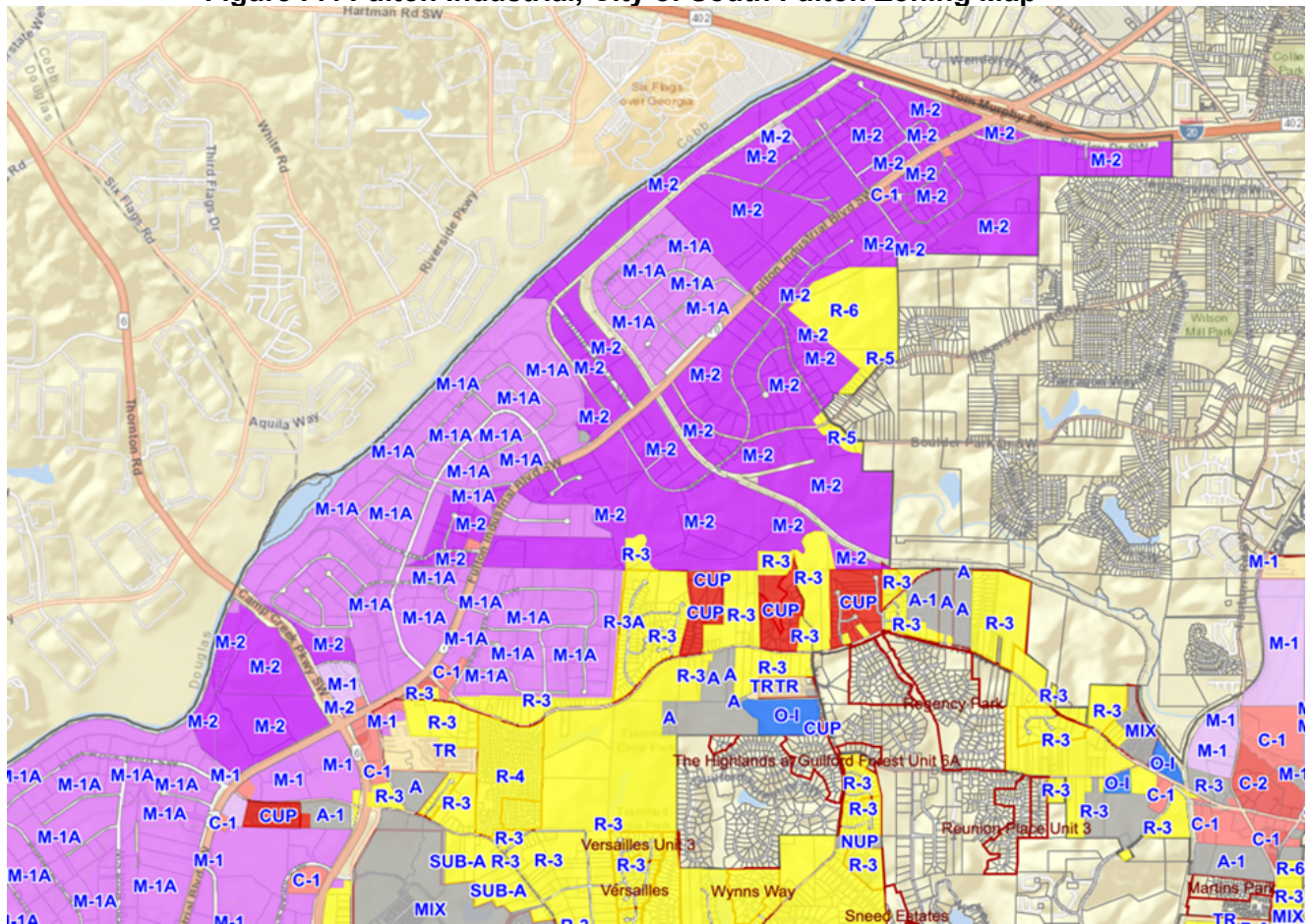
Parcel #	Parcel ID	Address	Acreage
1	14F0056 LL0306	4430 Frederick Dr. SW	2.1
2	14F0052 LL0961	305 Fulton Industrial Circle	5.3
3	14F0052 LL0979	301 Fulton Industrial Circle	2.8
4	14F0052 LL0599	4336 SW Fulton Industrial Blvd	0.9
5	14F0052 LL1134	4334 Fulton Industrial Blvd	0.5
6	14F0052 LL1142	4330 Fulton Industrial Blvd	3.6
			15.2 Total

To stimulate redevelopment along Fulton Industrial Boulevard, Fulton County has deliberately acquired six develop-able properties totaling approximately 15.2 (+/-) acres. In its acquisition strategy, the County targeted blighted properties, including dilapidated hotels and other vacant properties, concentrated around the District's major intersection at Fulton Industrial Boulevard and Interstate 20. These have historically been a source of nuisance and criminal activity along the corridor. The availability of the properties can be creatively marketed with other incentives at the County's disposal, which include among others: a relationship with the Fulton County Development Authority; and forthcoming Georgia Opportunity Zone designations.

The properties were recently annexed into the City of South Fulton, who will have planning and zoning authority for any future development. All available properties fall under M-2 zoning, Heavy Industrial District. Though given the properties act as a gateway to FIB, there is strong support for rezoning that maximizes the usefulness of the properties. More details on the City of South Fulton zoning ordinance - https://www.cityofsouthfultonga.gov/DocumentCenter/View/4520/COSF_Final-ZONING-ORDINANCE. Most properties have their original commercial structures on site to allow for adaptive reuse opportunities. However, complete tear downs and new development on the properties to accommodate a modern use are also desired. The County is currently receiving bids for demolition of existing site improvements on each parcel and plans to deliver the sites clean from demolition.

For the purposes of this RFI, the County considers each cluster of parcels as a single site. Parcel 1 is its own site (2.1 acres), parcels 2 and 3 comprise the "Fulton Industrial Circle" site (8.1 acres), and parcels 4, 5, and 6 comprise the "I-20" site (5 acres). The County intends to use this RFI process to qualify developers or development teams for each site. Development teams may respond to the RFI for one or more sites.

Figure F.4 Fulton Industrial, City of South Fulton Zoning Map



2.3 VISION AND EXPECTATIONS

The goal of the County is to form public-private partnerships to stimulate new investment and services on FIB, by revitalizing the strategically acquired County properties with quality commercial development. Under the brand “Renew the District”, the County and its private partners are planning to invest \$180million into the redevelopment of Fulton Industrial Boulevard and the Fulton County Executive Airport area. <https://fultoncountyga.gov/renewthedistrict>.

This County led effort brings renewed energy to the District through a long term plan and funding of the Executive Airport, modern public facilities and services, and the redevelopment of the properties along this corridor. To make the vision of “Renew the District” come true.

The County does not intend to donate or indiscriminately award the properties to an interested developer. Rather, developer(s) should serve as true collegial partner(s) with the County, creatively developing projects that involve making responsible and sustainable development.

2.4 INFORMATION REQUESTING

The County is requesting information to on companies, their impression of the Fulton Industrial Corridor, Potential Uses of the Sites and current Market and Transaction Information.

SECTION THREE RESPONSE FORMAT AND CONTENT

3.1 RESPONSE PREPARATION INSTRUCTIONS

All submittals (requested information) will be received by the Department of Purchasing & Contract Compliance electronically through BidNet Direct at <https://www.bidnetdirect.com/georgia/fultoncounty> on or before **Thursday, March 7th, 2024 at 11:00 A.M.**, legal prevailing time. All submitted responses will be electronically time and date stamped at the time all documents are uploaded and received. The due date can be changed only by addendum.

Respondents are asked to provide a response in the following format:

A. Company Information

Respondents are asked to provide the following information:

1. What is the name of your organization?
2. Who is the Single Point of Contact to respond to this RFI and any subsequent RFP
3. s? Please include email and phone number.
4. How long have you been in business?
5. What is your core business (e.g., industrial developer; retail owner)

B. Corridor Information

Respondents are asked to provide the following information:

1. Are you interested in this area, generally for development over the next five years?
2. If you are not interested, what would make you interested?
3. What do you see as the area's core strengths?
4. What do you see as the area's core weaknesses?

C. Potential Uses

Respondents are asked to provide the following information:

1. Which of the available sites interests you (answer for all that apply)?
2. What type(s) of uses would you build on the sites you are interested in?
3. What scale of development and/or end users would be most successful on the site(s) you have identified?
4. How would you phase development of the three sites?

D. Market and Transaction Information

Respondents are asked to provide the following information:

1. What is your perspective on where we are in the market cycle for your core business? Are you actively looking for short-term opportunities, waiting to see market changes, finishing projects?
2. What is your projected timing for new development?

3. What is most impacting your perspective on market conditions (e.g., construction costs, financing costs, access to capital, other)?
4. The County is interested in disposing of these sites either through a long-term ground lease or some other mechanism that provides future site control in the event that businesses fail. It does not want to be in the position of having to repurchase these sites in 20-40 years. Similarly, it must obtain a fair market value for the sites, but could do so through future ground lease participation rents, if needed. Would you be able to work creatively within these parameters to achieve a mutually beneficial commercial close? Is there anything that the County should know about your needs related to the transaction structure before drafting the RFP?

E. Other Considerations

Respondents are asked to provide the following information:

1. Are there other issues or key terms that the County should consider in drafting the subsequent RFP for these sites?
2. Please attach and include any relevant renderings or plans you would like to submit at this time.