

Roane State Community College Foundation

Request for Development Proposals

DATE ISSUED: No later than May 1, 2025

PROPOSAL DUE DATE: June 13, 2025



COMMUNICATIONS

Since 1979, Roane State Community College Foundation (dba Roane State Foundation) has been on a mission to strengthen communities and eliminate barriers to student success. With the help of hundreds of donors and supporters, the Foundation provides financial support to students and programs on nine Roane State Community College campuses across ten counties of East Tennessee.

In 2016, a generous donor and supporter of the college provided an 82.5 acre parcel adjacent and contiguous to the main Roane State Campus in Harriman, TN. The intent of this donation was for the parcel to help achieve two goals:

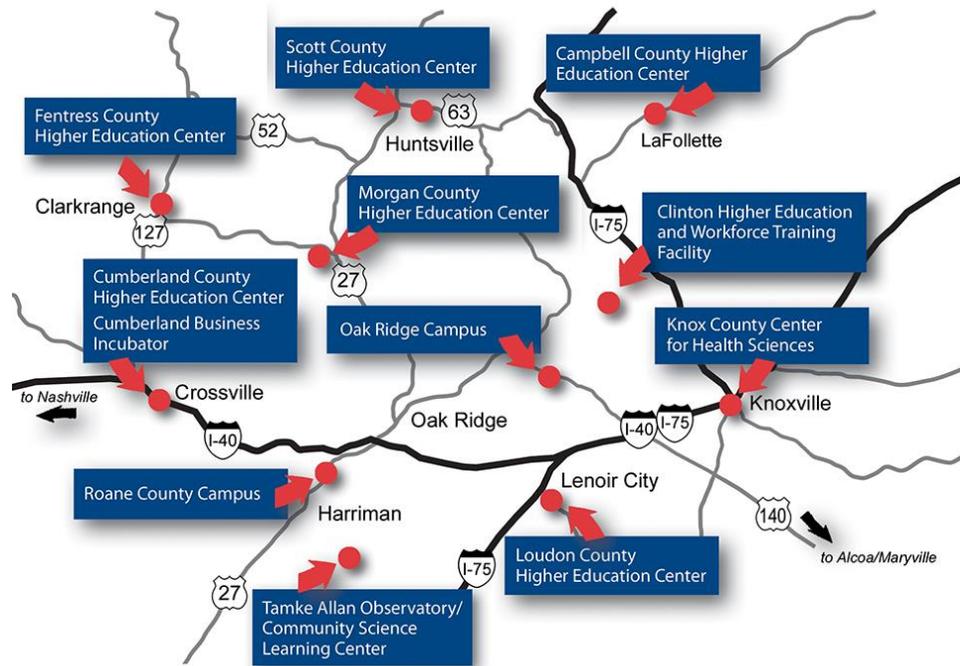
- The parcel will be developed in a manner consistent with and supportive of the mission and programs of the college.
- The parcel will be developed so that the proceeds from the sale of the property enhance and support the mission of the Roane State Foundation.

This Request for Proposals will help achieve these two goals.

All communication of any nature with respect to this RFP shall be addressed to the Roane State Foundation ("RSF") representative, as identified in this RFP. With the exception of communications with the designated RSF representative, prospective firms and their staffs are prohibited from communicating with RSF board members or staff regarding this RFP or submittals from the time the RFP is released until the selection results are publicly announced. Violation of this provision may lead to disqualification of the firm's proposal for consideration.



The College and the Foundation



Roane State Community College

Roane State Community College is a comprehensive, public, two-year postsecondary institution serving the higher education needs of a wide-ranging eight-county service area, which includes Roane, Anderson, Campbell, Cumberland, Fentress, Loudon, Morgan, and Scott counties and expands to include Knox and Blount counties for the delivery of a broad range of health science programs. Roane State provides staffed teaching locations throughout the service area and multiple teaching delivery modes and distance education technologies to accommodate the learning needs of students balancing multiple priorities in the pursuit of their educational goals.

The college awards the Associate of Arts, Associate of Science, or Associate of Science in Teaching degree for students who wish to transfer to a four-year institution and provides career education for Associate of Applied Science degree or Technical Certificate graduates to enter the workforce. Roane State also upgrades employee skills with a wide range of continuing education and workforce development training offerings, provides several pathways to postsecondary education for high school students, and brings cultural, educational, and recreational opportunities to its communities.



Regardless of their program of study, Roane State students are provided a sound foundation in critical thinking and communication skills. Additionally, curriculum and learning experiences are designed to broaden students' understanding and respect for diverse ideas and cultures, encourage civic engagement and service, develop a sense of the global community, and prepare students for 21st century technologies.

Fast Facts:

- Enrollment Census: 5,018 headcount, 3,284 FTE for fall 2023
- Student-Faculty Ratio: 19:1
- Graduates: 978 during 2023-24 academic year
- Roane State Alumni: 26,397 as of May 30, 2024

Roane State Community College Foundation

The Roane State Community College Foundation is a 501(c)3 independent non-profit organization founded in 1979 with a 25-member board of directors and a contingent of full-time professional staff wholly dedicated to the support of students and programs at Roane State Community College. The more than \$30 million in endowment and investments of the Foundation is the largest among community colleges in Tennessee and regularly supports approximately 500 students by providing an estimated \$500,000 in scholarships and other aid, each year.

Vision Statement

RSF's vision is to mobilize resources and partnerships to enable Roane State Community College to be the premier learning institution that transforms lives, strengthens community, and inspires individuals to excellence in our service area.

Mission Statement

RSF's mission is to maintain and enhance the quality of life, including economic development, in Roane State's service area by developing friends and funds for the support of educational, cultural, and service goals of Roane State Community College.

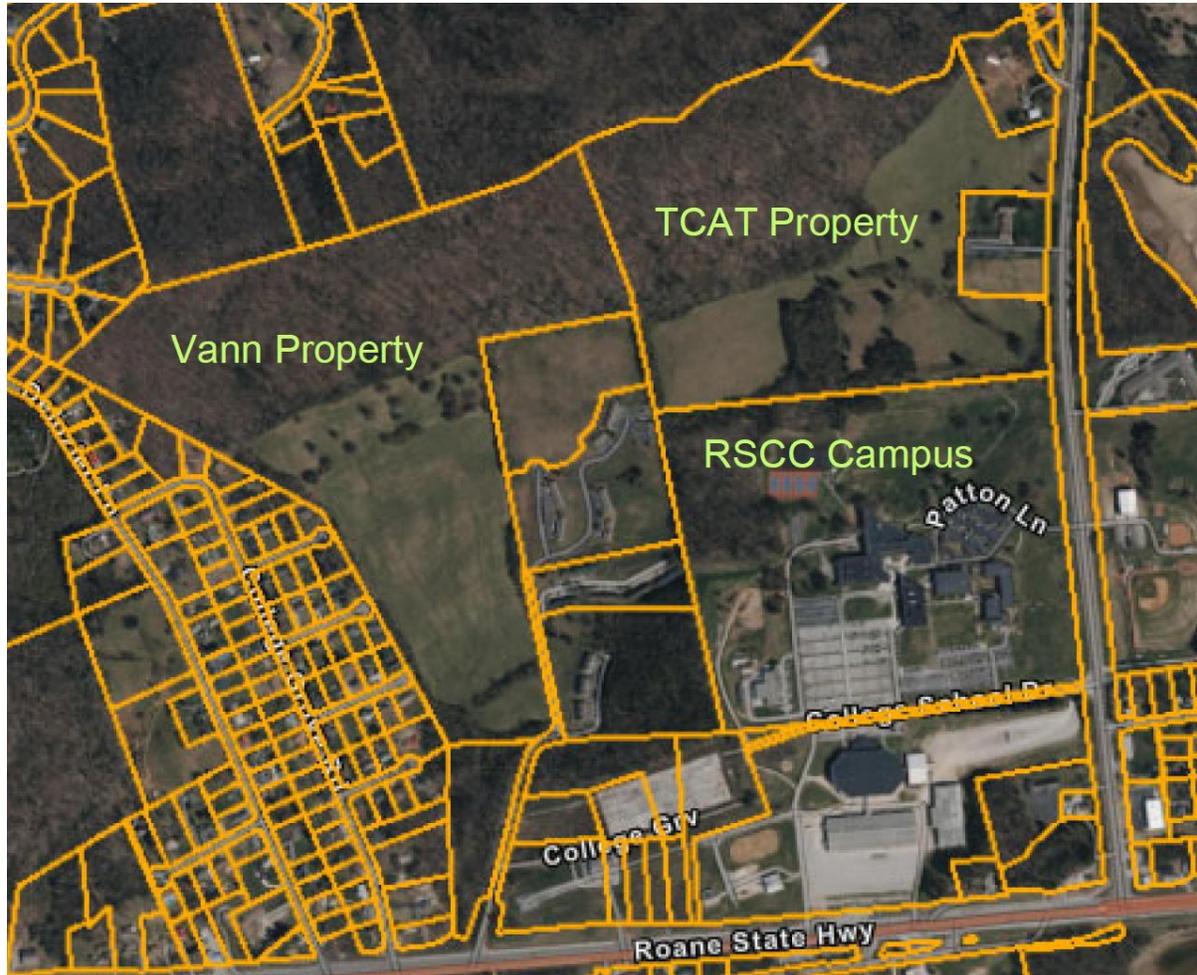
Core Values

- Good Stewardship – Be efficient and accountable with the Foundation's resources.
- Access – Provide an open door to any and all to help students achieve their higher education goals.
- Excellence – Support the college's efforts to produce a high-quality workforce that drives the region's economic growth and development.
- Collaboration – Nurture and leverage partnerships to enhance the educational environment in the service area.
- Advocacy – Be champions for life-long education.



The Opportunity

RSF is the fee simple owner of 82.5 acres west of and contiguous to the main campus in Harriman (the “Vann Property”). This parcel is also contiguous to the TN Center for Applied Technology (TCAT) center under construction in the same area.



The vision developed by RSF is for this property to be developed by the private sector. It should be noted that RSF does not intend to develop this property themselves. The intent is for the RSF Board to consider proposals that meet both of the following criteria:

- The parcel will be developed in a manner consistent with and supportive of the mission and programs of the college.
- The parcel will be developed so that the proceeds from the sale of the property enhance and support the mission of the Roane State Foundation.

It should also be noted that the parcel does not have to be developed in its entirety or by a single developer. However, it is the desire of the RSF Board to have the entire parcel developed appropriately and in a timely fashion; therefore, a single developer or teaming arrangements that can develop the entire parcel, even if it is for multiple uses, will be given preference.

The RSF board prefers the following types of development:

1. Manufacturing or other job producing commercial development that heavily utilizes current students or graduates;
2. Affordable student housing;
3. Additional educational facilities (elementary, middle, high school);
4. Workforce training facilities; and
5. Emergency medical facilities.

These types of development are *not specifically prescriptive* but represent the type of development envisioned. The intention is to transform vacant property to developed property compatible with the college in a manner supportive of the Foundation.

Within each proposal, the RSF Board desires for each proposer to give consideration to the following general development tenants:

- **Community amenities:** include amenities that will be attractive to the community as a whole;
- **Landscaping:** include attractive landscaping, sidewalks, pathways, etc. to provide a beautiful setting for pedestrians, bicyclists, and others;
- **Connectivity:** emphasize connectivity from the proposed development to both the RSCC and TCAT campuses; and
- **Safety:** include proper lighting and other enhancements to promote a safe environment.



Proposal Characteristics

The RSF is interested in selling an attractively priced, developable parcel(s) in order to foster construction of the most desirable projects as described above. Proposals must comply with requirements of the existing zoning district and will be evaluated for both compatibility with RSCC mission and programs as well as benefit to the Foundation based on considerations outlined below. Considerations are in general order of importance to RSF evaluation.

1. **PLAN/DESIGN:**

- **VISION COMPLIANCE:** must be in accordance with the spirit and intentions of the adopted Vision for the parcel;
- **PLANNED USES:** assure that too much land isn't used for too-little development, therefore limiting what else can be developed in land limited parcel; and
- **DESIGN/PLAN:** architectural quality and creativity; innovation; indigenous or uniquely Roane County aspects of development plan; sustainable and/or environmentally beneficial projects desirable; generation of student employment or student benefit.

2. **FINANCIAL AND DEVELOPMENT IMPACT OF PROPOSAL:** value to RSF programs and student support.

3. **TEAM:** Qualifications, completion of comparable projects and financial capacity of team; strong teaming arrangements.

4. **USE OF ENTIRE PARCEL:** A proposal or teaming arrangement that uses the entire parcel for desirable development will be given higher consideration.

5. **TIMELINESS:** All other things being equal, a proposal with a more aggressive timeline will receive more consideration.

6. **OTHER:** Considerations unique to proposal, not addressed by those above.

Notice of intent to negotiate a "claw back" provision in any sales agreement:

While the RSF Board does not desire to be overly prescriptive of the type of development that meets the requirements of this Request for Proposals, the Board is desirous of a proposal that has a reasonable development timeline and an expectation of following the submitted proposal. As part of the sales agreement, the Board will include a claw back provision that permits the Board to repurchase the property at an agreed upon price should the developer fail to meet the standards or timeliness as outlined in their proposal.

RSF may accept one or more proposal(s), negotiate proposed terms, reject all, delay and re-request at a future date, or take any action deemed in its sole and absolute discretion, beneficial to the successful long-term development of the property and the best interests of the College, Foundation and community.



PROCESS/SCHEDULE

ADVERTISEMENT/RELEASE OF RFP	May 1, 2025
PRE-PROPOSAL MEETING (Non-mandatory, but highly recommended)	The RSF will conduct a non-mandatory preproposal information meeting on May 12, 4-6pm with a brief presentation at 5pm, at the RSCC Roane County campus in Harriman, TN. At this meeting, RSF representatives will discuss vision, property information and proposal expectations, as well as answer questions. <u>All questions, answers and meeting materials will be posted on RSF website.</u> The RSF requests an attendance RSVP via email to FoundationDept@roanestate.edu . Questions may be submitted any time between May 1 – June 13, 2025.
DEADLINE FOR QUESTIONS	Questions emailed to FoundationDept@roanestate.edu , by 5pm on June 6, 2025, will be answered via posting on the RSF website.
DUE DATE AND TIME FOR SUBMITTALS	Submittals must be received by RSF NO LATER THAN: 3:00pm, June 13, 2025.
INTERVIEWS WITH SHORT-LISTED TEAM(S)	TBA as needed (most likely between June 16 – July 23, 2025)
ANNOUNCEMENT OF TEAM(S) SELECTED TO NEGOTIATE FINAL TERMS OF SALE	Within 30 days of final short list interviews and no later than August 29, 2025

PROPOSAL SUBMISSION: submittal should be on 8.5” x 11” paper, with maps, illustrations, etc. allowed on up to 11” x 17.” Include **SIX PRINTED COPIES and ONE ELECTRONIC PDF FILE** (on thumb drive) and submit in a sealed envelope.

DELIVERY: proposals should be addressed or hand delivered to:

RSF Property Committee
 c/o John Owings, General Counsel
 Owings, Wilson & Coleman
 900 S. Gay St., Suite 800
 Knoxville, TN 37902-1800

Please use attached form to provide information describing your proposal.



SUBMITTALS MUST BE RECEIVED NO LATER THAN: 3:00pm, June 13, 2025.

RSF Property DEVELOPMENT PROPOSAL FORM

DEVELOPER/PROPOSING ENTITY: _____

CONTACT PERSON/INFO:

NAME: _____

PHONE NUMBER: _____

EMAIL: _____

MAILING ADDRESS: _____

WEBSITE: _____

CONFLICT OF INTEREST: State any conflicts of interest your firm or any key team member may have with this project, RSCC or RSF. _____

Signature: _____

Type signatory name: _____

(2-side copy equals two pages re page limits below)

1. **BRIEF DESCRIPTION OF PROPOSAL** (one-half page maximum) To include general type of land use(s), size, nature of development, etc.
2. **QUALIFICATIONS OF DEVELOPMENT TEAM** (ten page maximum)
 - a) **Team members:** all firms and/or key individuals
 - b) **Lead staff/Project Executive**
 - c) **Project Manager** (if different than lead staff/project executive)
 - d) **Relevant Team Experience:** of firm(s), and key staff
3. **PROJECT DETAILS** (fifteen page maximum)
 - a) **Uses/Quantity:** Describe types of uses, quantities of square footage, site amenities, etc.
 - b) **Plan/Architecture:** Describe and illustrate site plan, architectural style of concept, building construction type, heights, lot coverage, etc. Site plan should include preliminary building footprint, parking, site amenities, etc. Attach conceptual drawings of site plan and



buildings, including elevations; with renderings preferred. ***Detailed design or engineering is not expected at this stage.***

c) **Schedule** (three page maximum)

Provide projected dates for completion of:

- Property purchase;
- Design development plans completion;
- Final construction document completion/Building permit application;
- Start of construction; and
- Completion/occupancy.

4. **FINANCIAL CAPABILITIES** (two page maximum)

- a) Provide preliminary description of financial capabilities of developer/team, as well as expectations for project financing; and
- b) Developers will be required to provide lender commitment, financial statements, and/or other proof of financial capability prior to final selection and contract execution.

5. **PROPOSED PURCHASE PARCEL(S) OR AREA** (two page maximum) Specify acreage or portions. Parcel may be re-subdivided or combined in any way, per project need. Include map highlighting proposed property boundaries.

6. **FINANCIAL PROPOSAL** (five page maximum)

- a) Offer price; and
- b) Contingencies

Additional supporting materials may be included in your submittal but will not necessarily be considered in review and preliminary decision-making.

INTERVIEWS:

Highest rated proposal teams may be invited for interviews by RSF. Upon selection/ approval of proposal, RSF will engage with proposer in contract negotiations for terms and conditions of property sale, transfer and development.

As you review this Request for Proposals, consider it a starting point for working together. RSF acknowledges that a large part of a developer's success is based on ingenuity, imagination, flexibility and relationships. We look forward to seeing your ideas, concepts and creativity manifested in projects that are economically viable and profitable for you as the developer.

