

# SOLICITATION OF INTEREST



**To Purchase & Develop**

**Phase I, Parcel B**  
*146.1 acres*

**Mill Creek Industrial Park**

**Located at**  
**Kuebler Blvd & Aumsville Hwy**  
**Salem, Oregon**



CITY OF *Salem*  
AT YOUR SERVICE

## ***Section 1: Introduction***

The State of Oregon (“State”) is the owner of approximately 651 acres of land in southeast Salem, Oregon (“Mill Creek Industrial Park”) which it wishes to see rapidly developed with new employment-producing business and industrial uses. The State, City of Salem, and Salem Urban Renewal Agency have collaborated to create unique, “shovel ready” parcel of industrial land adjacent to Interstate 5.

The State is presently seeking an anchor purchaser to acquire and develop a prime 146 acre parcel presently zoned for warehouse/distribution, and other industrial related uses. Potential purchasers meeting the minimum qualifications described in Section 6 below are encouraged to indicate their interest in acquiring the property by submitting expressions of interest meeting the requirements listed in Section 7 below. Depending on the responses received, the State i) may contact Respondents to discuss the advisability of proceeding, and/or ii) may solicit formal Request for Proposals as described in Section 6 and 7 below. Ultimate disposition of this property will be in accordance with ORS 270 and OAR 125-045-0100 through 125-045-0195.

For the reasons outlined below, the State believes that this Property is extremely attractive for a large warehouse distribution or similar single-user industrial uses. The State anticipates that the Property, at the time of sale, will be “shovel ready” with all zoning, wetlands, and off site infrastructure requirements satisfied. The tax revenues generated by this Property are necessary to repay tax increment debt that will be incurred to finance the construction of off site infrastructure requirements necessary for the development of future phases of the Mill Creek Industrial Park project. As such, the State desires to sell the Property to an end user that can move quickly to purchase and develop the Property.. The state will not sell to buyers for speculation or resale.

The State has adopted certain minimum requirements for purchasers of the Property. These requirements are described in Section 6 below, and are non-negotiable. Potential buyers should not respond to this solicitation unless they meet these minimum requirements.

## ***Section 2: Who to Contact Regarding Your Interest***

All responses, questions, inquiries, or contact of any kind should be directed to:

**Greg Parker**  
**Oregon Department of Administrative Services**  
**Facilities Division**  
**1225 Ferry Street SE U100**  
**Salem, Oregon 97301-4281**  
**(503) 378-2865 x239**  
**Fax: (503) 373-7210**  
**Email: [gregory.parker@state.or.us](mailto:gregory.parker@state.or.us)**

***Response due by July 7, 2005.***

## ***Section 3: Overview of the Property***

This site is will soon be “shovel ready” and will have the following characteristics:

- ***Ideal for 1 million+ sq. ft. warehouse/distribution center***
- ***Flat site***
- ***Contiguous 146 acres*** (See map page 10)
- ***Approximately 1 mile to I-5 and Hwy 22***
- ***Tax Increment financing of off-site costs***
- ***No wetlands*** (State of Oregon has applied for fill permits and will mitigate the wetlands off site at no cost to the buyer.)
- ***All utilities to edge of property*** (water & sewer, power, gas, telecommunications)
- ***Properly zoned*** as Employment Center (EC)
- Single tax lot (may be partitioned)
- Formerly farm land in State of Oregon ownership since the 1870's
- There are no structures on the site except for irrigation wells, which will be responsibility of the State of Oregon.
- Environmental Level I completed with no recognized environmental conditions
- Cultural and Archaeological Survey and Assessment completed with no known sites
- The property is located in the Mill Creek Industrial Park Urban Renewal Area.

In the course of planning, this project has variously been referred to as the Mill Creek Property, Salem Regional Employment Center (SREC), and the Mill Creek Industrial Park. All such references are to the same property and project.



Figure 1 Phase I, Parcel B of Mill Creek Industrial Park looking south.

#### **Section 4: Location of Property**

The Property is located between Aumsville Highway and Highway 22, and east of Kuebler/Cordon Road in Salem, Oregon. The entire site is within the city limits of Salem. Salem is the capital of the State of Oregon and county seat of Marion County. Salem is 50 miles south of Portland, Oregon and is centrally located in the Willamette Valley, one of the most productive agricultural areas of the United States. It has a large and diverse workforce. It is the home of Willamette University and Chemeketa Community College, a leader in workforce training.

The current Salem MSA population is 363,000. The site is approximately 1/2 mile east of Interstate 5 (I-5), the main freeway on the West Coast from Mexico to Canada. For more information on local and regional economic, demographic, and statistical data contact the Strategic Economic Development Corporation (SEDCOR) at <http://www.sedcor.com/> .

***Tours of the property may be arranged with Greg Parker (See Sec. 2).  
Please do not enter the site without obtaining permission.***

### **FROM THE NORTH**

Take I-5 southbound to Exit 253 (to State Highway 22/Santiam); turn left onto Mission Street and proceed to Lancaster Exit; turn right on Lancaster and proceed to the intersection of Cordon Road/Kuebler Road and Aumsville Highway. The property lies in the northeast quadrant of that intersection. It is bounded on the north by Highway 22.

### **FROM THE SOUTH**

Take I-5 northbound to Exit 252 (Kuebler Blvd); turn right on to Kuebler and proceed eastbound to Lancaster/Aumsville Highway. The property lies in the northeast quadrant of that intersection. It is bounded on the north by Highway 22.

The site is approximately one mile from Salem's municipal airport (McNary Field), which is located east of 25<sup>th</sup> Street. McNary Field does not have scheduled passenger airline service, however, airfreight and other services are available. Passenger airline service is available at Portland International Airport approximate 1 hour away.

## ***Section 5: Purchase Price***

The asking price for the property will be the fair market value as established by the State's appraiser. The site is currently being appraised. It is anticipated the value will range between \$75,000 and \$95,000 per acre.

## ***Section 6: Minimum Requirements to Respond***

The State desires to sell the property to a party with the best combination of project investment value, job creation, and schedule. Responses that do not meet the “Minimum Requirements” below will not be considered. The State may elect to send a Request for Proposals to all respondents meeting the minimum requirements or only to one or more proposals with the best combination of investment value, job creation, and schedule.

	<b>Minimum Requirement To Respond</b>
<b>1 Oregon Jobs</b>	400
<b>2 Fully Developed Value</b>	\$400,000 per acre
<b>3 Completion</b>	2009
<b>4 Land Purchase</b>	75 acres

- 1. Oregon Jobs:** The employment shall be living-wage jobs in Oregon. The jobs created must be NET of any jobs that are eliminated or moved from other Oregon locations.
- 2. Fully Developed Value:** The fully developed value is the total capital investment in land and building(s).
- 3. Completion:** The completion date shall be when the facility is completed, occupied and taxable as real and personal property.
- 4. Land Purchase:** The Respondent must purchase 75 acres or more of the property. The buyer must be capable of purchasing the property in cash for its full Fair Market Value.

## ***Section 7: How to Respond***

All responses must be signed by either a Qualifying Corporate Officer or a Qualifying Agent, and submitted to Greg Parker (See Sec. 2) by July 7, 2005.

A Qualifying Corporate Officer is an officer of the responding company that is responsible for national real property acquisitions or corporate site locations, and has authority to make the commitments outlined in Section 6 above.

A Qualifying Agent is a broker or attorney for the responding company that i) is authorized in writing to represent it, and ii) has in his or her file a signed letter from a Qualifying Corporate Officer agreeing to the terms outlined in Section 6 above. The State will require the Qualifying Agent to produce the letter for verification.

A Qualifying Corporate Officer or Qualifying Agent shall submit four copies of their Response to the Designated Contact at the State.

As a minimum, the Response should include the following:

- a. Letter of introduction certifying that he/she is a Qualifying Corporate Officer or Qualifying Agent, as defined in this Section;
- b. Name, address and phone number of Respondent or Agent (including contact information for each affiliated member if the acquisition and development team includes other firms);
- c. A description of the capitalization, net worth, and business of the responding company;
- d. A certification that the responding company meets the minimum qualifications described in Section 6 above, and agrees to terms of sale described therein.
- e. Detailed statement explaining the Respondent's development, intended use, and employment for the Property.
- f. A statement describing the necessary corporate and/or financing approvals the Respondent would need in order to acquire the property according the terms described in Section 6, and the estimated time it would take for Respondent to obtain such approvals.
- g. A description of the nature and value of improvements the purchaser would propose building on the Property, and the estimated time it would take to commence and complete such construction. If the Respondent proposes a phased development of the property, the response should describe the probable timing of such phased development.
- h. A good faith estimate of the number of new jobs that would be created by the Respondent's development of the Property, a description of the types of jobs to be created, and a disclosure of whether the construction of a facility on the Property is likely

to result in the elimination or relocation of any other jobs in Oregon.

## ***Section 8: Relevant Materials of Interest to Respondents***

The State of Oregon has made available the following documents on its Website regarding this property:

- Preliminary Title Report
- Salem Regional Employment Center Development Plan (Leland Consulting Group, May 2004)
- Salem Regional Employment Center Master Plan and Development Strategy (Otak, October 11, 2004)
- Phase I Environmental Report (PBS Environmental, July 2003)
- SREC Stormwater Management Plan (Otak, February 15, 2005)
- Conceptual Compensatory Wetland Mitigation Plan for the Salem Regional Employment Center (Parametrix, March 2005)
- Biological Assessment (Parametrix, March 2005)
- Executive Summary of Survey, Assessment, and Inventory of Archaeological and Historic Resources of the State of Oregon's Mill Creek Property, Marion County (Archaeological Investigations Northwest, February 6, 2004)
- Rare Plant Survey Summary and Mitigation Plan (Oregon Department of Agriculture, June-July 2003)
- ODFW Survey (Oregon Department of Fish and Wildlife, July 7, 2003)
- Employment Center Zoning (City of Salem Ordinance 1-05)
- Boundary Survey with Legal Description, (Otak, March 2005)
- Topographic Survey
- Aerial Photograph
- Tax Lot Maps
- Vicinity Map

<http://www.oregon.gov/DAS/FAC/MILLCREEK/>

***All the reports and documents described above have been prepared by third parties and not by the State. The State makes no representations or warranties with regard to the accuracy of the documents, and shall not be liable to any party for any errors or omissions in such documents.***

## ***Section 9: Matter of Public Record***

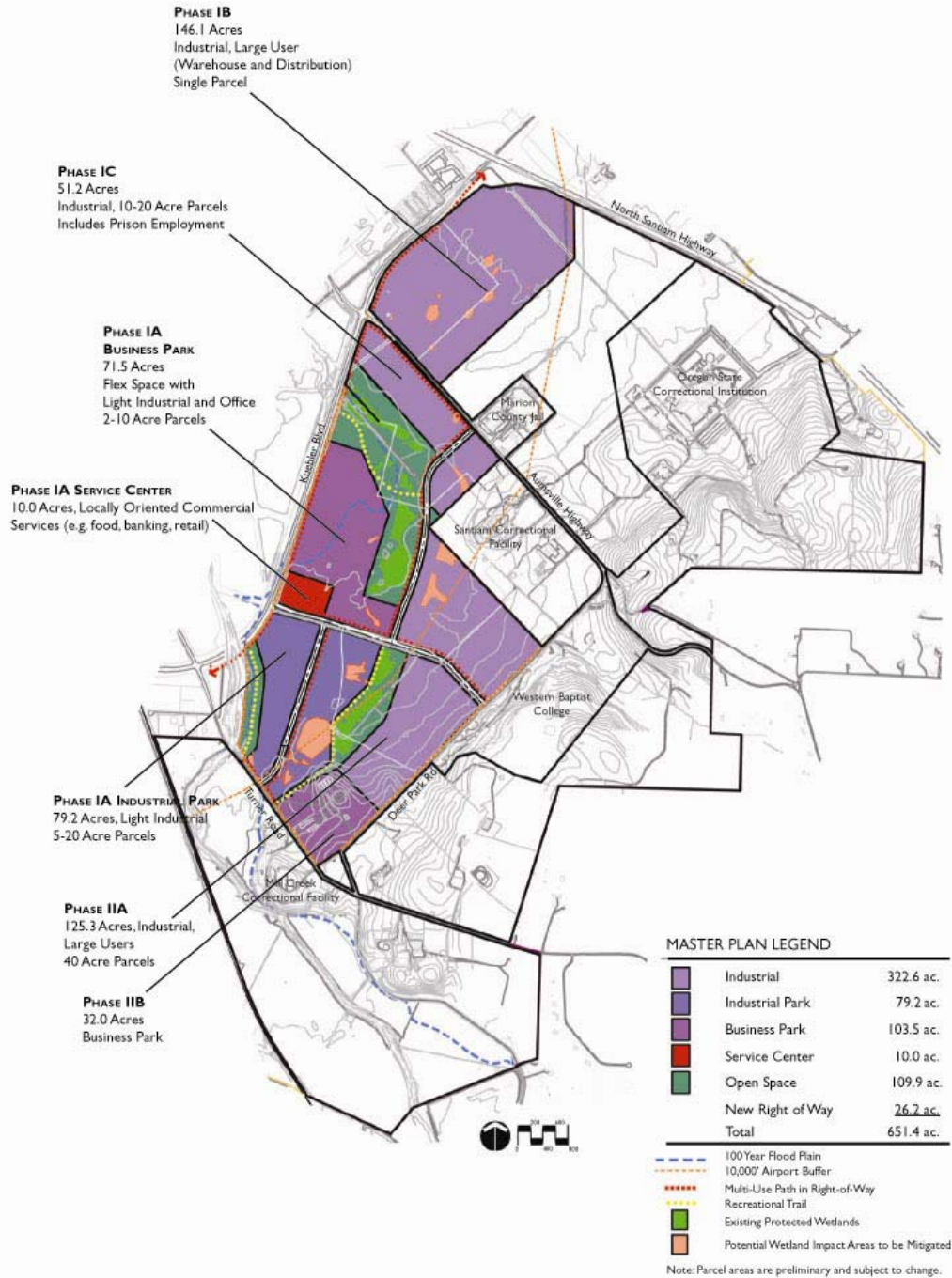
This Solicitation of Interest is a public process. The information that is received by the State may be subject to disclosure under the Oregon Public Records Law (ORS 192.410 through 192.505). With the potential exception of some financial data, it is anticipated that submissions to this RFP will contain little or no material that is exempt from disclosure under Public Records Law. Nevertheless, the State will maintain the confidentiality of proprietary Trade Secrets (see ORS 192.501(2)) or other information to the extent that it is exempt from disclosure under the Oregon Public Records Law. Accordingly, Respondents will need to take the following steps with respect to information they believe is exempt from disclosure:

Provide a list and generalized explanation of all those items submitted with the Sol that the Respondents believes are Trade Secrets or otherwise exempt from disclosure under the Oregon Public Records Law, and clearly mark the upper right corner of each page of any such document or material with substantially the following legend:

*“This document is exempt from disclosure under ORS 192 [citing the statutory section and subsection that provides the applicable exemption].”*

The State’s disclosure of documents or any portion of a document submitted and marked as exempt from disclosure under the Oregon Public Records Law may depend upon official or judicial determinations made pursuant to the Oregon Public Records Law. If the State receives from a third party any request under the Oregon Public Records Law for the disclosure of information identified by a Proposer as confidential, the State will notify Proposer within a reasonable period of time of the request. Under such circumstances the Respondent shall be responsible for assisting the State in determining the confidentiality of the requested information.

# MILL CREEK INDUSTRIAL PARK



*A Collaboration between the State of Oregon and City of Salem*