

**REQUEST FOR PROPOSAL**

# 1126 THOMAS STREET

REDEVELOPMENT OPPORTUNITY IN MEMPHIS, TN



**Submission Deadline:  
February 21, 2025**

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Greenlaw neighborhood

## **The Uptown Community comprises several neighborhoods in North Memphis, each with a rich history and a bright future.**

Over the last 20 years, significant redevelopment and new housing construction have taken place, mainly in the Greenlaw neighborhood which is located immediately adjacent to Downtown Memphis.

Directed by the 2018 [Uptown Community Plan](#), the Community Redevelopment Agency (CRA) is working with residents, property owners, institutions, businesses, and the City to support and facilitate the revitalization of the community. To further goals related to creating vibrant community anchors, promoting and supporting minority-owned entrepreneurs and maximizing the use of existing infrastructure, the CRA is pleased to offer this RFP for redevelopment of a vacant one-story brick facade building on Thomas St.



Inside the gutted 1126 Thomas Ave.



Overlooking the Southwest corner of the building.



The CRA envisions every neighborhood in the City of Memphis and Shelby County providing its residents with a healthy and safe environment, economic opportunity, affordable housing and excellent quality of life.

850 N. Manassas St. | Memphis, TN 38107  
www.cramemphis.org

RFP revised November 18, 2024

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Renovate this building in an urban context and work collaboratively with the community.

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Developer must preserve community identity while strengthening connections to downtown.

### IV. Property/Site Details

This parcel is roughly .33 acres with an approximately 4,500 square foot building.

### V. Financial Assumptions

The selected developer(s) will be required to provide financial analysis and a plan of the costs required.

### VI. Evaluation Criteria

Proposals will be reviewed and ranked based on quality of concept, project feasibility, experience, and economic inclusion.

### VII. Submission Requirements

A successful proposal will include as much detail as practical.

### VIII. Submission Process

Submit questions to [vivian.ekstrom@cramemphis.org](mailto:vivian.ekstrom@cramemphis.org).

### IV. Other Requirements

Must meet CRA's diversity and inclusion goals. The CRA reserves the right to not select a proposal as a result of this process.

### V. Timeline and Key Deadlines

All proposals must be submitted by February 21, 2025.

# I. Reinvesting in North Memphis

The Uptown Redevelopment Area is located immediately adjacent to the northern edge of Downtown Memphis and encompasses a number of different neighborhoods in North Memphis, including: Greenlaw, Uptown, Smokey City, New Chicago, Bickford, Bearwater, Mud Island, and the Medical District.

The purpose of the Uptown Redevelopment Area is to fund affordable housing construction, building repair/retrofit/rehabilitation, building demolition, site preparation, and infrastructure improvements that will create and ensure the continued economic vitality of these neighborhoods. Over the last 20 years, the Memphis & Shelby County Community Redevelopment Agency (CRA) has been instrumental in the ongoing revitalization of the Uptown area, with 850 homes and apartments built and 30,000 square feet of roads, sidewalks, and alleyways improved.

The CRA's work is guided by the [Uptown Community Plan](#). This plan provides a shared vision for the district and outlines areas of focus, community priorities, and recommended projects. A vital recommendation of the plan is to acquire vacant and unoccupied properties to facilitate redevelopment and revitalization.

This RFP represents an important opportunity to revitalize a vacant commercial building and bring vibrancy to the Thomas Street corridor. The CRA is excited to partner with experienced development teams to bring this vision to reality.



Edgeview at Legends Park



Room In The Inn



Greenlaw neighborhood

## II. Opportunity

The Memphis and Shelby County Community Redevelopment Agency (CRA) is seeking proposals for 1126 Thomas St.

This site is located just north of the Chelsea Neighborhood Center as outlined in the Uptown Community Plan. In addition, the Chelsea Ave and Thomas St intersection - a half mile south of this site - is identified as a Neighborhood Main Street Anchor (Accelerate) - in the Memphis 3.0 comprehensive plan. Current zoning and land use make the Thomas Street corridor ripe for more dense and mixed-use development. While the existing development context and site constraints make housing development more challenging at 1126 Thomas, it is also suitable for commercial, institutional, or light industrial uses that add value to the surrounding neighborhood.

There is currently a vacant one-story structure on the site. While reuse of the building is encouraged, the CRA is open to proposals that envision demolition and new construction.

The CRA will convey the property to the selected developer subject to the terms of a redevelopment agreement. The building was acquired by the CRA in 2021.



This building served as a Postal Service branch office from 1959 until the late '70s. Later the building transitioned to general light commercial space and was most recently occupied by a child care facility. The property is currently vacant and ready for redevelopment.

Through this RFP, the CRA seeks proposals from qualified entities that:

- Possess experience developing and renovating buildings in an urban context and working collaboratively with the community.
- Propose a realistic strategy for starting construction within 6-12 months of the date of the executed development agreement.
- Demonstrate the ability to obtain financing and work efficiently to rehabilitate the building in a productive re-use strategy.
- Present a concept that meets the goals of this RFP and the Uptown Community Plan.

Proposals must demonstrate the entity's capacity and experience to redevelop the site in an efficient and productive manner. The respondents will have the financial and organizational capacity to complete the project within 18-24 months of the executed development agreement. Proof of financing and equity will ultimately be required prior to any transfer of property from the CRA to a private entity.

### III. Project Goals

The CRA seeks proposals from qualified developers who support and can fulfill the following project goals:

- Implement uses that promote the development of vibrant anchors that are gathering places for the community.
- Facilitate development that honors the distinct neighborhood identity and supports a sense of belonging and neighborhood pride.
- Promote and support the development of local entrepreneurs, local businesses, and local small developers.
- Provide high-quality architectural design that reflects the scale and character of the neighborhood.
- Incorporate community engagement to assure the project reflects the community's vision.

#### Thoughtful Design Considerations

- Promote biodiversity through landscape planning.
- Engage the community throughout the development process by interacting with neighbors, presenting plans, and requesting feedback at local advisory committee meetings.



Inside the vacant structure.

#### Links & Resources

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**PARCEL IDS**  
**039048 00028**  
0.335 Acres/14,593 Sq. Ft.

**BUILDING FOOTPRINT**  
4,576 Sq. Ft.

**ZONING**  
Uptown Special Purpose District,  
Mixed-Use (MU)

## IV. Property/ Site Details

Situated between the Uptown Redevelopment Area and the North Memphis Industrial Area, along the major transportation route of Highway 51/Thomas Street and still within close reach of the urban core and Downtown Central Business District, this parcel is roughly .33 acres with an approximately 4,500 square foot building. The building stands in relatively stable condition, with the roof being the main concern for repair. Zoned Mixed Use (MU) in the Uptown Special District, the site lends itself to mid to high-density residential uses, institutional uses, and smaller-scale commercial uses.



From 1959 until the late 1970s, the building served as a Postal Service branch office. Later, the building transitioned to general light commercial space and was most recently occupied by a children’s daycare facility. The property is currently vacant and ready for redevelopment.

**Brownfield Considerations**

The site is considered a potential brownfield due to proximity to the North Memphis Industrial Area and salvage yards. During the pre-development phase and development agreement negotiation period, respondents are encouraged to pursue a Phase I Environmental Site Assessment (ESA) as part of their due diligence.

In 2022, a hazardous materials survey was completed by EnSafe to evaluate Asbestos Containing Materials (ACM) and Lead Based Paint (LBP). The CRA invested in site preparation activities including select demolition of interior fixtures and abatement of 4,500 square feet of ACM floor tiles. A link to the report and documents is included below.

[ACM & LBP Report EnSafe 2022](#)

[Structural Engineer Report 2022](#)

**As-Is Condition**

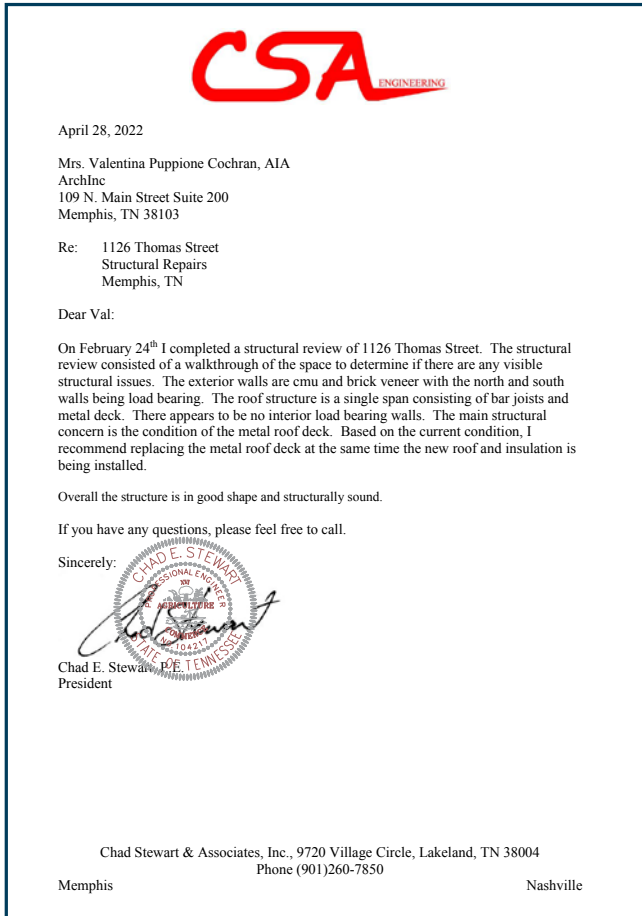
The site is being offered in as-is condition. The CRA makes no representation, guarantee, or warranty concerning any property conditions, including the possible presence of hazardous materials. The CRA will not bear any additional responsibility or expense in removal or treatments of asbestos, lead, or other hazardous materials.



# Pre-Development

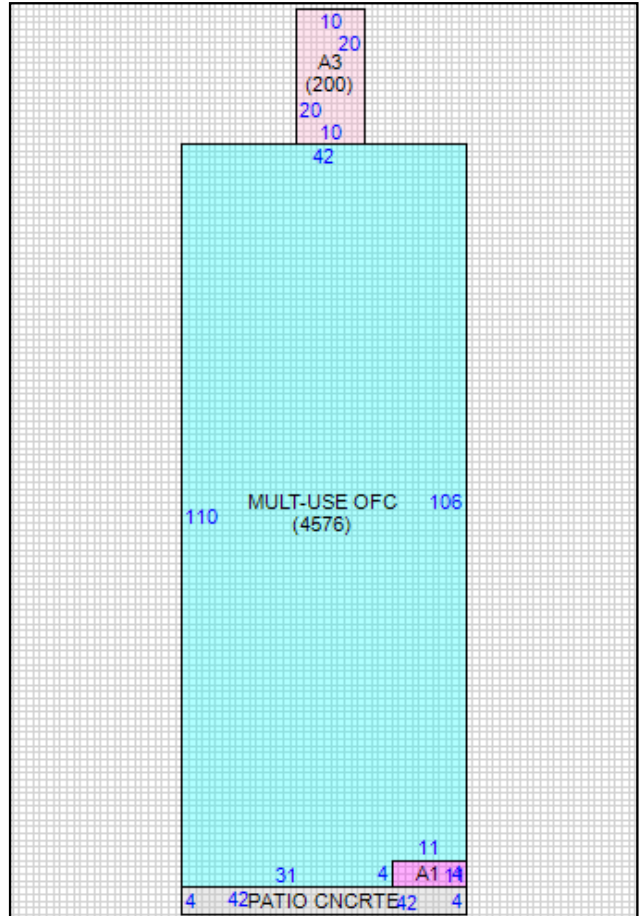
The CRA has conducted and procured pre-development work including: hazardous material survey, and a structural engineering review.

## Structural Letter from CSA



[Click image to download the full document](#)

## Building Sketch from Assessor



Jur: 000  
Parcel: 039048 00028  
Taxyr: 2023  
Card: 1

Code	Description	Area
082	MULTI_USE...	4576
CP6	CANOPY R...	44
LP3	PATIO, CON...	167
CP6	CANOPY R...	200
PA1	PAVING ASP...	9300*
PC1	PAVING CO...	526*

# Contextual Design Examples



Brickyard Hollow Brewing | Yarmouth, ME



Melpark Office | Nashville, TN



Baldwin Development | Las Vegas, NV



Looking North

## IV. Financial Assumptions

The selected developer will be expected to identify and secure all necessary pre-development and, if applicable, property acquisition financing.

The development team will be required to provide financial analysis and a plan of the likely costs required to undertake the proposed project, including the potential sources and uses for the budget. The financing plan must demonstrate a sensitivity and approach in using public funds and resources in the most efficient manner.

If public funding or incentives are required to fill a financing gap, the CRA may be able to provide funding for the project.



Exterior view from the Northeast.



A view of the current plumbing structure.

## VI. Evaluation Criteria

Proposals will be reviewed and ranked based on a 100-point scale. Criteria used in evaluation of proposals include, but are not limited to, the following:

### Quality of development concept and alignment with project goals

(30 points)

1. Proposal meets the project/community goals and requirements outlined in this RFP.
2. Overall scope and quality of the proposed development.
3. Quality of the design of the proposed development, as well as its compatibility with the surrounding neighborhood.

### Project feasibility

(30 points)

1. Project is economically sound and supported by realistic assumptions.
2. Proposed capital stack and financing strategy.
3. Project may be accomplished in a timely manner.
4. Project does not face insurmountable regulatory hurdles or constraints.

### Developer capacity and experience

(20 points)

1. Developer has a track record of delivering high-quality infill projects of a similar scale and level of complexity.
2. Proven ability to obtain sufficient financial resources for similar projects.

### Economic and community inclusion

(20 points)

1. Proposal provides a plan that outlines the minority- and women-owned business (M/WBE) and locally owned small business (LOS) participation in the proposed site development, including a preliminary list of M/WBE and LOS consultants, financial institutions, and employees who will be asked to participate.
2. Proposal provides a plan that outlines community engagement throughout the design and implementation process that demonstrates an understanding of the collaborative nature of this project and the need for strong community partnership.



### Proposal must include:

- Cover Letter
- Development Team Details
- Development Experience and Qualifications
- Initial Design Concept, Timeline, and Financial Feasibility
- Financial Capacity of Developer
- Diversity & Inclusion Plan

## VII. RFP Submission Requirements

The submitted proposal should articulate the vision for the property and explain how the project will meet the evaluation criteria set forth in this RFP. It is understood that the preparation of exact budgets and detailed architectural drawings is not possible or necessary at this point in the process. A successful proposal will include as much detail as practical, with the understanding that architectural drawings will be conceptual and budgets will be subject to further revisions.

Please include the following components:



### Cover Letter

The cover letter should explain your interest in the opportunity, outline the main elements of your development concept, and identify the primary contact person (name, address, phone number and email address).



### Development Team Details

This section should provide information on all members of your team and relevant experience, expertise, and capacity. Identify the development entity's name and contact information, and specify the legal form of the organization (e.g. corporation, partnership, joint venture, other).

Provide relevant experience and qualifications for each team member - including architects, engineers, contractors, financial and equity partners, lenders, or any other consultants or entities. This section should include a resume, a description of previous projects, and the team members' role in the cited project and proposed project. Provide information on whether any of these team members are a certified M/WBE business.



### **Development Experience and Qualifications**

Provide descriptions for completed projects similar to the proposed project and their respective locations. Include project timelines, showing all pertinent dates of the project development. Include all funding sources utilized for the project. Provide the names and telephone numbers of project references (private and/or public sector) for each project described.



### **Initial Design Concept, Timeline, and Financial Feasibility**

1. Provide a narrative of the proposed development concept and how it addresses the project goals. Identify your team's vision for this project and how it would fit into your overall business strategy. Proposals should illustrate the team's understanding of Memphis, the Uptown TIF district neighborhoods, and the importance of a successful project. Include any conceptual site plans, building elevations, floor plans, or renderings as needed to communicate the concept and design. Applicants shall comply with local development and construction codes. The proposal should illustrate that the developer understands legal requirements and property disposition restrictions.
2. Provide an estimated budget indicating the likely costs of the project. This budget should include the purchase offer (this can be nominal) that will be made by the developer to the CRA as well as the estimated hard and soft costs. Provide a summary of the assumptions on which these estimates are based, such as previous comparable projects or estimates provided by contractors.
3. Explain the proposed capital stack and financing strategy. If possible, provide a Sources and Uses Statement estimating the amount of debt and equity by source.
4. Provide a clear overview of identified/desired CRA funding, if needed, in order to make the project viable.
5. Provide a project timeline with key milestones listed. Explain any project phasing, if planned.



### **Financial Capacity of Developer**

Provide information that demonstrates the team has the financial capacity and willingness to carry out the proposed project and to initiate construction within 6-12 months of completing the development agreement. Submittals should include the following information:

1. Identify the team's capacity to secure the equity and financing required to construct, market, and sell/utilize the proposed development. Include the developer or related entities' financials and holdings.
2. Provide a basic pro forma and identify the potential amount of gap financing required and the gap financing resources related to underwriting the cost of development and operations. Define the team's experience with securing sources of gap financing that may be used for the project. The CRA may be able to provide funding for financial gaps identified in the pro forma.



### **Commitment to Diversity & Inclusion**

Applicants should include as part of their proposal a Diversity Plan that is both attainable and workable. The Diversity Plan shall identify goals for participation of Minority/Women Business Enterprises (M/WBE) and Locally Owned Small Businesses (LOSB). Suggested percentages or degrees of participation by certified M/WBEs and LOSBs are:

1. For all projects, the CRA sets an overall combined goal of 40% M/WBE participation for Professional Services, with a 26% for MBE and a 14% goal for WBE, as defined by Shelby County ordinance.
2. Within this overall goal for M/WBE participation, the CRA sets goals for goods and services categories consistent with those of the City of Memphis as outlined in Ordinance 5384, Sec. 2-327, using the ratio of the M/WBE participation goals for each sector. These goals are to be updated when the City of Memphis revises their goals.
3. The LOSB participation goals remain at 10%.
4. The CRA will monitor its projects, requiring contractors to submit regular reports, and reviewing the goals on an annual basis.

Upon approval, the Applicant will be responsible for implementation of the Diversity Plan and for filing with the CRA staff quarterly reports that reflect the names of the certified firms involved, the amount of money received by such firms and the total amount spent.

Respondents should also outline their experience and commitment to community collaboration and provide a plan for community engagement throughout the redevelopment process.

## VIII. RFP Submission Process

### QUESTIONS

Submit questions in writing to Vivian Ekstrom via email at [vivian.ekstrom@cramemphis.org](mailto:vivian.ekstrom@cramemphis.org) using the subject line "1126 Thomas RFP." Responses to questions will be posted on the CRA website as they are received.

### SUBMISSION DUE DATE

All proposals to this RFP must be submitted to the CRA by 5:00 PM CST on Friday, February 21, 2025. Respondents must submit a digital PDF of the entire submission via email to [vivian.ekstrom@cramemphis.org](mailto:vivian.ekstrom@cramemphis.org) (subject line should read "1126 Thomas") prior to the deadline described above. Please format the document to fit 8.5 x 11 size. A maximum length of 20 pages is preferred.

## IX. Other Requirements

### EQUAL OPPORTUNITY STATEMENT

The CRA is an equal opportunity employer and will select a development proposal without regard to age, disability, religion, creed or belief, political affiliation, race, sex, or ethnicity.

### CRA'S DIVERSITY AND INCLUSION GOALS

The CRA requires that a best-faith effort is made to proactively avail any potential contracting or subcontracting opportunities to qualified minority and women-owned businesses and locally owned small businesses. Our minimum overall goal is 40% combined M/WBE participation and 10% LOSB participation. Please reference the Commitment to Diversity & Inclusion section on page 15 for additional details.

### RIGHT TO REVISE OR REISSUE RFP

The CRA may need to request additional information from the respondents as part of the selection process once finalist firms have been identified. The CRA reserves the right to not select a proposal as a result of this process. In that event, the CRA may, or may not, elect to reissue the RFP if deemed necessary to solicit additional interest in the property.

## X. Timeline and Key Deadlines

### RFP Published

October 1, 2024

### Open Houses (9-10am):

November 20; December 11; January 22

### RFP Submittals Due

February 21, 2025 by 5:00 PM CST

### Selection Committee Review:

March/April 2025

### Development Agreement:

June 2025

### Start of Construction:

Early 2026

Please send questions to:

Vivian Ekstrom, Director of Planning and  
Community Development

[vivian.ekstrom@cramemphis.org](mailto:vivian.ekstrom@cramemphis.org)



# Sustainability

Incorporating sustainable design principles and environmentally friendly practices into the development is essential to minimize environmental impact, promote biodiversity, and enhance overall sustainability. In addition, we advise that all erosion control measures during construction are considerate of the native ecosystem and the surrounding residences. The final landscape package for developments should pull from species native to Tennessee, the southeast, or North Americas. We highly recommend consulting these two species lists ([1](#) & [2](#)) produced and provided by the UT extension office.

*Developers are encouraged to consider the following strategies:*

**Utilize Native Plant Species:** Integrate native plant species that are indigenous to Tennessee or the southeastern region of the United States into the landscape design. Native plants are well-adapted to local climate conditions and soil types, requiring less water, fertilizer, and maintenance compared to exotic species. By incorporating native vegetation, developers can support local ecosystems, provide habitat for wildlife, and enhance the aesthetic appeal of the site.

**Promote Biodiversity:** Design landscaped areas to incorporate a diverse range of plant species, including trees, shrubs, grasses, and flowering perennials. Creating habitat diversity within the site encourages a variety of native wildlife species, such as birds, pollinators, and beneficial insects, to thrive in the urban environment. Incorporating features such as birdhouses, and butterfly gardens can further enhance biodiversity and ecological resilience.

**Green Infrastructure:** Implement low-impact development (LID) techniques to manage stormwater runoff and reduce the burden on municipal drainage systems. Examples of green infrastructure elements include permeable pavements, rain gardens, and bioswales. These systems help to capture, treat, and infiltrate stormwater onsite, reducing erosion, flooding, and water pollution while replenishing groundwater supplies.

**Sustainable Site Design:** Optimize site layout and orientation to maximize energy efficiency, minimize heat island effects, and promote passive solar heating and cooling. Incorporate features such as solar panels, rainwater harvesting systems, and energy-efficient lighting to reduce utility costs and environmental impact. Preserve existing trees and vegetation where possible to provide shade, improve air quality, and mitigate urban heat stress.