

Nebraska Department of Administrative Services

Request for Qualifications

**To Provide:
Commercial Real Estate Services for
The State of Nebraska Omaha State Office
Building and Park II Garage
Omaha, NE**

State Building Division

Nebraska Department of Administrative Services

P.O. Box 98940

Attn: Brent Flachsbart

Lincoln, NE 68508-8940

Street Address:

Nebraska Department of Administrative Services

1526 K Street, Suite 160

Lincoln, NE 68508

ORIGINAL

February 2025

INTRODUCTION

For the betterment of the citizens of Nebraska, State leaders have decided to create a historic development opportunity in the heart of the Old Market District of Omaha. The Omaha State Office Building (the “OSOB”) and its accompanying parking garage are situated between 13th and 14th Streets and Farnam and Harney Streets adjacent to the Gene Leahy Mall and the forthcoming Mutual of Omaha Headquarters Tower.

State leaders have determined that the best way for the State to support the continued development of Downtown Omaha including initiatives like Project Beacon and to be excellent stewards of State resources is to divest the OSOB so that the property can be put to its highest and best use for the citizens of Nebraska.

State leaders believe this development opportunity will receive consideration from many real estate professionals and consortia. The State is willing to consider organizing or participating in a variety of deal structures, including: straight sale; equity retention; mezzanine financing; seller-holdback financing; naming opportunities; single developer or consortia; tax-increment financing; limited-period leaseback; letters of credit; real-estate swaps; and recruitment of global occupiers.

Information contained in this document explains the request for qualification (RFQ) proposals for the purpose of engaging real estate services in the City of Omaha to divest of commercial real estate properties downtown.

The Department of Administrative Services-State Building Division (SBD) is seeking qualifications from real estate professionals with experience in coordinating the sale of properties situated for redevelopment, preferably in urban downtown or similar areas.

This RFQ provides information relevant to SBD’s overview, project budget, schedule, scope of desired consultant services, selection procedures, and submission guidelines.

Omaha State Office Building Overview

The Omaha State Office Building is located on 1.72 acres (Parcel 031334000) at the SW corner of 13th and Farnam. The building, built in 1986, contains three stories with a lower level containing 233,200 SF of total gross area. 175,706 SF is above grade with nearly 131,000 SF of office space, and over 44,000 of Common space including conference facilities and a commercial kitchen. The Lower level contains 57,494 SF used primarily for mechanical areas and 42 parking spaces. The building is located adjacent to the newly redeveloped Gene Leahy Mall and is proximate to the Mutual of Omaha Headquarters, projected to open in 2026.

Omaha Park II Facility Overview

The Omaha Park II facility is a five-story parking garage located on 3 contiguous parcels (0314060006; 0314070000; 0314090000) totaling 34,555 SF. The facility contains 402 parking spaces. The structure includes pedestrian access in a heated lobby near the northeast corner of the structure. The lobby includes a stairway and an elevator that service all floors. An additional open stairway located in the southwest corner of the structure. Vehicle access is along the north, west, and south elevations.

SCOPE OF DESIRED CONSULTANT SERVICES

Complete Real Estate Broker services to identify occupiers, brokers, developers, investors, or other parties and serve as the State's broker in finalizing the real estate sale of the subject properties including:

1. Assist SBD in making informed decisions regarding the ultimate disposition of the identified properties
2. Have familiarity with the Omaha Market and urban downtown redevelopment and identify commercial occupiers, developers, brokers and investors that will maximize the value in the State's divestment of the identified properties
3. Collaborate with SBD to develop market outreach materials and actively market and advertise the site for sale using MLS and other real estate marketing and sales platforms in addition to direct contacts
4. Coordinate showings, Q&A's and other informational transactions with prospective buyers in cooperation with SBD
5. Assist SBD in developing preferred transaction structure and schedule
6. Assist SBD with evaluation of timeline, resources and commitment of bid offers to ensure compliance with SBD's requirements
7. Coordinate real estate transaction closings and document development
8. Handle all other customary activities and services associated with real estate transactions

PROPOSED PROJECT SCHEDULE

Advertise for Consultant Proposals - February 26, 2025-March 12, 2025

RFP Responses Due - Wednesday, March 12, 2025 @ 3:00pm CDT

Notification of Consultants to be Interviewed. - Friday, March 14, 2025

Consultant Interviews - Wednesday, March 19, 2025

Selection of Consultant - Thursday, March 20, 2025

Broker Agreement - Friday March 28, 2025

Develop Market Assessment and Develop Promotional Campaign - TBD with Broker

Market Properties - TBD with Broker

Finalize Sale - TBD with Broker

SELECTION PROCEDURE

Consultants interested in providing services for this project must provide a written response to this Request for Proposal and mail or deliver their proposal to SBD by **Wednesday, March 12, 2025 @ 3:00pm CDT**

Subsequently, a consultant selection committee will review all proposals to determine which consultants will be invited to participate in a formal selection interview with members of the selection committee.

Selection Process (Considerations, Interviews)

1. The selection committee shall receive and evaluate all prospective consultant's letters of interest which must include the requested qualification details.

2. The selection committee will consider the following qualifications in selecting three to four firms for interviews:

- a. Ability of proposed professional personnel to be assigned to the project.
- b. Past performance on projects of similar size and complexity.
- c. Firm's approach that will maximize the State's return on sale.
- d. Firm's location & familiarity with the Omaha market for projects of this scope.
- e. Recent, current, and projected workload of the firm.
- f. Firm's fee schedule/structure for the projected workload.

3. Interviews will be scheduled with the selected firms. Interviews may include:

- a. Qualifications of key personnel to be assigned to the project.
- b. Approach for marketing/identification of potential interest in the property.
- c. Proven record of completing similar projects.
- d. Ability to furnish required services within the time frame.
- e. Identifying portions of the work to be performed by other consultants.

4. The contract will be awarded to the highest scoring firm. If an agreement cannot be reached, the Agency may contract with the next most qualified firm.

Proposal Submission - The deadline for receipt of Response to this Request for Proposal is,

Wednesday, March 12, 2025 @ 3:00pm CDT Proposals shall be limited to no more than twenty (20) single sided pages total. Proposals (5 copies) should be submitted to:

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