ADDENDUM #2 – July 26, 2023

Re: Request for Proposals
Land Lease for Hotel Development
Middle Tennessee State University
SBC Project No. 366/009-03-2023

From: Middle Tennessee State University
1301 E. Main St., Box 44
Murfreesboro, TN 37132

To: All Prospective Proposers

This Addendum forms a part of the RFP documents and modifies the original RFP Documents issued July 14, 2023.

This Addendum consists of 7 pages.

GENERAL INFORMATION

Page 21 of the RFP document, Item 9. Schedule of Events, Event 16. University issues Intent to Award Notice and Procurement File is opened for Public Inspection the date should be February 2, 2024 (tentative)

QUESTIONS DURING THE PRE-PROPOSAL CONFERENCE:

1. Conference areas: What University conferences are envisioned at this hotel?
   a. MTSU does not envision only a small area for conference space at the hotel center, MTSU currently has a large amount of conference space offerings on campus.

2. Process procedure P3 delivery. Early design presentation. What level will design manual and process should be adhered to under this contract agreement. Level of input from MTSU on design phase. Agreement forms, standard processes?
   a. The MTSU agreement will be with the hotel developer/operator only. This agreement will contain statutory requirements required of all agreements with State of Tennessee. Sub-contractor agreements between the hotel Developer/Operator, including agreements with design consultants and construction general contractor, will not be required to use standardized State of Tennessee agreement forms. Other processes typically found on TN State Building Commission projects including High Performance Building Requirements (HPBR) and the Early Design Phase approvals with the State Building Commission will not apply to this project.
   b. Design Standards and Expectations is covered in RFP “4. Development Standards and Program Expectations.”
   c. During the design phase, MTSU will be involved in the plan review process to help ensure that the hotel design meets design criteria included in the RFP document.
3. When will the University share the first draft of the lease with potential developers? We'd like to review the lease document (if available).
   a. Refer to RFP 7.3.7 Lease Agreement

4. Will you please confirm the preferred lease term and the maximum available lease term?
   a. MTSU has not established a preferred lease term and understands that to provide a quality hotel development the Developer/Operator will need a lengthy lease term to provide an adequate return on their investment.

5. Could you share the Student Athlete Performance Center and Tennis survey and renderings?
   a. SAPC-C1.01 Site.pdf
   b. Tennis C200 Site.pdf
   c. MTSU Tennis - 1.jpg
   d. MTSU Tennis - 4.jpg
   e. SAPC Image one.jpg
   f. SAPC Image Two.jpg

6. Could you share the Athletic Masterplan?
   a. MTSU ATH MP FINAL - 102317 compressed.pdf

7. Is there a stormwater survey for Site One?
   a. Provided in RFP Appendix F Referenced on sheet 2.

8. Could you provide a timeline for the athletic projects in the area of the hotel development?
   a. Tennis Complex: Estimated Completion December 2023
   b. Student Athlete Performance Center: Estimated Completion September 2025
   c. Addition and Renovation to the Murphy Center: Contingent on availability of funds with the expectations of project start within the next two years.
   d. Indoor Practice Facility: Last phase of the athletic master plan after the Addition and Renovation to the Murphy Center. Timeline for project commencement unknown at this time.

9. Developer can choose which site to propose on (one or both), would you need to submit one for each of the site?
   a. The Developer has the opportunity to choose which site to develop for this RFP. They may choose to propose on either site (Site 1 or Site 2) or both sites. If they choose both sites they must submit a proposal for each site.

END OF ADDENDUM #2
Addendum #2 dated July 26, 2023, is posted on: https://www.mtsu.edu/campusplanning/RFPQ.php
Pre-Proposal Conference Agenda
MTSU Hotel Development – Land Lease for Hotel Development
July 25, 2023

Meeting Agenda:

1. Introductions:
   - Bill Waits – AVP Campus Planning
   - Jamie Brewer, RFP Coordinator, Jamie.brewer@mtsu.edu (615) 898-2307 – MTSU Campus Planning
   - Edward Norwood, Brailsford and Dunlavey, P3 Consultant

2. Attendance is not mandatory for today’s pre-proposal conference
   - In-person attendees please fill out sign-in sheet
   - Virtual attendees please send Jamie Brewer, RFP Coordinator, an email stating that you were in attendance virtually

3. RFP Communications:
   - Proposers are to direct all RFP communications to Jamie Brewer (Jamie.brewer@mtsu.edu (615) 898-2307), RFP Coordinator. On all communications copy Joe Winters with Brailsford and Dunlavey: Brailsford & Dunlavey, Inc. Attn: Joe Winters 1170 Peachtree Street NE, Suite 625 Atlanta, GA 30309 Phone: (404) 890-7000 Email: jwinters@bdconnect.com
   - Only the University’s official, written responses and communications will be binding with regard to the RFP. All oral communication of any type will be unofficial and non-binding.
   - The University has assigned “RFP# 23-03-001” to this RFP. Reference this number on any communication with the RFP Coordinator and all submittals.
   - Original RFP posting and any issued addenda (currently 1 posted) will be posted to the following web address (https://www.mtsu.edu/campusplanning/RFPQ.php) and listed under “Land Lease for Hotel Development”. Notification of any future addenda posting will be sent to known proposers.

4. This RFP includes a three phase or step selection process:
   - **Step 1**: Evaluates Development Team composition and experience, financial capabilities, and project approach summary. Short-listed firms will then be asked to proceed to Step 2.
   - **Step 2**: Evaluates proposals that include conceptual plans, budget, deal structure, pro formas, and implementation schedule.
• Step 3: The Best and Final Offer (BAFO) step allows for additional information and further discussion with Development teams that completed Step 2. In this phase, selected finalists will be invited to engage the University to refine and optimize their submission with the goal of submitting a BAFO with the greatest benefit for MTSU.

5. Step I upcoming dates:
   • August 1, 2023 (3:00 pm central time: written “Questions & Comments” Deadline
   • August 15, 2023: MTSU’s response to written “questions & comments”
   • August 18, 2023: Notice of Intent to Propose
   • August 25, 2023: Step 1 Proposal Deadline and University opening of proposals
   • August 29-31, 2023: presentations by proposing developers (tentative)
   • Week of September 4, 2023: University Completion of Step 1 Proposal Evaluations and Notification of Step 2 Downselect.

6. Procurement Purpose:
   • MTSU seeks development partners to deliver a new mixed-market hotel located on University-owned property.
   • The goal of the solicitation is to identify the firm(s) with which the University will enter into a land-lease agreement to build, deliver, and operate a hotel. MTSU believes that there is also sufficient market demand to support a family friendly restaurant and a small amount of conference space in the project.
   • MTSU expects the development partner to finance, design, construct, operate, and maintain the hotel at their cost.
   • The University does anticipate some revenue to be generated by the project for lease payments and possibly profit-sharing agreements with the selected development partner.

7. Two Primary Goals for Hotel Development:
   • Provide convenient lodging needed to support MTSU’s athletic and academic demand.
   • Deliver experiential or hands-on learning opportunities for MTSU academic programs, especially the MTSU Tourism and Hospitality Management program.

8. Potential Sites identified for development:
   • Site 1
     o Approximately 4.0 acres
     o Located just south of Greenland Drive on the north-west corner of MTSU’s campus
     o Storm water - On the existing site, storm water drainage from the north-western area of campus bisects the site and enters the City of Murfreesboro’s stormwater sewer system on the corner of Greenland Drive and Middle Tennessee Boulevard. Development of this site will require additional storm water improvements needed to accommodate storm water discharge.
     o Location adjacent to many of MTSU’s Athletics facilities:
       • Murphy Center – Home to MTSU basketball, concerts, and other public events, the Murphy Center is slated for a $66 million project including comprehensive renovation to interior areas including arena seating and an addition on the north-east corner to provide a new, more convenient entry and lobby spaces.
• **Floyd Stadium – MTSU Football**

• **MTSU Student Athlete Performance Center** – this project has just started construction and is a $66 million project to provide training and rehab facilities for MTSU student athletes and office spaces for MTSU Athletics staff.

• **Tennis Facility** – construction underway on the $7.9 million project to upgrade MTSU tennis facilities including 8 new competition standard courts, spectator seating, and a small building with locker rooms and coaches’ offices.

• **Site 2**
  - Approximately 3.8 acres
  - Located just off campus on the corner of Middle Tennessee Boulevard and Greenland Drive
  - Location allows access to MTSU athletic facilities indicated under “Site 1” information as well as the rest of MTSU’s campus.
  - Several small structures are present on parcels forming Site 2. Demolition of these structures needs to be included with any proposal for this site.

- Additional information for both sites including zoning, environmental reports, and geotechnical information is included in the RFP document and appendix sections.

9. Development Standards and Program Expectations are included in section 4 of the RFP
   - Section 4.1 includes Design Objectives for the Project
     - Exterior of the building shall compliment surrounding context and the MTSU campus
     - Primary exterior building materials are listed in section 4.1.2.3 of the RFP document and include durable, long-lasting materials that align with City of Murfreesboro requirements.
     - Type V wood-framed structural systems are prohibited from use.

10. Operations and Maintenance (see section 6 in the RFP document)
   - The Operator is responsible for all administrative responsibilities, custodial, facility maintenance, and capital investment for the Project to ensure that hotel users receive a high-quality experience.

11. Questions? Please email any questions to Jamie Brewer, RFP coordinator

12. Site Walk – Site #1 and Site #2
Appendix B
Proposed Hotel Sites
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<thead>
<tr>
<th>Name</th>
<th>Company</th>
<th>Contact Email</th>
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<tbody>
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<tr>
<th>Name</th>
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</thead>
<tbody>
<tr>
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