MASTER DEVELOPER

REQUEST FOR QUALIFICATIONS

ISSUED ON BEHALF OF MACOMB, ILLINOIS

FOR SPORTS-ANCHORED MIXED-USE DEVELOPMENT

Invitation

SFC (Sports Facilities Company) on behalf of Macomb, Illinois to invite statements of qualifications from experienced master developers, brokerage and/or development teams, or public-private partnership teams interested in serving as the potential master developer for a sports-anchored mixed-use district to be developed in partnership with the City. This RFQ is intended to qualify firms, not solicit final pricing, full business terms, or a complete development proposal.

Purpose

This Request for Qualifications is intended to support Macomb, Illinois in identifying and pre-qualifying experienced development firms for a sports-anchored mixed-use development initiative. The goal is to qualify development teams for the City with the experience, financial capacity, and implementation discipline to deliver a sports led district. This development has the draw of an indoor multi-court facility delivered in tandem with a balance of land developed consistent with the City's vision.

Project Background

The sports complex is planned at the southwest corner of Bower Road and Jackson Street in Macomb, Illinois; the complex footprint is anticipated on approximately 8.18 acres within a larger approximately 30-acre development area. This 30 acres has potential larger growth. The indoor facility is anticipated to total approximately 124,000 square feet; the program contemplates 8 hardwood basketball courts, 16 volleyball courts, and 24 pickleball courts, an outdoor recreational pool, with flexibility for additional event programming; and the current projected indoor complex and site improvement cost has been presented at approximately $58.4 million. At stabilization, the project has been presented as capable of generating approximately $15.5 million in annual direct spending, more than 156,000 annual visitors, and roughly 24,000 annual hotel room nights.

The City of Macomb is a vibrant, welcoming community of 15,600 residents in West-Central Illinois in McDonough County and serves a retail trade area with a population of more than 50,000. It is home to Western Illinois University, Spoon River College, NTN-Bower, Pella Windows, and Yetter Manufacturing Company. The City, a non-home rule community, operates under a non-partisan Mayor/Council form of government with a City Administrator.

Development Vision and Qualification Framework

The RFQ seeks to qualify firms that understand the sports asset is the required anchor of the overall district. The sports asset is not intended to be deferred behind speculative vertical development on the

remainder of the land. Respondents should therefore demonstrate qualifications and vision for this tandem implementation framework: 1. delivery of the pad ready site required for the sports and events asset and any directly related site obligations necessary to support that asset; 2. phased development of the remaining land with retail, restaurants, hotel, entertainment and other uses in a manner consistent with the City's approved vision and market-supported absorption strategy.

Intended Master Developer Role

The City intends to identify a highly qualified firm capable of serving as master developer to plan, develop, and implement a dynamic, market driven development surrounding the sports complex that caters to the demands of the substantial new visitors and serves the regional trade area. The ultimate selected developer may be granted the right to plan, control, market, phase, and develop the balance of the project area after satisfying agreed milestone requirements for the sports asset and related initial obligations.

- Incentives: The City has implemented TIF and Business Development District incentives for the project and the overall area. The city is actively pursuing additional incentives including Illinois STAR Bonds.
- Co-developers & Sub-developers: The Master Developer may develop the project on its own or may partner with or assign certain project components to Co-developers or Sub-developers
- Job Creation & Development Benchmarks: The Master Development Agreement will outline reasonable job creation and development benchmarks on reasonable timelines for the project. Regular reporting and an annual independent audit of the financial status will be required

Information Requested from Respondents

A. Firm Background and Team Composition

- Legal name and structure of the respondent
- Identification of lead entity and principal team members
- Description of any development partners, capital partners, co-developers, or affiliates
- Organizational chart for the proposed team
- Primary contact information

B. Relevant Experience

- Description of comparable master development assignments
- Experience with hospitality, retail, entertainment, medical, office, or anchored mixed-use developments, whether sports anchored or other type
- Experience with public-private partnerships, municipal land transactions, or city-led catalyst projects
- Experience delivering projects where a public or civic anchor was required to unlock broader development
- Examples of phased projects involving infrastructure coordination and multiple vertical uses

C. Financial Capacity

- Overview of the respondent's financial capacity and capitalization approach
- Evidence of access to debt, equity, or institutional capital
- Identification of likely capital sources or financing relationships

- Statement regarding the firm's ability to carry predevelopment and horizontal development responsibilities
- Lender, investor, or capital markets references if available

D. Delivery Capability

- Experience with entitlement, design oversight, permitting, and construction management
- Experience coordinating public infrastructure with private vertical development
- Experience structuring and administering development agreements, land takedowns, options, or phased closings
- Experience using co-developers or pad sale strategies while maintaining a coherent district vision

E. Initial Project Understanding

- A brief narrative describing how they would approach a sports-led mixed-use district of this nature
- A high-level perspective on potential land uses complementary to the sports asset
- A preliminary view of phasing logic and implementation sequencing
- Identification of critical assumptions, dependencies, and key risk items

Minimum Submission Requirements (15 pages maximum requested)

1. Cover letter signed by an authorized representative
2. Firm profile and history
3. Description of development team members and roles
4. Summary of relevant experience with a comparable projects
5. Financial capacity statement
6. List of 3 references for comparable assignments
7. Disclosure of litigation, defaults, bankruptcies, or material claims involving the respondent or affiliates in the last five years
8. 15 pages maximum requested

Evaluation Criteria

- Demonstrated experience with comparable master development assignments
- Quality and capability of the proposed team
- Experience with mixed-use, sports-anchored, catalyst-led, or public-private developments
- Demonstrated ability to deliver a required anchor asset as part of a phased district strategy
- Experience with municipal coordination, public infrastructure, and incentive-backed development
- Track record of execution, including phasing and absorption management
- Financial strength and capital access
- Strength of references and overall qualifications
- Alignment with the City's economic development goals

Other considerations

The City of Macomb is subject to the Illinois Freedom of Information Act. The City will make reasonable efforts to protect proprietary, trade secret, and other confidential commercial information to the extent permitted by applicable law. Respondents requesting confidential treatment of specific information should

clearly identify such information and the basis for the request. The City cannot guarantee that information submitted in response to this RFQ will be exempt from disclosure if disclosure is required by law.

Questions and submissions will be electronic to John Wolfe of SFC at email of jwolfe@sportsfacilities.com

RFQ Schedule

Milestone	**Date**
RFQ issued	Friday July 10, 2026
Pre-submission meeting / site tour	If necessary
Deadline for emailed questions	5pm CT - Thursday July 30, 2026
Final addendum distributed (If necessary)	12pm CT - Monday, August 3, 2026
Qualifications submissions due	5pm CT - Friday, August 7, 2026
Initial compliance review Scoring and evaluation complete Shortlist notification	9am CT - Friday, August 14, 2026
Issuance of addenda. (If necessary)	
Projected interview dates	Week of August 31 to Sept 4th
Qualified firm recommendation and contract negotiation and agreement	September
City authorization of approval	October

Exhibits Attached

The City of Macomb, Illinois' proposed sports complex is a key component of our community's broader economic development initiative which is focused on creating a sports destination to complement existing attractions and major employers in the area. The project is envisioned to enhance quality of life for residents, attract regional visitors, and support long-term economic growth.

How will our sports complex help you?

- **High-income, multi-night visitors who spend across retail, hospitality, dining, and medical**
- **Visitors that create Public Incentives**
- **A demand profile that attracts Class A tenants – Chick-fil-A, Marriott, urgent care, professional office**
- **Higher supportable rents and land/parcel values because the anchor de-risks the whole project**
- **Hotel demand that fills rooms on weeknights & tournament weekends, not just peak travel season**
- **A story that differentiates your project and wins the tenants and flags you want**

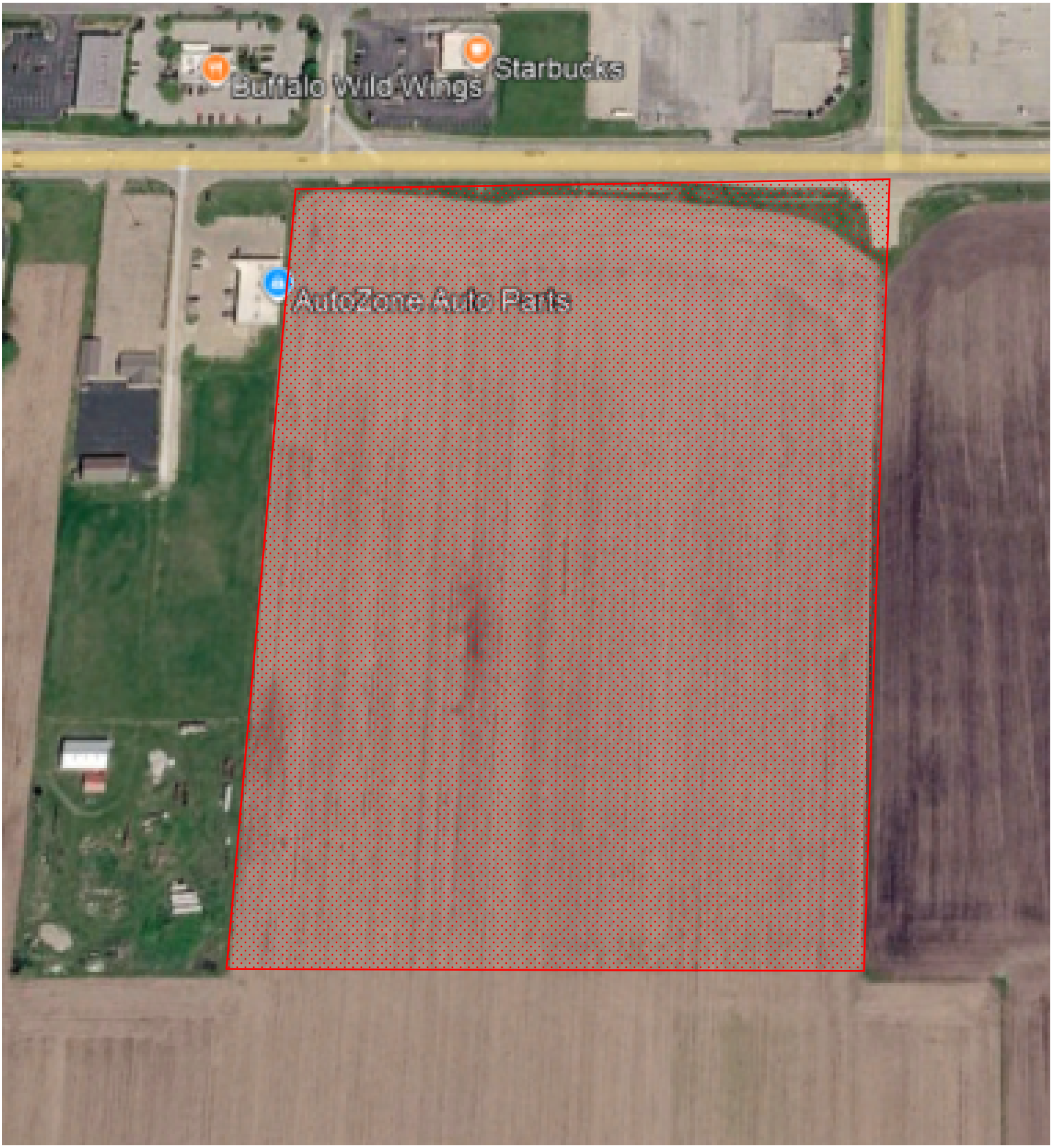
THE CITY WILL MANAGE THE FACILITY. YOU WILL CAPTURE THE UPSIDE AROUND IT.



CITY OF MACOMB PROPOSED SPORTS & EVENTS COMPLEX

MACOMB, ILLINOIS

macomb illinois | MAEDCO
Macomb Area Economic Development Corporation


Buffalo Wild Wings
Starbucks
AutoZone Auto Parts


PARKING COUNTS
168
203
157
138
550
103
NORTH

MACOMB
SPORTS COMPLEX
CITY OF MACOMB, ILLINOIS

THE VISION

ECONOMIC IMPACT

The Macomb Sports Complex represents an opportunity to develop a premier tournament quality sports tourism asset that will not only accommodate local demand but also become a recession resistant driver of direct spending, non-local visitation and annual tax revenues for the City.

ECONOMIC DEVELOPMENT

The Macomb Sports Complex will generate significant returns in the form of not only direct economic impact for the regional marketplace, but as a catalyst for incremental ancillary retail and commercial development in the greater Macomb, Illinois marketplace as well.



MACOMB SPORTS COMPLEX: ECONOMIC IMPACT FORECAST (YEAR 5)

$15.5M
in Annual Revenue (Direct Spending)

24,176K
Annual Room Nights by Non-local Visitors

Facility Program

Indoor Facility

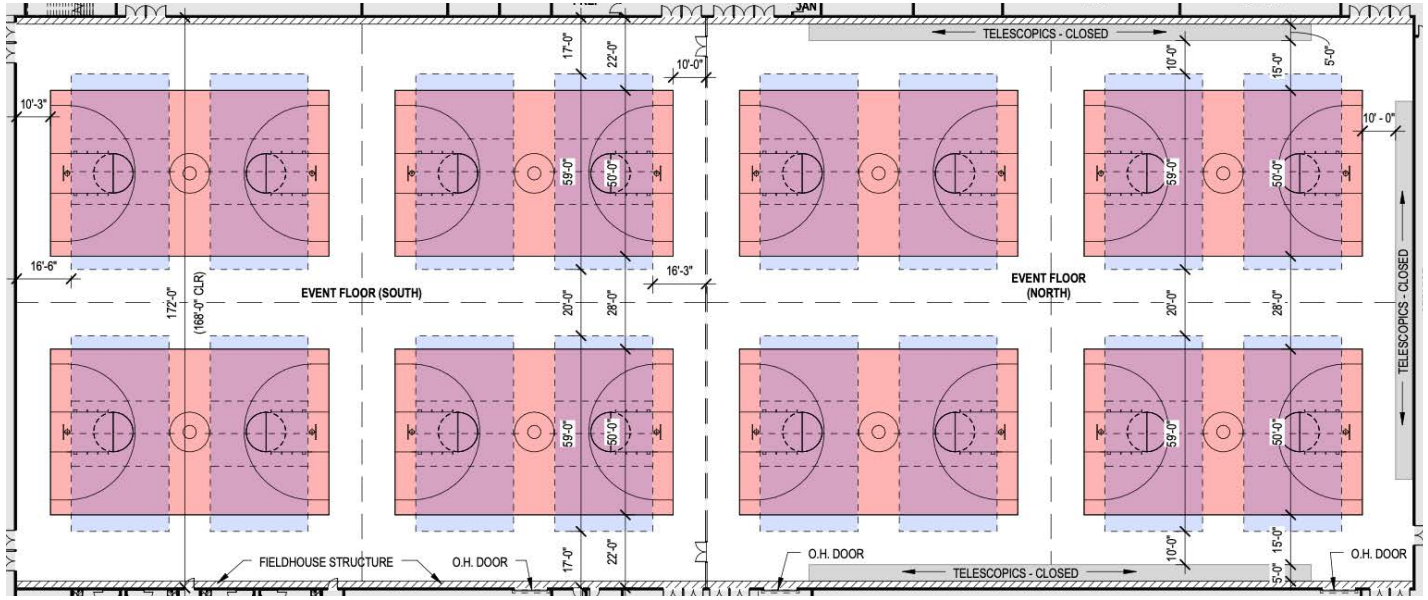
Indoor Athletic Facility

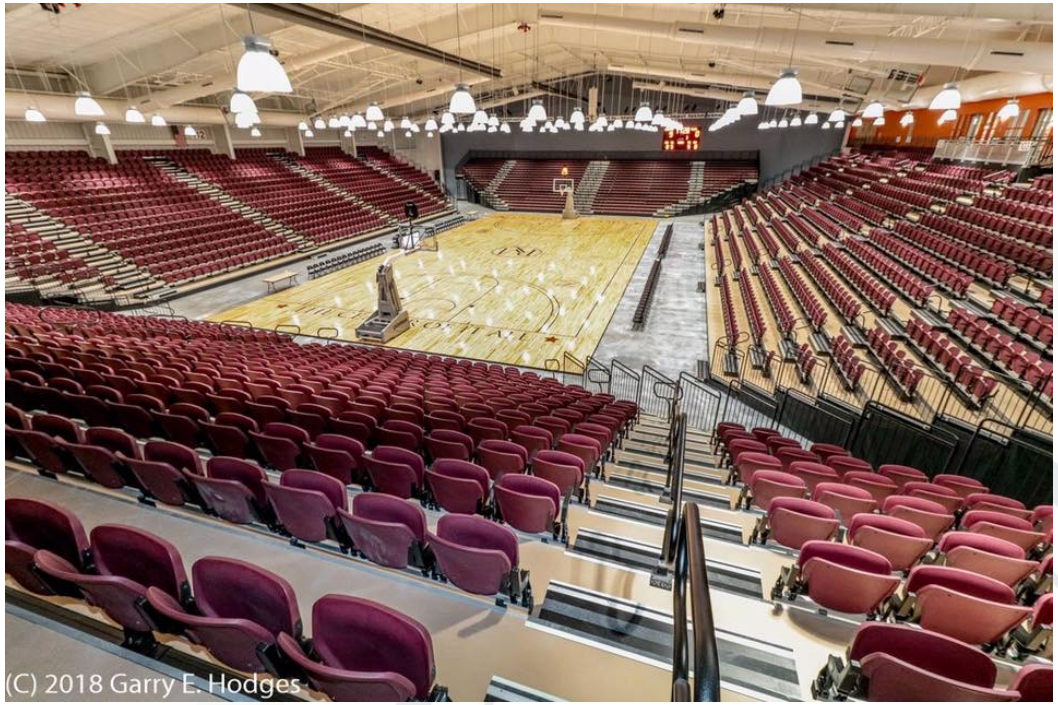
Space	Indoor Programming Product/Service	Count	Dimensions L (')	Dimensions W (')	Approx. SF each	Total SF	% of Footprint
Courts	Basketball Courts (actual courts 84' x 50')	4	104	80	8,320	33,280	26.9%
	Basketball Courts (w/Event Seating)	4	104	95	9,880	39,520	31.9%
	Volleyball Courts	16	60	30	Over Basketball Courts		0.0%
	Telescopic Bleacher System: 4000 Seats	1	-	-	Event/Court Floor		0.0%
	Total Courts Sq. Ft.					72,800	58.8%
FEC	Arcade	1	-	-	4,000	4,000	3.2%
	Redemption Store	1	-	-	400	400	0.3%
	Virtual Reality/Golf Simulators	2	-	-	400	800	0.6%
	Play Climb/Adventure/Ropes Course	1	-	-	2,000	2,000	1.6%
	Total FEC/Adventure Sq. Ft.					7,200	5.8%
Flex Space	Lobby/Welcome Area	1	-	-	1,500	1,500	1.2%
	Control Room	1	15	10	150	150	0.1%
	Ticket Office	1	10	10	100	100	0.1%
	Manager's Offices	3	10	10	100	300	0.2%
	Office Area	1	-	-	900	900	0.7%
	Kitchen	1	40	30	1,200	1,200	1.0%
	Café Seating Area	1	50	50	2,500	2,500	2.0%
	Flex/Team Rooms	4	60	25	1,500	6,000	4.8%
	Ref Rooms	2	15	10	150	300	0.2%
	Training Room	1	20	15	300	300	0.2%
	Restrooms	2	35	25	875	1,750	1.4%
	Leased Space - Medical	1	-	-	5,000	5,000	4.0%
	Total Flex Space Sq. Ft.					20,000	16.2%
	Required SF for Products and Services					100,000	80.8%
	Mechanical, Electrical, Storage, etc.	10% of P&S SF (Excl. Leased Space)				9,500	7.7%
	Common Area, Stairs, Circulation, etc.	15% of P&S SF (Excl. Leased Space)				14,250	11.5%
	Total Estimated Indoor Athletic Facility SF					**123,750**	100%
	Estimated Building Footprint					**111,375**	
	Total Building Acreage					**2.56**	

THE SPORTS FACILITIES COMPANIES

Facility Program

Indoor Facility Layout Example





THE SPORTS FACILITIES COMPANIES

Facility Program

Site Development

Site Development

		Quantity	Dimensions L (')	Dimensions W (')	Approx. SF each	Total SF	% of Total
Parking Spaces Total	Parking Spaces Total (10'x18') (20' x 20' Inc. aisles)	434	20	20	400	173,600	70.9%
	Setbacks, Green Space, Trails, etc.	25% Indoor/Parking, 50% Outdoor				71,244	29.1%
Total Estimated Site Development SF						**244,844**	100%
Total Site Development Acreage						**5.62**	

Total Complex Acreage	**8.18**

THE SPORTS FACILITIES COMPANIES

Economic Impact

Per Person Spending By Category

Per Person Spending By Category

	Year 1	Year 2	Year 3	Year 4	Year 5
Lodging/Accommodations	$36.67	$37.22	$37.77	$38.34	$38.92
Dining/Groceries	$51.00	$51.77	$52.54	$53.33	$54.13
Transportation	$8.67	$8.80	$8.93	$9.07	$9.20
Entertainment/Attractions	$4.08	$4.14	$4.20	$4.27	$4.33
Retail	$23.97	$24.33	$24.69	$25.06	$25.44
Miscellaneous	$13.77	$13.98	$14.19	$14.40	$14.61
Total	**$138.16**	**$140.23**	**$142.33**	**$144.47**	**$146.63**

Economic Impact

Events Per Year

Number of Events Per Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Basketball Tournaments	6	7	7	9	9
Volleyball Tournaments	5	8	9	10	10
Seated Court Events	3	4	5	5	5
Other Tournaments/Events	10	10	10	10	10
Total Events Per Year	**24**	**29**	**31**	**34**	**34**

Economic Impact

Economic Impact Drivers

Economic Impact Drivers

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market - Overnight	53,982	76,875	90,312	102,840	106,080
Room Nights	11,796	17,210	20,480	23,360	24,176

Economic Impact

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Direct Spending - Overnight	$7,457,973	$10,780,106	$12,854,328	$14,857,031	$15,554,982
Total Indirect Spending	$0	$0	$0	$0	$0
Total Economic Impact	**$7,457,973**	**$10,780,106**	**$12,854,328**	**$14,857,031**	**$15,554,982**