Malheur County Development Corporation (MCDC)

Request for Proposals

**Project:**

Treasure Valley Reload Center - Lender

**Due Date:**

Thursday, January 31, 2019

5:00 pm MST / 4:00 pm PST

**Contact Information:**

Greg Smith, Officer to the Board

Malheur County Development Corporation

522 SW Fourth St.

Ontario, OR 97914

541-889-6216

[malheurcountyedc@gmail.com](mailto:malheurcountyedc@gmail.com)

General Information

* Malheur County Development Corporation (MCDC) will be the borrower. The initial term of this line of credit shall be negotiated. Full project development is expected to take two years.
* Lender Eligibility - Any public or private financing institutions that demonstrate qualifications are eligible for consideration. Provider must be fully licensed to do business within the State of Oregon.
* General Lending Requirements - **The lender must be willing to offer a line of credit to MCDC**. Accepted proposals and any negotiated modifications will become part of the line of credit.

Additional Submission Information

* MCDC reserves the right to reject any and all proposals upon finding that it is in the corporation’s best interest to do so. Any proposal found to be out of compliance with the instructions in this packet will be deemed non-qualified and rejected.
* MCDC reserves the right to exercise its options or negotiations with proposers in the establishment of a line of credit and to waive any irregularities or informalities.
* Public Records - Information provided in the proposal will, to the extent allowed by law, be confidential and will not be revealed or discussed with competitors.
* This RFP does not obligate MCDC to accept a line of credit, to pay the costs incurred in preparing any proposal, or to procure the services described herein. All proposals are submitted at the sole cost and expense of the proposer. MCDC shall incur no liability or obligation to any proposer except pursuant to a written agreement, duly executed by the proposed and an authorized signatory from MCDC.

RFP Information

**About Malheur County Development Corporation (MCDC)**

MCDC is a 501(c)4 non-profit economic development corporation and serves as the project sponsor of the Treasure Valley Reload Center (TVRC) Project. MCDC was created by the Malheur County Court in 2017 after the Oregon State Legislature passed Keep Oregon Moving (House Bill 2017-A). The county court appointed nine individuals to serve as the board of directors. Each member was chosen for their professional background and experience as it relates to sectors of agriculture, business, land use, logistics, finance, and industrial development. Greg Smith serves as a voting member and Officer to the Board.

**Project Background**

In 2017 the Oregon State Legislature passed Keep Oregon Moving (House Bill 2017-A) which allocated $26,000,000 for the development of the Treasure Valley Reload Center (TVRC). Malheur County has been actively researching the construction of a reload/intermodal facility since Fall of 2015. MCDC is proposing the development of the TVRC in Malheur County, Oregon. The corporation has gone through a robust site selection process and recommends the development of the TVRC on industrially zoned property in Nyssa, Oregon. The site is centrally located in the Treasure Valley region which includes Malheur County (OR), Payette County (ID), Washington County (ID), Canyon County (ID), and the northern portion of Owyhee County (ID). The site will offer 350+ acres of industrial land and is strategically located along the Union Pacific Railroad (UPRR) Mainline and near Highways 20, 26, 201, and 95.

As required by the legislation mentioned above, MCDC submitted a project pre-proposal describing its organizational structure and conceptual project plan overview. The Oregon Department of Transportation (ODOT) and Oregon Business Development Department (Business Oregon) reviewed and approved the pre-proposal with no conditions. With this approval, ODOT will be entering into an agreement with MCDC to release 5% of the total funding for the development of a full project plan. The plan will then be submitted back to ODOT for approval. Upon approval, the remaining funding will be released.

**Request for Proposal**

MCDC is seeking proposals for a line of credit for the TVRC project. The purpose of this process is to obtain financing services at a competitive price, but also to give each of the local lenders an opportunity to be involved in the project.

As mentioned previously, ODOT will be entering into an agreement with MCDC to release 5% of the statutorily allocated $26,000,000. The 5% will be utilized for the development of a project plan. The funding will be allocated in a reimbursement method. MCDC requests an initial drawdown line of credit of $250,000. Expenses incurred by the development corporation in the process of the project plan development will be paid through the line of the credit. MCDC will then submit the associated expense reports/invoices to ODOT for reimbursement, which will be applied to paying down the line of credit.

The required term of repayment shall not exceed two years, with either annual or semi-annual payments being the preferred repayment options.

It is anticipated the line of credit would need to be increased over the course of the project, especially after the project plan is approved and ODOT releases the remaining statutorily allocated $26,000,000 which is also expected to be on a reimbursement method.

Security: Enrolled House Bill 2017 (page 79) passed by the Oregon State Legislature during the 2017 regular legislative session. Malheur County may consider guaranteeing the initial line of credit. Malheur County may also choose to not guarantee the initial line of credit.

Submission Requirements and Format

The proposal must be typed legibly and should not exceed five (5) pages, including cover sheet and attachments. One page is defined as one-side of a single 8.5 x 11 page with 11-point minimum font size for substantive text.

Proposals must provide the following information:

1. Bank background and familiarity with the region;
2. Examples of lending activity to similar development projects or similar financing (state-funded) projects;
3. Identification of the person(s) at the bank who will be assigned to the project and their experience with similar transactions;
4. Method or formula used to determine the interest rate;
5. Indicate the maximum amount of fees that would be imposed, including ordination fees, legal fees, etc.;
6. Provide any other information that would affect the selection of the bank or would affect the fees or line of credit; and
7. Three references from previous or current clients.

Submission Instructions

Proposals must be submitted electronically to malheurcountyedc@gmail.com no later than Thursday, January 31, 2019, at 5:00 pm MST/4:00 pm PST.

Questions

Questions regarding this RFP should be directed to Officer to the Board Greg Smith at [malheurcountyedc@gmail.com](mailto:malheurcountyedc@gmail.com). Please submit questions by Tuesday, January 29, 2019.