

**Great Falls Montana AgriTech Park**  
***Certified Premier BNSF Rail Industrial Park***

***Request for Proposals***  
***Industrial Broker Listing***

**Great Falls Development Authority, Inc.**  
*March 26, 2021*

**I. INTRODUCTION**

The Great Falls Development Authority, Inc. (GFDA) is seeking a commercial real estate broker with experience marketing heavy industrial, rail-served land. GFDA seeks to partner with a broker to increase market awareness of the Great Falls AgriTech Park leading to further sales of land and business investment in constructing facilities within the Park.

The Great Falls AgriTech Park is a heavy industrial park being developed in Great Falls Montana. The first phase is comprised of 196 acres subdivided into 10 lots. Five of these lots have been sold. Facilities have been constructed on four of these lots – an oil-seed processing plant (Montana Specialty Mills, owned by Columbia Grain which is owned by Marubeni), a FedEx Ground distribution facility, and an agricultural chemical processing facility (Helena Chemical owned by Marubeni). The fifth lot has been purchased by Pacific Steel & Recycling for a future steel and recycling facility. Ultimate build-out capacity of the Park exceeds 1,500 acres.

**II. BACKGROUND**

Park Description

**SYNOPSIS**

- The Great Falls AgriTech Park offers shovel-ready sites ranging from 7-300+ acres with all utilities and rail to each lot.
- Tenants enjoy low-cost industrial energy, operating costs at 92% of national average, and competitive incentives for workforce and construction.
- The BNSF Premier Park certification indicates that sites have gone through extensive evaluations and are ready for rail-served development. BNSF estimates that the Park certification speeds rail service agreements by 6-8 months.
- The Great Falls International Airport is close with 24/7 customs services. I-15 and Hwy 87 offer easy access to Canada and the Western U.S.
- We are currently asking \$30,000 per buildable acre. We are not a normal developer looking to sell lots. We are an economic development organization seeking to attract investment in manufacturing and distribution facilities.
- The Park is currently advertised on Loopnet. We have not previously engaged a broker to list the Park.

Additional information can be found at: <https://growgreatfallsmontana.org/site-selection/>

Currently, one available lot has all infrastructure installed -- Lot 6A with 19.894 acres. This lot could also be combined with Lot 7 (11.559-acres) and/or Lot 8 (23.270-acres) for a 54.723-acre lot or a custom size that works for the purchaser. There is also a 198-acre lot with all services installed that could be quickly subdivided or sold in its entirety. We have four additional lots ranging from 7-23 acres which we could quickly install infrastructure to serve. Construction documents are ready to be put out to bid at any time.

The utilities to the lot line include: Electricity is provided by NorthWestern Energy. Gas is provided by Energy West. Municipal water and sewer services are provided by the City of Great Falls. Natural spring water can also be accessed from a source adjacent to the Park. Century Link and 3 Rivers Communications both provide fiber services to the park. BNSF provides rail service.

Other benefits of the park include the ability to offer the benefits of a Foreign Trade Zone as a satellite of the Great Falls International Airport FTZ, workforce training and job creation incentives, high/wide transport corridor to Canada, and the I-15 North/South Interstate.

GFDA will work with the listing broker to invest in marketing the Park and will aggressively package incentives and financing for companies who purchase lots to construct facilities.

#### Our EDO

GFDA is a regional public/private economic development organization (EDO) and Community Development Financial Industrial (CDFI) which focuses its efforts on the 13-county Great Falls Montana trade area, also known as Montana's Golden Triangle. Great Falls Montana is a MSA with 86,000 population. Our trade area extends to the Canadian border, totaling about 209,000 population. We seek to generate business attraction leads for this entire metro/rural/tribal region.

Our EDO works on business attraction, business retention/expansion, business start-ups, and a wide range of efforts to make our region more competitive in attracting private investment and retaining/attracting talent. We are involved in downtown revitalization, brownfield redevelopment, workforce, infrastructure, and housing, amongst other things. As a CDFI, we provide gap and bridge financing to businesses, start-up entrepreneurs, real estate developers, and non-profits. We host a Small Business Development Center (SBDC), a Procurement Technical Assistance Center (PTAC), and a Montana Food & Ag Development Center. We provide office space for a team member of the Montana Manufacturing Extension Center. We have an affiliate CDC which we staff, High Plains Financial, that we created to offer SBA 504 loans statewide. Our newest initiative is talent attraction which we launched in January.

GFDA is formed as a non-profit 501 (c) 3 governed by a 42-member board comprised of community partners and our private investors. We have a 15-person staff, having grown from 9 people three years ago. Our business development team, which handles business attraction, business retention/expansion, and marketing all of our products and services, has grown to 5.5 FTE. The business development team is led by our Senior Vice President who leads business attraction efforts, and includes a Business Development Officer (BDO) who focuses on business retention/expansion and marketing logistics

(events, materials, etc.), a downtown Great Falls BDO, a Content Marketing Manager who handles our web site, social media, and other digital marketing, our Food & Ag Development Center Director who focuses on food, ag and bio-processing business development, and a 0.5 FTE team member who manages our databases. Our President & CEO is also involved in business development.

GFDA was the first EDO in the Rocky Mountain West to earn accreditation from the International Economic Development Council. As a private sector driven EDO, we have a culture of continuous improvement, experimentation, and organizational entrepreneurship. We are results driven with an emphasis on providing value to our clients.

### III. OBJECTIVES

The selected broker will provide:

1. **Marketing Direction.** How and where should we market this property? What collateral materials should we use/create? What target groups should we engage and why?
2. **Pricing Feedback/Advise.** Would you be looking for some feedback on pricing based on some comparable sales and their experience?
3. **Brokerage Services.** Sell lots. Preferred buyers would construct facilities that average \$500,000 per acre capital investment.

### V. SCOPE OF WORK

The scope of work is to market and sell lots in the Great Falls Montana AgriTech Park.

### VI. CONSULTANT QUALIFICATIONS

We seek brokers that have successful experience in marketing industrial rail-served sites or parks. Brokers with access to national and international networks are preferred.

### VII. PROPOSAL REQUIREMENTS

An electronic copy of the proposal should be submitted in PDF format by email, Dropbox or other electronic file sharing method by 5:00 PM MST April 16, 2021 to:

Jolene Schalper  
JSchalper@GrowGreatFalls.org

We plan to distribute the proposals to our business development staff team and several of our Directors, therefore, we discourage the submittal of printed materials. We welcome inclusion of online URLs that would allow us to view past work.

The submittal should follow the order below and include, at a minimum the following information:

- A cover letter signed and dated by the person or an authorized representative of the firm making the submittal.
- A brief statement of your firm's understanding of the goals of this effort and of the services requested in this RFP.
- A brief statement of the history of your team, including relevant projects.
- A brief statement of what your firm does best, or different, in comparison to other firms.
- A proposed work plan with timeline indicating how your firm proposes to perform the project as defined in your scope of work. This work plan should be detailed enough to demonstrate your familiarity with this type of project. It should include information on your firm's methodology for completing the scope of work requirements. It should include the firms or sub-consultants and individuals that will prepare each major task or work product.
- Qualifications of key individuals to be assigned to this project, their availability during the relevant time periods, and their recent experience on similar projects.
- Examples and explanations that demonstrate the return on investment produced for similar clients.
- References from three or more clients

## **VIII. PRICE**

Responses should include the expected commission percentage. GFDA will work with the selected broker to develop a marketing plan partially paid for by GFDA.

## **IX. FIRM SELECTION**

Brokers that respond to this RFP will be evaluated and ranked. This evaluation will be based on the submitted proposals and, at the discretion of the Committee, on interviews with those consultants who appear to be particularly well-qualified, as determined from their written proposals.

The brokers will be evaluated and ranked in accordance with the following factors, which are weighted as shown:

- The broker's experience with similar projects (20%)
- The breadth of the broker's experience, including the qualifications and availability of the key personnel who would be assigned (20%)
- The methodology and scope of services to be provided (30%)
- Proven success of the broker in marketing similar properties (30%)

Negotiations will commence with the highest ranked broker. Upon reaching agreement on a final work plan and price, the Great Falls Development Authority will award the contract. If agreement cannot be reached with the highest ranked broker negotiations may proceed with lower ranked brokers

## **X. ADDITIONAL INFORMATION & CONDITIONS**

### **A. STATEMENT OF NONCOMMITMENT**

Issuance of this RFP does not commit the Great Falls Development Authority, Inc. to award a contract or to pay any costs incurred in preparation of proposals responding to the RFP. The GFDA reserves the right to reject any or all proposals and re-advertise. All proposals become the property of the GFDA.

**B. EQUAL EMPLOYMENT OPPORTUNITY**

Successful contract bidders must comply with provisions of all applicable federal law, Title VI and Title VII of the Civil Rights Act of 1964. Any subcontracting by the successful bidder subjects subcontracting firm(s) to the same provisions of federal law.

In accordance with state and federal requirements, the consultant (hereinafter referred to as "contractor") must agree as follows:

*1.) COMPLIANCE WITH TITLE VI OF THE CIVIL RIGHTS ACT OF 1964 FOR FEDERAL AID CONTRACTS*

(a) Compliance with Regulations. The Contractor shall comply with all Regulations relative to nondiscrimination in Federally-assisted programs of the Department of Housing and Urban Development, 24 CFR Part 1, as they may be amended (hereafter referred to as the Regulations), which are incorporated by reference and made part of this Agreement.

(b) Nondiscrimination. The Contractor, with regard to the work performed by it during the Agreement, shall not discriminate on the grounds of sex, race, color or national origin in the selection and retention of subcontractors, including procurement of materials and leases of equipment. The Contractor shall not participate either directly or indirectly in the discrimination prohibited in 24CFR Part 21.

(c) Solicitations for Subcontractors, Including Procurements of Materials and Equipment. In all solicitations, whether by competitive bidding or negotiation by the Contractor for work to be performed under a subcontract, including procurements of materials or leases of equipment, any potential subcontractor or supplier shall be notified by the Contractor of the Contractor's obligations under this Agreement and the Regulations relative to nondiscrimination.

(d) Sanctions for Noncompliance. In the event of the contractor's noncompliance with the nondiscrimination provisions of this Agreement, GFDA may impose sanctions as it determines appropriate, including, but not limited to withholding payments to the Contractor under the Agreement until the Contractor complies, and/or cancellation, termination or suspension of the agreement in whole or in part.

*2) COMPLIANCE WITH THE MONTANA GOVERNMENTAL CODE OF FAIR PRACTICES, 49-3-207. MCA*

In accordance with 49-3-207, MCA, the Contractor agrees that for this agreement all hiring will be made on the basis of merit and qualifications and that there will be no discrimination on the basis of race, color, religion, creed, political ideas, sex, age, marital status, physical or mental disability, or national origin by persons performing the Agreement.

3) *COMPLIANCE WITH MINORITY & WOMEN BUSINESS ENTERPRISES*

Contractor will make efforts to encourage the use of minority and women's business enterprises in connection with Agreements activities in accordance with 24 CFR Part 85.36(e) which describes the actions to ensure that minority and women's business enterprises are used when possible in the procurement of property and services.

C. VENUE

The laws of the State of Montana govern this contract. The parties agree that any litigation concerning bid, proposal, or subsequent contract must be brought in the Eighth Judicial District of Cascade County, State of Montana and each party shall pay its own costs and attorney fees. (Reference 18-1-401 MCA)

D. INSURANCE

Certificates of Insurance, indicating compliance with the required coverage, must be filed with the Great Falls Development Authority within ten (10) working days of the Notice of Award. The proof of insurance/exemption must be valid for the entire contract period.

E. RFP AUTHORITY

This RFP has been issued in accordance with Title 18, Montana Code Annotated and the Administrative Rules of Montana, Title 2, Chapter 5. The RFP process is a procurement option, allowing award to be based on stated criteria or evaluation factors. The evaluation factors to be used in this procurement have been specified in this RFP.

F. ADDITIONAL INFORMATION

For more information regarding this RFP, please contact:

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