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# LOUISVILLE

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## RENAISSANCE ZONE CORPORATION

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**REQUEST FOR QUALIFICATIONS FOR:**

**REAL ESTATE BROKER SERVICES**

DATE: January 15, 2025

**REQUEST FOR QUALIFICATIONS  
REAL ESTATE BROKER SERVICES  
LOUISVILLE RENAISSANCE ZONE CORPORATION**

The Louisville Renaissance Zone Corporation (the “Corporation”), is accepting Statements of Qualifications for a firm interested in providing Real Estate Broker Services, to market for lease, Tract 2 in the Renaissance South Business Park, which consists of approximately 23.7 acres and the proposed 324,576 square foot speculative industrial warehouse facility located thereon, which address is 8001 Air Commerce Drive, Louisville, KY. A scope of work and qualifications format is attached, or may be obtained at <https://www.flylouisville.com/corporate/bids-proposals/>.

Proposers submitting Statements of Qualifications should submit evidence of qualifications and experience related to successfully performing the services described in the scope of work. Reasonable compensation for the services to be rendered shall be established by negotiation with the firm selected by the Corporation.

The Corporation in accordance with Title VI of the Civil Rights Act of 1964, 78 Statue, 252, 42 U.S.C. 2000d to 2000d-4 and Title 49, Code of Federal Regulations, Department of Transportation, Subtitle A, Office of the Secretary, Part 21, Non-discrimination in Federally Assisted Programs of the Department of Transportation issued pursuant to such Act, hereby notifies all firms that it will affirmatively ensure that in any Award made pursuant to this advertisement, Disadvantaged Business Enterprises (“DBE’s”) as defined in 49 Code of Federal Regulations Part 23, will be afforded full opportunity to submit Statements of Qualifications in response to this invitation and that no firm will be discriminated against on the grounds of, race, creed, handicap, color, religion, sex or national origin in consideration for an Award.

The Corporation reserves the right to waive any informality in any Statement of Qualifications, to reject any and all Statements of Qualifications, and to negotiate with the firm whose Statement of Qualifications, in the Corporation’s opinion, reflects the best qualifications and is the most advantageous to the Corporation, to such extent as may be necessary.

Statements of Qualifications will be received at the Office of the Vice President of Airport Properties and Concessions, at the Administrative Offices of the Louisville Renaissance Zone Corporation, 700 Administration Drive, Louisville, Kentucky 40209, until and not later than 2:00 p.m., local time on February 5, 2025. Responses should be clearly marked as Real Estate Broker Statement of Qualifications. Proposers may be invited to participate in an interview on a date to be determined.

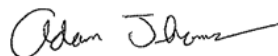
Proposers shall submit all questions and comments on the Request for Qualification Documents, if any, in writing at the following addresses, Louisville Renaissance Zone Corporation (regular mail), ATTN: Adam Thomas, Vice President of Airport Properties and Concessions, 700 Administration Drive, Louisville, Kentucky 40209, or electronic mail to email address [adam.thomas@flylouisville.com](mailto:adam.thomas@flylouisville.com), which all submissions shall be received no later than 2:00 p.m., local time, on January 22, 2025.

Four (4) copies of the Statement of Qualifications should be submitted and should follow the format indicated in the section titled Statement of Qualifications following the Scope of Work.

The Corporation has a No Contact Policy which prohibits communication or contact by Proposer(s) or its representatives(s) directed at members of the Corporation's board, its employees, its consultants, or its other representatives concerning the subject of the Request for Qualification Documents except as permitted by the Request for Qualification Documents.

NO CONTACT POLICY.

- A. No Unauthorized Contact by Proposers. Upon the advertisement or other publication of notice of these Request for Qualification Documents until such time as an Award is made with respect thereto, there shall be no communication or contact initiated by Proposers, potential Proposers, or their representatives directed at members of the Corporation's board, its employees, its consultants, or its other representatives concerning the subject of the Request for Qualification Documents, except as permitted by these Request for Qualification Documents.
- B. Unrelated Contact. If the Corporation currently contracts with a Proposer, this policy shall not prohibit communications between the Corporation and such Proposer to the extent they relate to the existing contract and not the ongoing Request for Qualifications process.
- C. Contact by the Corporation. This policy shall not prohibit Corporation employees or representatives from contacting a Proposer for the purpose of obtaining further information.
- D. Policy Violations. The Corporation may reject a Statement of Qualifications or response in the event of any violation of this policy.



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Adam Thomas  
Vice President of Airport Properties and  
Concessions

## **SCOPE OF WORK**

### **REAL ESTATE BROKER SERVICES**

- I. GENERAL DESCRIPTION. The Corporation is soliciting Statement of Qualifications from qualified and financially sound Proposers to enter into an Agreement to market for lease, Tract 2 in the Renaissance South Business Park, which consists of approximately 23.7 acres and the proposed 324,576 square foot speculative industrial warehouse facility located thereon, which address is 8001 Air Commerce Drive, Louisville, KY (the “Premises”).

A. The Transaction

The successful Proposer to whom the Corporation makes an Award, if any, shall enter into an agreement with the Corporation and shall market the Premises for lease.

As stated above, the Premises will include the approximately 23.7-acre site and the 324,576 square foot speculative industrial warehouse, which is anticipated to commence construction in Q12025 and be completed by December 31, 2025. The Premises will be subject to the Declaration of Covenants, Conditions and Restrictions for Renaissance Zone South Business Park of record in Deed Book 9016, Page 791 in the Office of the Clerk of Jefferson County, Kentucky, as amended (the “CC&Rs”).

The site plan and building illustration are included on Exhibit A. A summary of the speculative industrial warehouse facility is listed below:

8001 Air Commerce Drive Warehouse Building Information	
Building Size	324,576 SF
Acreage	23.7+/- Acres
Office Area	N/A
Construction Type	II-B
Fire Suppression Type	ESFR
# Dock Doors (with size)	32 w/Levelers, expandable to 70
# Drive-In Doors (with size)	2 (14' x 16')
Clear Height	36'
Column Spacing	54'
Bay Size	54' X 60'
Lighting Type	LED, 30fc in Dock Bay
Electric Service	4,000 amp, 3-phase 480v
HVAC Equipment	80/20 Rooftop Units
Roof	TPO Membrane Roofing
Truck Court Depth	185'-Dock 60/Isle 70/Trailer 55
Car Parking Spaces	279
Trailer Parking Spaces	70
Floor Thickness	7" Slab, Reinforced in Dock Bay
Zoning	EZ-1
Year Built	2025
Utility Providers	Gas: Louisville Gas & Electric Water: Louisville Water Company Sewer: Metropolitan Sewer District

## II. PROPOSER QUALIFICATIONS.

- A. To be considered to provide the services hereunder, each firm must, at a minimum, meet the following criteria:
1. Proposer must hold an active Kentucky Real Estate Broker License and be in good standing with the Kentucky Real Estate Commission and provide copies of the same.
  2. The lead broker(s) who will be assigned must each have a minimum of 10 years relevant business experience similar to the Scope of Work described herein.
  3. The Proposer must provide evidence of sufficient financial support and personnel to perform the Scope of Work.
  4. Proposer must be able to provide evidence of professional liability insurance acceptable to the Corporation.

5. Maintain professional courtesy in all contacts with prospective buyers.
  6. Provide the Corporation with the original versions of all documents produced by the successful Proposer as a result of the work assigned, as requested.
- B. Proposers submitting a Statement of Qualifications must have the above minimum qualifications; and if such is found not to be the case, any Statement submitted by such firm may be rejected.

### III. SCOPE OF WORK.

- A. The Scope of Work includes, but is not limited to:
1. Market the Premises for lease pursuant to a marketing plan acceptable to the Corporation.
  2. Provide a comprehensive property valuation report, including market trends, sales/lease history, and other relevant information to determine an appropriate rental rate.
  3. Evaluate prospective tenants.
  4. Negotiate the terms of a potential lease of the Premises with prospective tenants.
  5. Obtain an executed lease agreement from the tenant approved by the Corporation in accordance with the form and content requirements as directed by the Corporation.
  6. Advise the Corporation in matters regarding the offers, claims, counteroffers, discussions, and issues pertaining to the lease of the Premises, both before and after a lease agreement has been executed by the Corporation and prospective tenant.
  7. Attend meetings and/or public hearings with Corporation staff and other parties involved in the project.

### IV. SUBMISSION REQUIREMENTS.

Proposers wishing to provide Real Estate Broker Services should respond to this Request for Qualifications by submitting a written statement setting forth their qualifications. The Proposer's statement should address the following topics and questions:

- A. An introduction of the Proposer and its experience in real estate broker services of similar scope.
- B. A detailed description of the services that the Proposer proposes in connection with the contract contemplated by this Request for Qualifications.
- C. A list of key personnel assigned to this project. The statement of qualifications shall also contain a detailed description regarding staffing capacity being proposed for this contract.
- D. The proposed commission structure to be used in the transaction.
- E. The recommended initial listing rental rate and tenant improvement allowance.
- F. Reference – A brief listing of similar projects shall be submitted along with contact name and number of the personnel most involved with the project.
- G. Evidence of the professional liability insurance to be maintained by the Proposer during the term of engagement.

V. EVALUATION PROCESS.

- A. Proposer must submit four (4) copies of its Statement of Qualifications with one being the “Original” and labeled as such. Proposer must also submit one (1) electronic copy of the entire Statement of Qualifications in a PDF format on a flash drive, CD or DVD.
- B. The Corporation reserves the right to interview any or none of the firms responding to this request based solely on its judgment as to the firm’s qualifications and capabilities. The Corporation reserves the right to reject any or all submittals and to request and consider additional information from firms. The Corporation reserves the right to waive any irregularities and technical defects. The Corporation reserves the right to modify, amend, or waive any provisions of this request, prior to the engagement of a firm for the services.
- C. The Statement of Qualifications must be delivered in a sealed envelope or box clearly marked and addressed as follows:

**REAL ESTATE BROKER SERVICES**  
Louisville Renaissance Zone Corporation  
Attn: Vice President of Airport Properties and Concessions  
700 Administration Drive  
Louisville, KY 40209

VI. NON-MANDATORY INFORMATIONAL MEETING.

- A. The Corporation will conduct a non-mandatory Informational Meeting beginning at 11:00 a.m., local time, on January 21, 2025, for the purpose of reviewing the Request for Qualifications and entertaining any questions from potential Proposers. The non-mandatory Informational Meeting will be held in the Administrative Offices of the Corporation, 700 Administration Drive, Louisville, Kentucky 40209.



Exhibit A



**LOUISVILLE**  
RENAISSANCE ZONE CORPORATION

 **SABAK, WILSON  
& LINGO, INC.**

## LRZC Tract 2

10 SEPTEMBER 2024

8001 AIR COMMERCE DRIVE - LOUISVILLE, KENTUCKY

**ANDREW CHURCHILL**  
ARCHITECT, P.C.

7222 North Shadeland Avenue, #200  
Indianapolis, Indiana 46250  
317.806.1060  
FAX 317.806.1061

© 2024 ANDREW CHURCHILL ARCHITECT, P.C. #23353-Y



SOUTHERN DITCH

195~ EMPLOYEE PARKING SPACES

36~ EMPLOYEE PARKING SPACES

**PROPOSED BUILDING**  
 1080'X300'=324,576 SF  
 23.7+/- ACS  
 FFE = 463.30  
 FEMA = 458.7  
 LRF = 459.00  
 1080'

300'

20 ~ 54' BAYS

70 ~ TRAILER STORAGE SPACES

DRIVE-IN

DRIVE-IN

185'

185'

TRUCK ENTRANCE

34'

30'

EX. AIR COMMERCE DR.

AVIATION WAY

NO.	REVISION	DATE

SHEET TITLE: ILLUSTRATIVE SITE PLAN  
 PROJECT TITLE: RENAISSANCE SOUTH BUSINESS PARK TRACT 2, 8001 AIR COMMERCE DR. LOUISVILLE, KY 40219  
 OWNER/DEVELOPER: LOUISVILLE RENAISSANCE ZONE CORP. 700 ADMINISTRATION DR. LOUISVILLE, KY 40209

JOB NO. 2504-16  
 SCALE: 1"=100'  
 DATE: 07/15/2024

DRAWING NO: **EX.**  
 SHEET 1 OF 1