Austin Peay State University
RFP 26-05-001- APSU 27-001
Ticket 29696314

DATE: August 12, 2026 – last updated

RFP # 26-05-001 – APSU 27-001

1. **This RFP Schedule of Events updates and confirms scheduled RFP dates.**

SCHEDULE OF EVENTS

NOTICE: The Institution reserves the right, at its sole discretion, to adjust this schedule, as it deems necessary. The Institution will communicate any adjustment to the Schedule of Events to the potential Bidders.

EVENT	TIME	DATE (all dates are Institution business days)
1. RFP Advertised		**Monday, June 1, 2026**
2. Disability Accommodation Request Deadline	**+5 days**	**Friday, June 5, 2026**
3. Pre-proposal Conference Location: Morgan University Center Room 307 email waltonp@apsu.edu for more details if you have not already received an email.	**+8 days**	**Thursday, July 16, 2026**
4. Property Viewing/Inspection Location: Lot 26 210 College Street email waltonp@apsu.edu for more details if you have not already received an email.	**+0 days**	**Thursday, July 16, 2026**
5. Written "Questions & Comments Deadline	**+ 21 days**	**Wednesday, August 12, 2026**
6. APSU Response to Written "Questions & Comments"	**+ 4 days**	**Wednesday, August 26, 2026**
7. Notice of Intent (NOI) to Propose	**+ 14 days**	**Wednesday, September 23, 2026**

8. Proposals due diligence period including final request of property viewing/inspecting	**+60 days**	**Friday, October 9, 2026**
9. **Phase I Proposal Deadline**	**+0 days**	**Friday, October 9, 2026**
10. APSU Opening of Phase I Approvals	**+1 day**	**Wednesday, October 14, 2026**
11. APSU Completion of Phase I Evaluations and Notice of Proposers Selected for Phase II Evaluations and Interviews Issued	**+ 34 days**	**Tuesday, November 3, 2026**
12. **Phase II Proposal Deadline**	**+ 63 days**	**Tuesday, January 5, 2027**
13. APSU Opening of Phase II Proposals	**+ 1 day**	**Wednesday, January 6, 2027**
14. Interviews of Phase II Proposers	**+ 14 days**	**Wednesday, January 20, 2027**
15. APSU Completion of Phase II Evaluations, Evaluation Notice Issued and RFP Files Opened for Proposer Inspection	**+ 21 days**	**Wednesday, February 10, 2027**
16. If applicable, University Completion of Final Negotiations	**+ 120 days**	**Thursday, July 8, 2027**
17. APSU Notice of Intent to Award Issued	**+ 1 day**	**Friday, July 9, 2027**
18. Executive Sub Committee of the State Building Commission Approval Sought	**+ 28 days**	**Friday, August 6, 2027**
19. Lease Agreement is circulated to successful Proposer for signature	**+ 7 days**	**Friday, August 13. 2027**
20. Lease Agreement is circulated to APSU and State for signature	**+ 7 days**	**Friday, August 20, 2027**

2. APSU responses to questions and comments in the table below to amend and clarify this RFP.

Any restatement of RFP text below shall NOT be construed as a change in the actual wording of the RFP document.

RFP SECTION		QUESTION / COMMENT	APSU RESPONSE
	1.	Is this the first of this P3 we have?	This is not a P3. This is a land lease. APSU has no responsibility for the development after the execution of the land lease.
	2.	Why wouldn't you sell this to a developer?	The land is in our eventual growth territory, and we do not know what the future will hold for the land and the University in the next 30+ years.
	3.	How many beds are short/prediction?	This is not a strictly student housing project. This is for an apartment complex to be developed on the land. However, our current occupancy rate is 90%, and demand trends indicate the University will reach more than 100% occupancy by Fall 2028.
	4.	How would define this project's success, beyond revenue?	This project is beyond us. This would benefit the city, state, and APSU. The retail on the 1st floor would benefit the downtown community and APSU. We know employees have difficulty securing housing near campus, and we hope that preferential lease terms for our employees will be included in the proposals.

ITB SECTION		QUESTION / COMMENT	APSU RESPONSE
	5.	Layout for first floor?	All proposals should include 1st floor grocery store or pharmacy and/or other retail spaces. We are in a food desert near campus. The closest grocery store is more than 2 miles away.
	6.	What is the total enrollment of students and number of employees?	Enrollment of students is 11,185 with a 4% projected growth. Last year we issued about 2,200 W-2's.
	7.	How many beds does APSU have?	1,775. We are at 90% occupancy by design, in case of roommate issues or other situations.
	8.	Are there any geotechnical or environmental concerns?	There is no report and no known environmental concerns.

	9.	What about the brick building behind this parking lot?	We do not own that building/lot.
	10.	If the developer could make more than 98 beds work, would you?	Barring code issues that we cannot control, we would welcome more beds.
	11.	Who has zone authority? City or State?	This is state land. Proposers should review applicable laws/rules on their own and not rely on APSU to support any code work.
	12.	Will there be an interview process?	Yes. Review the RFP schedule in the document.
	13.	Committee oversight?	Yes. Committee will make the award recommendation.

	14.	Any zoning issues?	We are unaware of any zoning issues, as this is state land, but proposers should do their own research and not rely on information from APSU.
	15	Regarding Section 1.4.4, which outlines a developer's option to make a payment to APSU in lieu of demolition at the expiration or earlier termination of the Ground Lease: Could the University provide baseline parameters, valuation formulas, or anticipated financial targets for this payment? Additionally, would APSU be open to an alternative end-of-term structure where ownership of the improvements simply reverts to the University in good, commercially operable condition, thereby waiving the demolition or 'payment in lieu' requirement?	The lease will go into detail on how the valuation will be conducted. It is essential the cost of demolition to revert the land back to as it was and cap utilities. The University will make the decision to receive payment for the demolition and the building as is or ask the developer to demolish it. Either way the cost to demolish would be the same. While not outside the realm of consideration, it should be noted that if a developer wants terms for transferring the building in good order and no terms for demolition/ payment in lieu, would require builder to plan for a building and appliances that will outlast the lease for at least 10 years in good condition. (this is another standard we have seen in similar agreements)
	16	While Section 1.4.14 indicates that the selected Proposer must provide all financing and that proposals contingent on APSU financial assistance will not be considered, would the University be open to evaluating an alternative 'fee developer' delivery structure? Specifically, would APSU consider a model where the University directly processes third-party costs during the pre-development period, with those costs subsequently reimbursed to the University	APSU will not accept any terms for financial advancing or liability, even if recoverable.

		upon the closing of the construction loan?	
	17	Section 1.4.6 states that the Development is expected to provide a financial return in the form of ground rent or other remuneration, while Section 1.3 emphasizes the University's priority to achieve 'attainable price points aligned with the needs of faculty and staff.' To maximize this prioritization of workforce housing recruitment and retention, would APSU be open to accepting a lower or nominal ground lease payment structure in direct exchange for the developer guaranteeing more attainable rental rates for APSU employees?	Yes.
	18	Section 1.4.7 states that APSU will not provide guarantees for minimal occupancy levels. However, to lower the project's overall cost of capital and achieve the University's desired attainable rental rates, would APSU consider entering into a partial master lease or a block-lease commitment for a designated percentage of the units specifically earmarked for faculty and staff recruitment?	No.