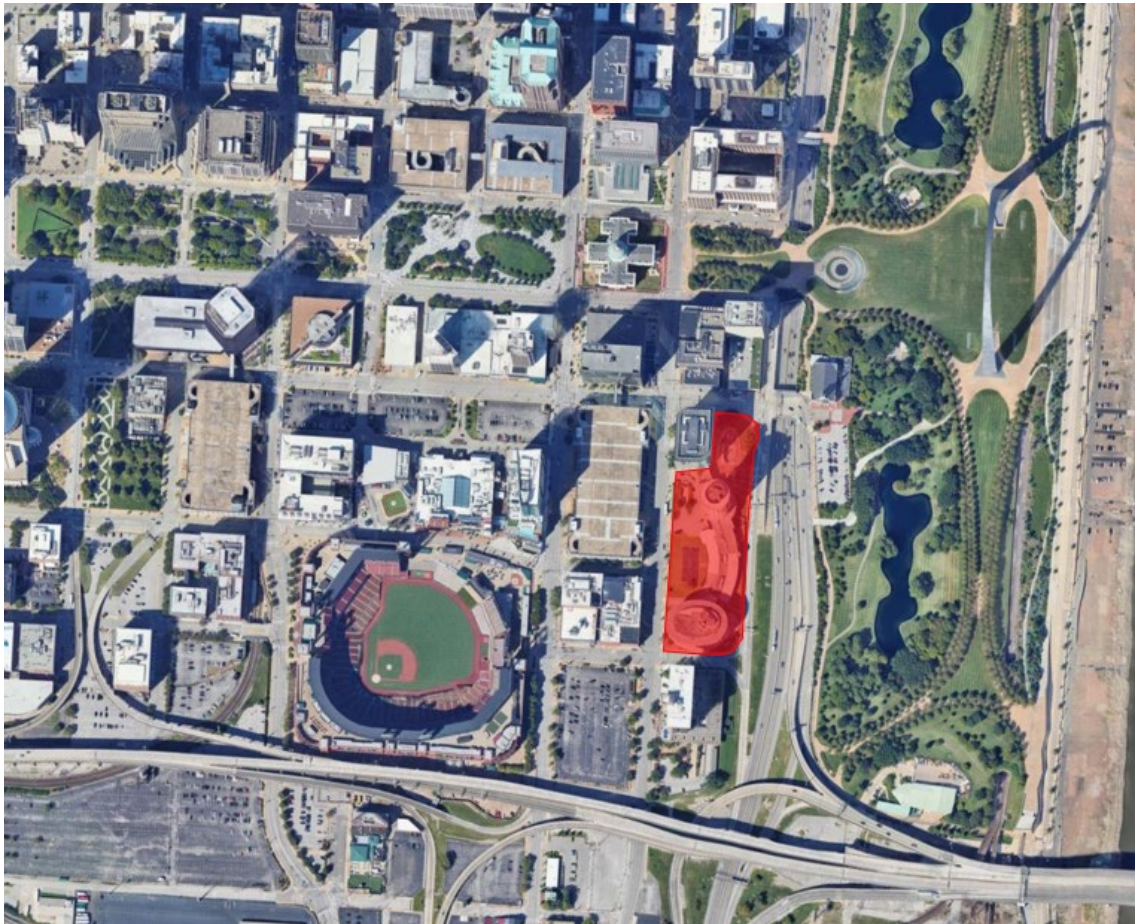




GATEWAY ARCH PARK
FOUNDATION

Request for Proposals

**200 South 4th Street
Saint Louis, MO 63102**



**Submissions Due:
January 13, 2025 by 3:00 PM CST**

Please direct all inquiries concerning this RFP to:
Owner's Representative for Gateway Arch Park Foundation
Attn: Vern Remiger



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Project Summary

Gateway Arch Park Foundation (GAPF), the 501(c)(3) nonprofit conservancy and official philanthropic partner of Gateway Arch National Park and its surrounding areas, is seeking information from qualified firms for the opportunity to redevelop the former Millennium Hotel site located at 200 South 4th Street in the Downtown neighborhood of the City of St. Louis, Missouri, which an affiliate of GAPF currently has the contractual right to purchase.

The roughly 4-acre property boasts immediate adjacency to two of St. Louis's most iconic landmarks – the Gateway Arch and Busch Stadium. This location presents an opportunity to create a significant connection that enhances the link between these attractions, as well as others, and to create a vibrant mixed-use environment for both locals and visitors. Successful proposals will deliver economically and environmentally sustainable development to this marquee location.

Attached is the current redevelopment plan for the project site (the “Plan”). The Plan seeks stronger connections to other downtown assets, complementary uses to the Gateway Arch National Park, and a vibrant mix of uses. The Plan contemplates, but does not require, the potential demolition of the improvements at the project site. Therefore, submissions will be considered that propose either demolition or adaptive reuse.

GAPF will review responsive submissions and prioritize them according to alignment with the Plan, consistency with other local planning guidelines (such as the City-adopted *Design Downtown STL* plan), feasibility of execution, and highest benefit to the neighborhood and broader community.

Specific Opportunity

Proposals for the redevelopment of 200 South 4th Street must take into consideration the criticality of the site to Downtown and the broader St. Louis region, given its marquee location and immediate adjacency to Gateway Arch National Park.

Proposals should aim to create a destination that attracts locals and visitors, and which serves as a catalyst for Downtown, the City, and the St. Louis Metro. Through a thoughtful mixture of public and private uses, and the prioritization of a pedestrian oriented streetscape, a successful proposal will outline the path to reintegrating the project site into the Downtown urban fabric.

More specifically, successful proposals will complement, rather than compete with, the Gateway Arch. GAPF will prioritize proposals that prioritize job creation, the creation of great public spaces, generate demand for the southern portions of the Arch Grounds, and reknit connections between surrounding nodes of activity such as Busch Stadium and Ballpark Village, the Gateway Mall, and Gateway South.



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Site Conditions

The site is improved with three attached buildings, totaling approximately 500,000 square feet, that previously housed a hotel (shuttered in 2014). The hotel featured 780 rooms, connection via an underground tunnel to the Stadium East parking facility, conference and event spaces, and two pools. The main level structure and a 28-story tower in the north of the project site were constructed in 1968. A second, 11-story tower was constructed in 1974.

200 South 4th Street consists of one 4.2-acre parcel bounded by S. 3rd Street (Memorial Drive) to the east, S. 4th Street to the west, Walnut Street to the north and Spruce Street to the south. The site is located in Zoning District “L”. The only major zoning consideration is height regulations. The overall height of any portion of the building is required to be less than 751 feet above mean sea level elevation. The intent of this regulation is that no building would be able to be built on the site taller than the Arch.



Incentives

The effective use of federal, state, and local incentives likely will be essential to a successful redevelopment at the project site. Consideration and approval of public development incentives ultimately will be dependent on the specifics of the proposed



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development, the proven need for public financing incentives, and the development's potential for positive public impact.

The following incentives and financing tools may be available to increase the feasibility of a project at the site.

- At the local level, the City of St. Louis can offer significant (up to 100%) tax abatement, waive sales tax on construction materials, and waive or reduce other fees and permitting costs to reduce the overall project budget. Moreover, the City also currently can access one-time dollars from American Rescue Plan Act.
- The State of Missouri also offers numerous relevant incentives. For proposals contemplating full or partial adaptive reuse, historic tax credits (HTCs) covering up to 25% of qualified rehabilitation costs may be available. In addition, the Missouri legislature will consider in 2025 an Office to Residential Conversion Tax Credit bill that would cover up to 25% of eligible conversion costs for qualifying legacy structures, and be stackable with the HTC program. Finally, significant funding through Missouri's Brownfield Remediation Program may also be available to support environmental site remediation efforts, as well as select demolition costs for proposals contemplating a tear-down.
- Various federal grant and incentive programs also may be available. The site is located in an Opportunity Zone and likely would be eligible for both New Market and Renewable Energy Tax Credits. Funding through the EPA's Greenhouse Gas Reduction Fund also may be available. Additionally, proposals may benefit from two programs for which the site may be eligible due to its proximity to Gateway Arch National Park:
 - The Nationally Significant Federal Lands and Tribal Projects Program, which provides funding for the construction, reconstruction, and rehabilitation of nationally significant projects within, adjacent to, or accessing Federal and Tribal lands; and
 - The Reconnecting Communities Pilot Grant Program, which provides funding to projects that reconnect communities by removing, mitigating, or altering transportation facilities like highways or rail lines that create barriers to community connectivity, mobility, access, or economic development. Projects could include pedestrian walkways or overpasses, capping highways, linear parks and trails, or roadway redesigns.

Market Overview

As the front door to the Metro for millions of sports fans, convention-goers, and tourists each year, Downtown is the economic engine for the metropolitan area. The residential



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population has grown by over 30% over the past decade, with over 10,000 residents now calling Downtown home. Significant public and private investment has been committed in recent years, with over \$2 billion in Downtown infrastructure and development projects planned or underway – all with the objective of creating a safe, vibrant, and beautiful Downtown neighborhood.

Downtown features a variety of anchors and demand drivers that reliably attract millions of visitors each year – two of which are immediately proximate to the project site. Busch Stadium historically averages 3 million+ visitors per year for Cardinals home games, and the Gateway Arch National Park reported nearly 2.5 million visitors in 2023 – a number in excess of pre-pandemic highs.



In the broader St. Louis region, strong economic indicators portend a resurgence for the overall market. St. Louis was recently named the fifth-best national market for large metro job growth¹ and is the number one metro in the nation for growth in foreign-born residents

¹ <https://www.bls.gov/news.release/metro.nr0.htm>



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(over 30,000 new residents in the last year)². Moreover, the region is the 16th-fastest growing metro as measured by GDP growth for the trailing 12 months³, overperforming for its size relative to its peers.

More generally, St. Louis is benefitting from a renewed civic focus, accomplished through strong public-private partnerships, focusing on urban investment and revitalization of the City's central corridor, with examples including Boeing's planned \$1.8 billion expansion, the \$3 billion revitalization of St. Louis Lambert International Airport, and the \$2 billion NGA campus currently under construction in North City.

Redevelopment Plan

The Plan (attached) also lists certain "Strategic Principles" which provide the intention of what a development at the project site needs to accomplish for the community. These principles are not about the specific architectural forms, materials, or styles shown in the images. They are instead about the feeling and the emotional response the image conveys as well as the type of space and interaction created. The principles are elucidated, with examples, in the Plan.

The Plan features urban design regulations that will ensure eventual projects complement neighborhood buildings and uses and create vibrant spaces. As stated above, the Plan contemplates, but does not require, the potential demolition of the improvements at the project site. Should a future project rehabilitate existing buildings, the regulations stipulate that the rehabilitation shall respect the exterior of the structures in terms of design and materials. Should a future project include new construction, the regulations cover: orientation, massing, building components, visual interest, building materials, lighting, highly-visible corners, landscaping and sidewalks.

Successful proposals will also take into consideration their alignment with other City-adopted planning documents including the *Design Downtown STL Neighborhood Plan* (the "Neighborhood Plan"), which identifies South 4th Street as a priority corridor for street-oriented buildings, and more broadly intends to improve street frontage quality and link new and existing assets to current thriving corridors. The Neighborhood Plan has a goal of bringing more residents and visitors to Downtown and attracting businesses and uses that serve new and existing residents.

Submissions

GAPF requests brief submissions that are aligned with the goals articulated in the Plan. Submissions should discuss, at a minimum, the following:

² https://www.datawrapper.de/_/2ozcW/

³ <https://www.bizjournals.com/stlouis/news/2023/12/22/st-louis-gdp-growth-big-us-metros.html>



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- **Firm and Its Experience**
- **Assigned Team and Relevant Experience**
- **Reference List of Development Projects**
 - Name and location of comparable project(s)
 - Description of project(s)
 - Completion date of project(s)
- **Project Summary – Brief Description of the Developer’s Proposed Project**
 - Size in square feet of building space
 - Type of use(s) planned
 - Description of conceptual design
 - Any available conceptual plans including site plan, elevations, and architectural renderings as may be helpful to communicate the conceived development
- **High-Level Financial Analysis**
 - Sources and Uses as detailed as may be available at this stage
 - Project Proforma

Timeline

Release Request for Proposals	November 14, 2024
Deadline for Proposals	January 13, 2025 by 3:00 PM CST
Interface with Developers to Review Proposals	January 14 to February 7, 2025
Evaluation of Proposals by Owner	February to March 2025

Submission Instructions

A concise and professional response will be indicative of the level of the developer’s experience and commitment to the proposed project. Submissions must demonstrate that the approach and design for the project will allow for the project’s successful development and delivery.

Questions related to this brief should be submitted by email to: GAPF representative Vern Remiger at VRemiger@remigerdesign.com.

Please send your electronic submission in a PDF format by email to: Vern Remiger at VRemiger@remigerdesign.com.