
CITY OF FISHERS REDEVELOPMENT COMMISSION

ACQUISITION AND DEVELOPMENT OF REAL PROPERTY

REQUEST FOR PROPOSAL
(9001 Maynard Lane)

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1. INVITATION

The City of Fishers Redevelopment, a commission of the City of Fishers organized and existing pursuant to Ind. Code § 36-7-14 *et. seq.* (the “Commission”), invites offerors, pursuant to Ind. Code § 5-22-9 *et. seq.*, to submit a proposal for the acquisition and development of the real property described and depicted in **Exhibit A** attached hereto and incorporated herein (collectively, “RFP Parcel”). Proposals must be submitted in conformance with this Request For Proposals (“RFP”) by or before January 9, 2026 (the “Submission Deadline”).

2. BACKGROUND

A. City of Fishers. Over the past thirty (30) years, the City has experienced tremendous growth, from a population of eight thousand (8,000) in 1980 to a population of more than one hundred thousand (100,000) in 2024. As a snapshot of the City’s progress, over the last decade alone, the City has (a) helped develop more than ten (10) mixed-use developments that include apartments, condominiums, office space and retail and represent over \$1 Billion Dollars of investment; (b) incented multiple high-growth, high-technology businesses to locate to the City; (c) developed a biosciences corridor culminating in investments of more than \$750 Million Dollars; and (d) designed and developed the City’s Nickel Plate pedestrian trail extending throughout the City. Additionally, in November, 2024, the City opened the doors to its state-of-the-art, over 7500 seat event venue that is home to the Indy Fuel©, Indy Freight© and Indy Ignite© professional sports teams and hosts a multitude of concerts and other performing arts events. In 2026, the City will become home to and the headquarters of the only Formula-1 team in the United States, a General Motors Cadillac Formula-1 Team with drivers that include Valtteri Bottas and Sergio Pérez. With the growth in Fishers and the exceptional amenities available to residents and visitors, Fishers has become a destination location for Indiana and the Midwest.

B. Public-Private Partnership. When considering a public-private partnership for the RFP Parcel, the Commission will diligently review the economics of each project to ensure that taxpayer funds are being used for their highest and best purpose and that the development will yield income that support the City’s tax base while providing improvements desired by the City’s citizens.

3. FACTORS FOR CONSIDERATION

In addition to other items included in this RFP, the Commission will consider such factors as the (a) the diversity of developments offered and how those options help satisfy needs within the City, including, without limitation, additional hotel rooms; (b) specific type of development proposed (full hotel, hotel with retail and any office space etc.); (c) design and architecture; (d) the amount offeror will pay the Commission for the RFPQ Parcel, if any; and (e) what, if any, incentive the developer seeks from the Commission.

Although the foregoing factors are not an exhaustive list of the factors considered, offerors are encouraged to address each factor specifically in their application. Offerors are also encouraged to highlight the overall economic impact their proposed development will have on the City.

Specifically, offerors should consider and respond to the Commission's desire for the following:

- Hotel: Describe the type and brand of hotel, the number of key, finishes and architecture, size of the hotel, how the proposed development, any ancillary development like retail, parking and/or office uses and accompanying amenities;
- Investment: The investment of the offeror in the Property (for example, and without limitation, investment in improvements and infrastructure);
- Time for Project commencement and completion.

4. PROPOSAL SUMITTAL INSTRUCTIONS

Proposals must include the following items, in the following order and under the following headings:

A. Identification of the Offeror

Identify all principals and/or partnerships who will be involved in the project, along with each party's respective role and the extent of their participation. If offeror anticipates formation of a single purpose limited liability, please name all potential members of the limited liability company and their respect percentage of interest.

B. Executive Summary

The Executive Summary should include sufficient non-proprietary and non-confidential information to enable members of the public to understand the concept and intention of the proposal, a summary of the anticipated uses and site plan and the plan's relationship to surrounding uses.

C. Financial Analysis and Financing Plan

This section of your proposal should include, at a minimum, the following:

1. Construction costs, generally broken out into the following major categories:
 - i. land acquisition (proposed purchase price from the Commission);
 - ii. soft costs;
 - iii. utility costs (acquisition and relocation, if necessary); and
 - iv. public space, sidewalk and/or path improvements consistent with requirements of the Laws. For purposes of this RFP, "Laws" means all applicable laws, statutes, and/or ordinances, and any applicable governmental or judicial rules, regulations, guidelines, judgments, orders, and/or decrees, including without limitation the City's Unified Development Ordinance

2. Demonstration of applicant's ability to fund the project and financial responsibility Specifically identify private equity, financing, etc.;
3. Contingencies and project equity investment;
4. Request, if any, of public funds (TIF, abatement, fee waiver, infrastructure, etc.);
5. The extent to which, and the timing of when, public funds are needed to support the project;
6. Portfolios of past, similar experience, letters of recommendation and other documents establishing preparedness for the project, including, without limitation, experience in public-private partnerships.

Proposals need not be accompanied by a certified check. As provided herein, offeror shall provide the Commission with information relative to its financial responsibility.

D. Schedule

Provide a project schedule that results in a construction start date as early as possible (meaning, material and substantial work on the project site related to the construction of the proposed development such as installation of footings, foundations, and infrastructure -- not mere excavation work) and a completion date by July 1, 2028. Include any construction timeline milestones (office occupancy, opening of retail/restaurant).

E. Affirmation of No Litigation or Explanation of Litigation.

Provide an affirmation that offeror is not currently and has not been for a period of (3) years subject to litigation, including without limitation threatened litigation. If such an affirmation cannot be made, a full description of all such litigation or threatened litigation shall be included.

F. Exhibits

Complete and attach the following Exhibits:

- Exhibit B: Transmittal Letter;
- Exhibit C: Non-Collusion Affidavit; and
- Exhibit D: Affirmation of No Default, Breach or Bankruptcy

5. SUBMISSION OF PROPOSALS

Proposals must be provided in writing, in pdf format, via email at the following: jennifermesserlaw@gmail.com and baumgartnerm@fishers.in.us. All proposals shall be addressed to the attention of the Commission and must be sent to both email addresses.

6. SELECTION AND AWARD

The Commission reserves the right to reject any and all proposals at its absolute discretion. All proposals are subject to the laws of the State of Indiana.

The Commission will review and determine the proposals that seem most advantageous to the City. The Commission anticipates determining the Award Recipient at a duly noticed public meeting the week of January 12, 2026. Following selection of the Award Recipient, the Commission authorizes City staff to enter into negotiations for a project agreement with the Award Recipient.

In determining the proposal most advantageous to the City, the Commission will evaluate each submittal based on the factors included in this RFP and prescribed statutory criteria.

Selection Schedule.

Date	Action Item
RFPQ issued	12/11/2025
RFPQ second notice of publication	12/18/2025
Questions due to City Contact	12/23/2025
Commission responses to RFP questions issued	12/30/2025
RFP Responses Due	01/09/2026

7. COMMUNICATIONS & CONTACT INFORMATION

All communication is strictly limited to written questions submitted to the City Contact. Communication may be submitted by email or mail prior to the deadline for questions. Questions received by the deadline and deemed appropriate for response by the Commission, in its sole discretion, will be answered by posting the questions and answers on the City's website. Offerors shall be responsible for checking the City website. The Commission may rephrase questions as it deems appropriate and may consolidate similar questions. Responses, when posted, will constitute addenda to this RFP.

City Contact Information for Questions:

Contact Name: Megan Baumgartner, Director of Community and Economic Development

Mailing Address: One Municipal Drive, Fishers, Indiana 46038

Email: baumgartnerm@fishers.in.us

Failure to abide by this section may result in disqualification from the procurement process.

8. ADDENDA, MODIFICATIONS & WITHDRAWAL

The Commission reserves the right to issue written addenda to this RFP (each, an "Addendum" or collectively, "Addenda") at any time before the RFP Submission Deadline and will post any

Addenda on the City's website. The Addenda will be numbered consecutively. Any Addenda shall constitute a part of this RFP. All proposals shall be prepared with full consideration of the Addenda issued prior to the Submission Deadline. Each offeror is solely responsible to ensure that it has received all Addenda issued by the City and should routinely monitor the City website.

Proposals may be modified or withdrawn in writing to the City Contact, if received prior to the RFP Submission Deadline. Any modification to a proposal received by the Commission after the RFP Submission Deadline will not be considered by the Commission. The offeror may also withdraw its RFP in person at any time before the Submission Deadline.

9. POTENTIAL MINIMUM PROJECT AGREEMENT TERMS

The terms of the project agreement(s) with Award Recipient(s) will be largely dictated by the proposal(s) selected and negotiations with the Award Recipient. However, the following minimum terms are typically included in the City's project agreements:

- 1) Divestiture of property for failure to commence or failure to continuously construct;
- 2) Insurance requirements;
- 3) Open book requirements with project pro forma and project budget;
- 5) Force majeure that excludes inclement weather; provided however, it may include unusual weather circumstances;
- 6) Power of termination for retaking project;
- 7) Limitation on right to appeal tax assessment;
- 8) Non-discrimination;
- 9) Drug-free workplace; and
- 10) E-Verify requirements.

The Commission specifically advises offerors that the above list is a partial list, and the Commission reserves the right to negotiate project agreement terms most advantageous to the City.

10. GENERAL INFORMATION

The Commission may negotiate different terms and conditions with any offeror after opening the proposals.

Material, documents and information submitted in response to this RFP shall be prepared at the sole cost and expense of offerors and when submitted in response to this RFP shall become the property of the Commission.

Applicants are advised that all documents submitted in response to this RFP will be considered

public documents subject to Indiana statutes governing access to public records, Ind. Code § 5-14-3 et. seq., and after contract award, may be viewed and copied by any member of the public, including news organizations and competitors, among others.

If offeror is determined to be a Potential Awardee (as defined herein), the Commission may request access to the following types of information:

1. Financial Statements for offeror and each equity member (if a limited liability company) or shareholder (if a private corporation) for the past three (3) years;
2. Opinion letter for audited financial statements;
3. Balance sheet;
4. Income statement;
5. Statement of changes in cash flow;
6. Material changes in financial condition;
7. Details of any bankruptcy, insolvency, company creditor arrangements or other insolvency litigation or threatened litigation in the last three (3) years;
8. Downgrade in credit rating;
9. Non-payment of any debt service;
10. Inability to meet material conditions of loan or debt covenants;
11. Credit ratings; and
12. Surety/financial institution letter

The information listed above shall not be included with proposals, and to the extent such information is included, it will be deemed public information subject to Indiana's public access laws.

A. Reservation of Rights. This RFP does not commit the Commission to accept a proposal, award a contract, reimburse or pay costs incurred in the preparation of a proposal to this RFP or otherwise contract for services. The Commission will evaluate proposals based on responsiveness to this RFP and whether the proposal is advantageous to and in the best interest of the City. Although financial information, including the amount of incentive requested, is important, such information is not more important than the other factors set forth in this RFP.

B. Discussions. The Commission specifically reserves the right to (1) conduct written discussions with Potential Awardees; (2) reject any or all proposals or part thereof; or (3) waive any defects or informalities in a proposal when it is in the best interest of the City. Notwithstanding the foregoing, offerors shall not contact the Commission or City or submit questions to the Commission or City, prior to the submittal deadline except as provided in **Section 7**

C. Inconsistency of Error in the RFP. Any applicant believing that there is any ambiguity, inconsistency, or error in the RFP shall promptly notify the City Contact using the procedure set forth in **Section 7**. Failure to so notify the City Contact by the deadline for asking questions shall constitute a waiver of any and all claims of ambiguity, inconsistency or error.

D. Addenda. The Commission shall not be responsible for and specifically disclaim any oral instructions given by any employee, independent contractor or person purporting to act on behalf

of the City or Commission with respect to this RFP. Any changes to this RFP will be provided in the form of Addenda furnished to all applicants listed with the Commission as having received the RFP or to any other applicant who requests Addenda.

E. Applicant Incurred Costs. Offerors shall be responsible for all costs incurred in responding to this RFP. All materials and documents submitted in response to this RFP becomes the property of the Commission and may not be returned after the Submission Deadline.

F. Rejection of Proposals. The Commission reserves the right to reject any or all proposals received, or any part thereof; to accept any response or any part thereof; or to waive any informality when it is deemed to be most advantageous to the City.

G. Transmittal Letter. Proposals must include one (1) fully executed Transmittal Letter, in accordance with the form of Transmittal Letter set out in **Exhibit B**, attached hereto and incorporated herein, from each offeror acknowledging that the offeror has fully reviewed and understands and agrees to be bound by the terms and requirements of this RFP. The Transmittal Letter must be executed by a duly authorized representative of each offeror.

H. Non-Collusion Affidavit. Each offeror must certify that it has not participated in collusion or other anticompetitive practices in connection with its proposal by executing and returning with its proposal the Non-Collusion Affidavit provided in **Exhibit C**, attached hereto and incorporated herein.

I. No Default, Breach, or Bankruptcy. The proposal must include an affidavit, as provided in **Exhibit D**, attached hereto and incorporated herein, of the offeror's authorized representative affirming that the offeror and/or its affiliates are not: (a) involved in any current or pending litigation or legal disputes with any governmental entity; (b) in arrears to any governmental entity of any debt or contract; (c) a defaulter as surety or other obligation upon any governmental entity or (d) in failure to perform faithfully in any previous contract with a governmental entity in the preceding five (5) years, and (e) have not, in the preceding five (5) years, voluntarily or involuntarily filed for bankruptcy or other similar insolvency proceeding. In the event Offeror cannot affirm representations (a)-(e), it must sufficiently detail the reasons why and provide the Commission with sufficient detail surrounding the event or proceedings.

EXHIBIT A

Lot Numbered Five (5) in The Crossing At Fishers District Plat, USA Parkway, Fishers, in Hamilton County, Indiana, as per plat thereof recorded October 24, 2023, in Plat Cabinet 6, Slide 450, as Instrument No. 2023040636, in the Office of the Recorder of Hamilton County Indiana.

DEPICTION:

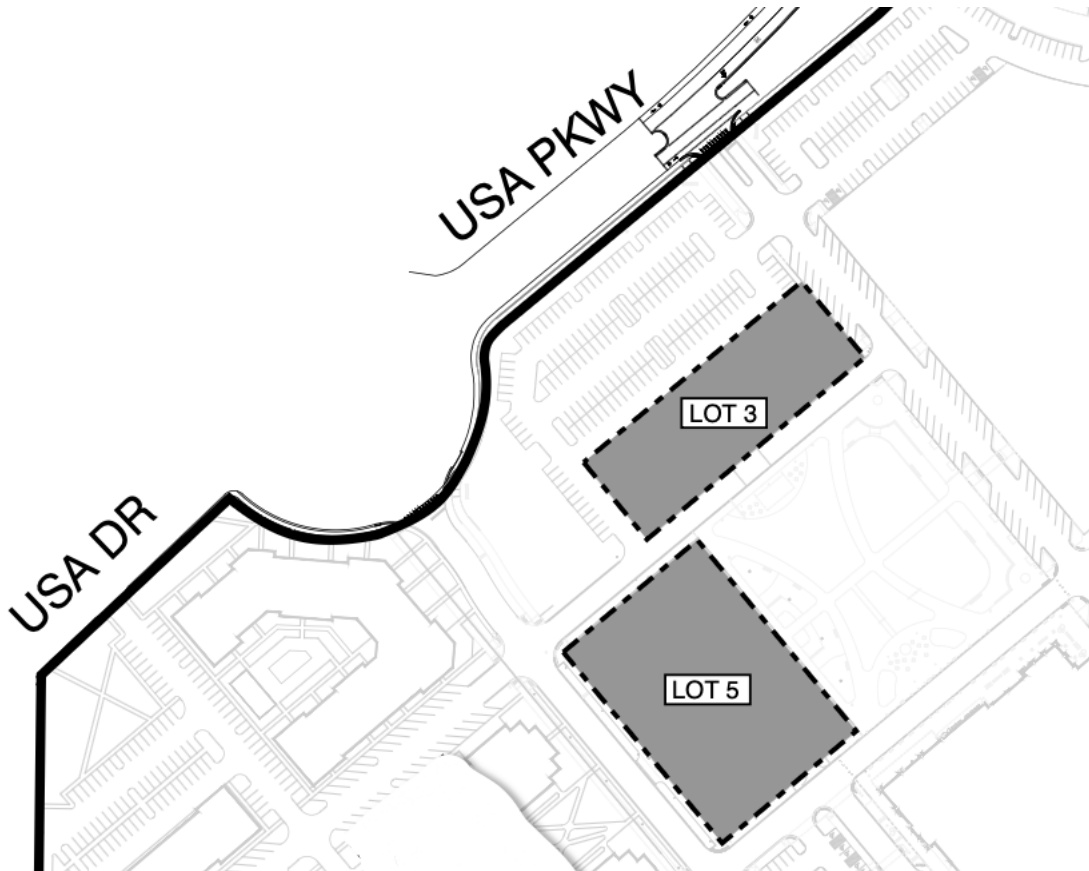


EXHIBIT B
TRANSMITTAL LETTER

Offeror: _____
City of Fisher Redevelopment Commission
c/o Megan Baumgarnter, Director of Community Economic Development
One Municipal Drive
Fishers, IN 46038

The undersigned ("Offeror") submits this proposal in response to the City Of Fishers Redevelopment Commission Acquisition And Development Of Real Property Request For Proposal (9001 Maynard Lane) dated December 11, 2026 ("RFP") issued by the City of Fishers Redevelopment Commission ("Commission"). Offeror represents and warrants that it has read the RFP and any addenda issued by the Commission and agrees to abide by the contents and terms of the RFP.

Offeror understands that the Commission is not bound to negotiate with any Offeror and may reject each response that it receives. Offeror further understands that all costs and expenses incurred by it in preparing this proposal will be borne solely by offeror, Offeror understands that any documents, work product, or proprietary information submitted to the Commission in response to this RFP or throughout the RFP process shall become the sole and exclusive property of the Commission.

Offeror acknowledges and agrees that the Commission reserves, at all times in connection with this RFP, all rights available to it under applicable law, including without limitation, with or without cause and with or without notice, the right to the following: (1) terminate this RFP in whole or in part at any time prior to the execution of a project agreement, (2) issue a subsequent RFP after the withdrawal of this RFP for the project or any part of the project, (3) reject any and all proposals, (4) terminate, suspend, or elect not to proceed in negotiations with offeror(s) at any time, and (5) waive any deficiencies, nonconformities, irregularities, and/or apparent clerical mistakes in an proposal. Offeror acknowledges and agrees that the issuance of this RFP does not commit or bind the Commission to enter into a contract or proceed with the RFP process.

Offeror acknowledges and agrees that this RFP and all aspects of the process described therein shall be governed by and construed according to the laws of the State of Indiana.

By: _____

Date: _____

Its: _____

EXHIBIT C
NON-COLLUSION AFFIDAVIT

The undersigned authorized representative of offeror, being duly sworn on oath, states and affirms that neither offeror nor any other member, representative or agent of the offeror has entered into any combination, collusion or agreement with any person or entity relative to the price or other factors offered or in response to the RFP or in any way acted to prevent any other offeror from responding or otherwise submitting a proposal to the RFP. offeror's proposal is made without reference to any other proposal and without any agreement, understanding or combination with any other person in reference to such proposal.

Further, no member of the Commission, City or City Council, or other officers of the City, or any person in the employ of the City is interested in the proposal, or the work to which it relates.

OATH AND AFFIRMATION

I HEREBY AFFIRM UNDER THE PENALTIES FOR PERJURY THAT THE FOREGOING FACTS AND INFORMATION ARE TRUE AND CORRECT.

Dated this ____ day of _____, 2026

(offeror)

(offeror's Authorized Representative)

(Signature)

ACKNOWLEDGEMENT

STATE OF INDIANA)
COUNTY OF _____)

Before me, a Notary Public, personally appeared the above-named and swore that the statements contained in this Non-Collusion Affidavit are true and correct.

Subscribed and sworn to me this _____ day of _____, 2026.

Notary Public Signature

EXHIBIT D
NO DEFAULT, BREACH OR BANKRUPTCY

The undersigned authorized representative of offeror, being duly sworn on oath, states and affirms that offeror and its affiliates: (a) are not involved in any current or pending litigation or legal disputes with any federal, state, or local governmental entity; (b) are not in arrears to any federal, state, or local governmental entity of any debt or contract; (c) are not a defaulter as surety or other obligation upon any federal, state, or local governmental entity; (d) have not failed to perform faithfully in any previous contract with a federal, state, or local governmental entity in the preceding five (5) years; or (e) have not, in the preceding five (5) years, voluntarily or involuntarily filed for bankruptcy or other similar insolvency proceeding

OATH AND AFFIRMATION

I HEREBY AFFIRM UNDER THE PENALTIES FOR PERJURY THAT THE FOREGOING FACTS AND INFORMATION ARE TRUE AND CORRECT.

Dated this ____ day of _____, 2026

(offeror)

(offeror's Authorized Representative)

(Signature)

ACKNOWLEDGEMENT

STATE OF INDIANA)
COUNTY OF _____)

Before me, a Notary Public, personally appeared the above-named and swore that the statements contained in this Non-Collusion Affidavit are true and correct.

Subscribed and sworn to me this ____ day of _____, 2026.

Notary Public Signature

