

# UT Research Park at Cherokee Farm Hotel/Conference Center RFP

Preproposal Conference

January 18, 2024

3:30 pm EST





# Hotel/Conference Center RFP

- The University of Tennessee, Knoxville (“UTK”) through CFDC is developing the 150-acre Research Park, a state-of-the-art science, technology, and medical, innovation campus.
- Major research foci include advanced materials and manufacturing, mobility, clean energy, translational medicine, and artificial intelligence.
- Additional information on the Research Park is available at <https://www.tnresearchpark.org/>.
- The UT Research Park Master Plan and Development Guidelines Plan can be found at <http://www.tnresearchpark.org/wp-content/uploads/2022/07/UT-Research-Park-Master-Plan-Guidelines.pdf>.



# Hotel/Conference Center Request for Proposals

- Cherokee Farm Development Corporation, referred to as CFDC is seeking proposals from qualified developers or development teams to plan, design, finance, construct, and operate a hotel/conference center.
- This development would be built on leased property at the UT Research Park
- The RFP process will include three phases –
  - Phase I will include an initial response from proposers providing information on qualifications, experience, financial capability, preliminary schedule, and conceptual design;
  - Phase II will include the submittal of a more detailed program and site plan, refined schedule, and operating and financial plan including rent or other consideration to CFDC;
  - Phase III will include finalist negotiation with the best evaluated proposer.



# **Hotel/Conference Center Request for Proposals**

## **UT Research Park at Cherokee Farm**

- **150 Acres on the Tennessee River.**
- **Alcoa Highway (US Highway 129) is a state scenic highway.**
- **Major improvements are underway to reconfigure the Alcoa Highway interchange that will serve the Research Park.**
- **The University of Tennessee Medical Center is located directly across Alcoa Highway.**
- **With completion of current building under construction, total 365,000 square feet, \$152 Million Capital Investment, and 15 tenants that employ ~675 employees.**

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## Summary of Proposed Terms -

- Long-term ground lease to developer (30 years with 2 - 15 year options).
- Developer to finance, design, construct, operate and maintain the hotel/conference center.
- Retail and related office uses would be subject to CFDC review and approval.
- Proposer's market study to determine the configuration and number of units.

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- **We envision a medium-sized hotel (50-100 rooms) with extended stay options. Extended stay options are desired.**
- **Desirable amenities include –**
  - ✓ **Kitchenettes in some rooms**
  - ✓ **Conference/meeting space**
  - ✓ **Fitness center**
  - ✓ **Business Center**
  - ✓ **Full-service restaurant, possibly with a rooftop**
  - **lounge to serve not just guests but Park employees**



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Developer has option to construct the hotel/conference center on one of three sites.





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- The Development will be expected to provide a financial return to CFDC in the form of ground rent or other equally-attractive fair market value remuneration.
- Proposals may offer lease rental, profit sharing, or other similar market revenue streams to CFDC as such may pertain to the Development.
- Neither CFDC nor the University intend to provide guarantees for minimal occupancy levels of the hotel/conference center or otherwise financially subsidize the Development.
- The RFP Attachment 6.4, Ground Lease Agreement details CFDC's desired terms and conditions and substantially represents the lease terms that the successful Proposer must sign. If alternative lease terms and conditions are proposed, these shall be identified as a red-line document of the RFP Attachment 6.4, Ground Lease Agreement or in a separate lease document.



# Hotel/Conference Center RFP

RFP Communications - from this point forward –

Cherokee Farm Development Corporation

UT Research Park

Attn: **Rickey McCallum, Vice President of Business Development**

2641 Osprey Vista Way

Knoxville, TN 37920

Phone: **(865) 974-8210**

Email: [rickey@tnresearchpark.org](mailto:rickey@tnresearchpark.org)

Communication with anyone else regarding this development could result in disqualification.

# Hotel/Conference Center RFP

EVENT	TIME	DATE
		(all dates are CFDC business days)
1. RFP Issued		January 7, 2024
2. Pre-proposal Conference	3:30 pm ET	January 18, 2024
3. Property Viewing/Inspection	Postponed	January 18, 2024
4. Notice of Intent (NOI) to Propose (optional)	4:00pm ET	January 19, 2024
5. Written “Questions & Comments” Deadline	4:00pm ET	January 30, 2024



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6. CFDC Response to Written “Questions & Comments”	4:00pm ET	February 8, 2024
<b>7. Proposers’ due diligence period including final request for property viewing/inspection</b>		<b>February 8-23, 2024</b>
8. Phase I Proposal Deadline	4:00 p.m. ET	March 7, 2024
9. CFDC Opening of Phase I Proposals		March 8, 2024
10. CFDC Completion of Phase I Evaluations and Notice of Proposers Selected for Phase II Evaluations and Interviews Issued		March 29, 2024
11. Phase II Proposal Deadline	4:00 p.m. ET	May 1, 2024

# Hotel/Conference Center RFP

12. CFDC Opening of Phase II Proposals		May 2, 2024
13. Interviews of Phase II Proposers		May 6-10, 2024
14. CFDC Completion of Phase II Evaluations, Evaluation Notice Issued		May 17, 2024
15. Begin Lease Negotiations with selected Proposer.		May 20, 2024
16. UTK Vice Chancellor for Research and CFDC and UTRF Board Approvals		June 14, 2024
17. If applicable, CFDC Completion of Final Negotiations		June 21, 2024



# Hotel/Conference Center RFP

18. Request and Recommendation for Approval, through UTK Chancellor, to UT System President		June 28, 2024
19. CFDC Notice of Intent to Award Issued		July 1, 2024
20. Lease Agreement is circulated to successful Proposer for signature		July 2, 2024
21. Lease Agreement is circulated for Landlord signature		July 9, 2024

# Hotel/Conference Center RFP

## Phase 1 Evaluation Criteria

- Organizational Qualifications/Experience (30 points) – Development Team, Experience, and Organizational Approach
- Financial Capability (25 points)
- Preliminary Schedule (15 points).
- Management and Operating Plan (15 points).
- Conceptual Design (15 points).



# Hotel/Conference Center RFP

## Phase 2 Evaluation Criteria

- Functional and Space Program (15 points).
- Refined Design (25 points)
- Schedule (15 points).
- Capital Financing Plan (20 points).
- Operating and Financial Plan (25 points).
- Lease Mark-up should be submitted with Phase 2 proposal.

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- Phase 3 – Finalist Negotiation.
- If CFDC and the Proposer having the Best Evaluated Proposal cannot agree to terms, then CFDC may negotiate with the Proposer having the second best evaluated proposal and so on.



# Hotel/Conference Center RFP

The scope of this RFP is a hotel/conference center at the Research Park and is not associated with any other hotel(s) contemplated in the UT Knoxville Master Plan.

As you may know, a separate RFP has been issued for UTK Athletics and it will be evaluated and approved in accordance with University and State Building Commission guidelines and policies.

