

# CONTACT THE C&W TEAM



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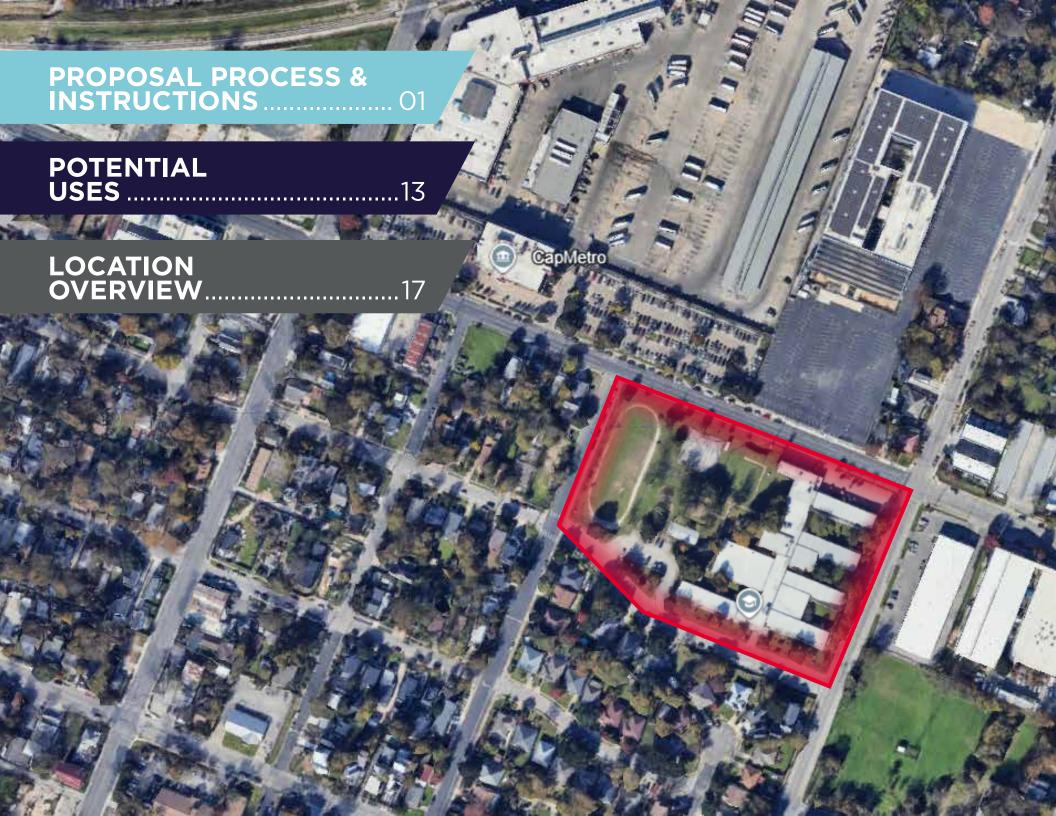
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# INVESTMENT OFFERING & HIGHLIGHTS

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Cushman & Wakefield is excited to present the exclusive listing of the ±5.4-acre Austin Independent School District (AISD) Brooke Redevelopment Site in Austin, TX. The AISD board has designated this land as excess, intending to monetize the asset through either an outright sale or a long-term ground lease. Conveniently located just 5 minutes from Downtown Austin and 10 minutes from Austin-Bergstrom International Airport, along with numerous major job hubs, this rare infill site in East Austin should allow for a variety of potential uses.

MORTH AUSTIN

HYDE PARK

Austin

ST RIVERSIDE

DREAT HILLS

TARRYTON

SOUTH AUSTIN

AFACHE SHORES

Barton Creek

WEST DAK HILL

Cedar/Valey

Bear Creek

Lakeway

ENENE HILLS













3100 E 4th St





0202120801





**51,168**BUILDING SQUARE FOOTAGE



Coffee

SHADOWGLEN

# EXECUTIVE / SUMMARY /

Austin ISD has designated this site at 3100 E 4th St, Austin, TX 78702 as "excess" and has authorized the monetization of the existing asset and underlying land. Cushman & Wakefield is authorized to solicit proposals from potential users, developers, and investors, and will assist AISD in the selection of a winning bid based upon the criteria specified in this offering. A site plan, tree survey, and additional documents can be made available through the C&W website by signing the provided agreement, though please note that the site plan is not updated, and no warranties regarding its accuracy are made. Additionally, there are license agreements in place with two non-profit organizations that allow these groups to use certain rooms within the school as office space. These agreements can be reviewed in the data room online. Please address in the response if the respondent anticipates any issue allowing these groups to remain in the space through June 30, 2026. On-site tours through C&W can be made available upon request.

# ANTICIPATED FINANCIAL AND TRANSACTION STRUCTURE

AISD is prioritizing maximum revenue in the shortest time frame. This objective can be achieved through a fee-simple sale, but if a ground lease structure meets AISD's aforementioned goals we will evaluate the offer accordingly.



#### NHAT HO, PE FOUNDER/CEO **BOOT CIVIL**



In order to expedite a developer's rezone and allow for a wider field of uses, AISD has contracted Boot Civil to assist with the execution of the rezoning process. A zoning case is to be filed in November, 2025. As of the publication of this RFP on November 24, 2025, the case is currently under technical review with city staff.

The zoning case request is projected to be some form of CS-MU-V-**NP.** See below for the zoning definitions for each code.

A neighborhood plan amendment (NPA) will also be filed to change the future land use designation from Civic to Mixed-Use to utilize the "V" component.

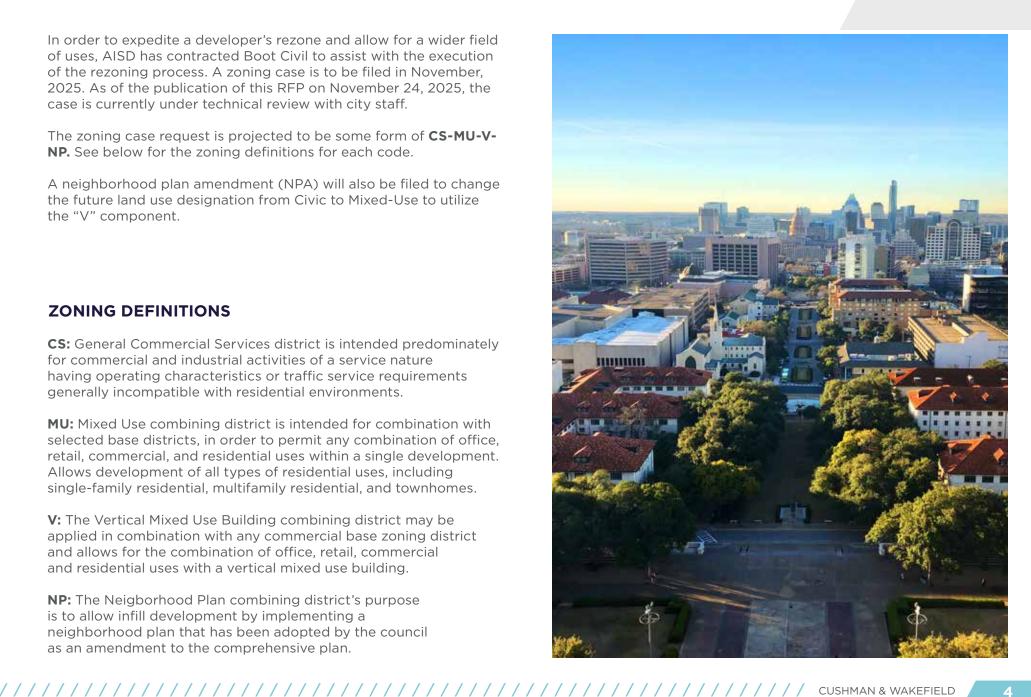
# **ZONING DEFINITIONS**

**CS:** General Commercial Services district is intended predominately for commercial and industrial activities of a service nature having operating characteristics or traffic service requirements generally incompatible with residential environments.

MU: Mixed Use combining district is intended for combination with selected base districts, in order to permit any combination of office, retail, commercial, and residential uses within a single development. Allows development of all types of residential uses, including single-family residential, multifamily residential, and townhomes.

V: The Vertical Mixed Use Building combining district may be applied in combination with any commercial base zoning district and allows for the combination of office, retail, commercial and residential uses with a vertical mixed use building.

NP: The Neigborhood Plan combining district's purpose is to allow infill development by implementing a neighborhood plan that has been adopted by the council as an amendment to the comprehensive plan.





#### A. COVER LETTER INCLUDING EXECUTIVE SUMMARY

Proposers must provide a cover letter, which acknowledges that the Proposer has read and understands all contents of the RFP and addenda, takes no exception to the materials provided, and that it agrees to the terms and conditions of the RFP. The cover letter should be signed by a person who has full authority to bind the Proposer to all terms and conditions of the response.

In no more than two (2) pages, provide a cover letter that additionally summarizes:

- The Proposer's Point of Contact, including name, title, phone number and email address;
- Proposer's commitment to comply with all applicable state and federal laws; and
- Commitment to meet the requirements for Worker Protection Standards.

Proposers are required to provide an executive-level summary that condenses and highlights the contents of their proposal. The executive summary summarizes each section of the Proposal, including:

- Proposer's vision for the Site and its main elements:
- Proposed uses and the relative GSF, units, or measurable buildable metrics to be included;
- Concept plan for the location of the uses and a description of the overall massing of the project;
- Financial strategy for the Project



#### **B. PROJECT TEAM**

### I. Key Personnel

Summarize the experience of all of the key principals and project managers.

- Principal in Charge/Point of Contact (POC)
- Developer Senior Project Manager

### **II. Relevant Experience**

- Provide up to three (3) examples, each, of projects completed within the last ten (10) years that demonstrate relevant experience. In particular, any infill sites in Austin and those that demonstrate the Proposer's success in receiving approvals and other zoning and regulatory entitlements. For each example, include: the date and location of work, client, relevance to this solicitation, development size by use, and financing.
- Provide a statement describing the team's knowledge and experience with the City of Austin ordinances, State of Texas law, and other applicable laws relevant to the Proposer's ability to implement the Project. Also, describe experience with development in urban environments and past experiences with governmental and/or non-profit entities.

#### III. References

Provide three (3) business references familiar with the submitting firms and their work on projects described in this section of your submission, including one financial institution.



#### C. DEVELOPMENT PROGRAM

The development plan should provide the anticipated asset type, buildable square footage, unit count (if applicable), and zoning requirements.

### D. PROJECT EXECUTION

- Ability and willingness to close by August 31, 2026.
- Timeline and milestones for major Project phases, including due diligence, rezoning, site development permit, and applicable closing dates.
- Narrative describing approach to project management, with a focus on quality control during design, predevelopment, and construction; schedule management; and communication management, including communication with AISD and their representatives.
- Description of risks posed by the Proposer's plan for development and a description of how the team will mitigate them.
- Entitlement strategy, including proposed zoning and path to regulatory approvals.

# **E. FINANCIAL PLAN**

# I. Letter of Intent (LOI)

LOI should include either purchase and sale terms for a fee simple transaction, or ground-lease terms of the Project. If Proposal includes a ground lease, please provide a yearly schedule of payments for the ground lease and assumptions for how payments are calculated. Payments in Year 1 will be prioritized.

#### II. Sources and Uses & Value Table

- Sources and Uses table and a description of major uncertainties that may lead to materially different costs than those estimated.
- Project Assumptions table for housing.

# **III. Financial Capability**

• List of capital partners and lenders that the developer has worked with in the prior 36 months.

# PROPOSAL / PROCESS /

#### A. DEAL ROOM

Cushman & Wakefield will establish a web-based data room where it may place any additional data that may come available, as well as answer project questions.

#### **B. POINT OF CONTACT**

Upon release of this RFP, Proposers shall only communicate with the District through the following Points of Contact:

Ben Fuller | Ben.Fuller@cushwake.com
Brett Arabie | Brett.Arabie@cushwake.com

Proposers are not allowed to communicate about the subject of the RFP with any AISD administrators, faculty, staff, or members of the AISD Board of Trustees or advisors except the Points of Contact. If a violation of this provision occurs, AISD reserves the right to reject the Proposer's Proposal.

### C. PROPOSER QUESTIONS

Proposers are invited to submit questions regarding this RFP and other Project documents by using the format provided in the Deal Room to the Point of Contact no later than the date noted in the schedule below.

Questions received and District responses shall be posted as an addendum to this RFP in the Deal Room. The identity of the Proposer asking questions will remain confidential during the selection process.

# **D. PROPOSAL FORMAT**

Detailed Proposals should provide straightforward, concise information that satisfies the requirements noted below. Brevity is appreciated and all proposals should conform to the following requirements:

- An electronic copy must be submitted by email to Brett.Arabie@cushwake.com.
- Text portions of the electronic copy of the proposal must be in a searchable format.
- Any submitted proposal shall remain valid proposal for six (6) months after the proposal due date.
- All documentation submitted with the proposal should be contained in a single volume.
- All data tables and pro forma must be submitted in a Microsoft Excel format.
- Offers must be submitted through the form LOI provided on the C&W website. AISD reserves the right to reject any redlines of the LOI.

# EVALUATIONS OF SUBMITTALS / AND AWARD OF CONTRACT

# A. EVALUATION CRITERIA

AISD will evaluate Proposals based on a rubric that includes the following criteria:

#### **PROJECT TEAM - 10%**

- Past project experience of similar scope and size that was successfully completed
- Team includes required key personnel with significant relevant experience
- Team members (firms and individuals) have experience working together
- Experience and understanding of the local market

#### **PROJECT EXECUTION AND RISK - 30%**

- Reasonableness and desirability of schedule
- Ability to close by fiscal year end August 31, 2026
- Entitlement approach
- Ability to anticipate and mitigate risk
- Overall project management (internal and coordination with AISD)
- Reasonableness of operations plan

#### **FINANCIAL PLAN - 60%**

- Reasonableness of development assumptions (rental rates, density, absorption, etc.)
- Reasonableness of structure and funding sources
- Value to AISD
- Financial capacity

# PROPOSAL / PROCESS /

#### **B. SELECTION PROCESS**

- The Cushman & Wakefield team, along with AISD personnel will evaluate proposals in accordance with the criteria outlined in this RFP. Each proposal will be reviewed to determine if the proposal is responsive to the submission requirements outlined in this RFP.
- The Cushman & Wakefield team will notify a shortlist of finalists and may conduct interviews.
- The Cushman & Wakefield team may issue an invitation for a Best and Final Offer submission to shortlisted finalists. Proposers invited to make a Best and Final Offer may be requested to provide additional information.
- AISD staff will seek approval from the Board of Trustees to enter negotiations with a recommended Proposer based upon the evaluation criteria as defined in this RFP and pursuant to applicable laws and regulations.
- Should negotiations prove unsuccessful with the Successful Proposer, AISD will maintain the right to negotiate with another Proposer.
- During the evaluation process, the AISD reserves the right, where it may serve the AISD's best interest, to request additional information or clarifications from Proposers.

# C. SCHEDULE FOR SOLICITATION

**Publication Date:** November 24, 2025

**Deadline for Questions:** December 3, 2025

**Q&A and/or Addendum Posted:** December 11, 2025

**Proposals Due:** December 19, 2025

**Proposer Interview (if needed):** January 5th - 7th, 2026

**Developer Selection:** January 15th, 2026

• AISD and Cushman & Wakefield reserves the right to modify these dates to appropriately review and evaluate responses.

# TERMS AND CONDITIONS

AISD reserves the following specific rights, without limitation, with respect to this RFP:

- The right to use any and all ideas submitted in the Proposals.
- The right to waive any irregularities or technical difficulties in the RFP process.
- The right to reject any statements of qualification that AISD deems incomplete or unresponsive and the right to remove the Site from the market and reject any or all Proposals.
- The right to afford unsuccessful Proposers an opportunity to enter into backup contracts in an order of priority determined by AISD in its sole discretion.
- The right to re-offer the Site if AISD elects not to accept any proposal.
- The right to withdraw the RFP and instead solicit a broader group of developers, or to enter into negotiations with or make an award to firms that did not respond to the RFP.
- The right to select a firm or firms to perform any or all of the Project pursuant to this RFP, the resulting RFP, or on any other basis AISD deems appropriate in its sole and absolute discretion, or to make no selection.
- The right to modify, supplement, waive, or withdraw and or all of the information, provisions, or requirements contained in the RFP at any time with or without notice to the potential Proposers.
- The right to negotiate with multiple Proposers as part of the RFP process, to require a Best and Final Offer from any or all Proposers, cease negotiations with any Proposer or a Selected Developer for any reason at any time and commence negotiations with another Proposer.
- Right to modify land offering.

  Proposals that do not include all the information required above may not receive consideration under this RFP. The determination as to whether a proposal is detailed is at the sole discretion of AISD. Proposers may wish to explain any omitted or unaddressed information; provided, however, that any failure to address completely the requirements of the RFP may be grounds for

disqualification of a proposal and an explanation alone will not be deemed a substitute for failure to submit information. <u>Proposals</u> received after the deadline will not be reviewed.

Any selection of a Proposer is tentative and subject to final approvals at AISD and to the successful Proposer's agreement to terms acceptable to AISD in AISD's sole and absolute discretion. AISD may remove a Proposers' designation as a successful Proposer's at any time prior to the successful Proposer's agreement to terms acceptable to AISD and execution of an MOU or other agreements required by AISD relating to same.

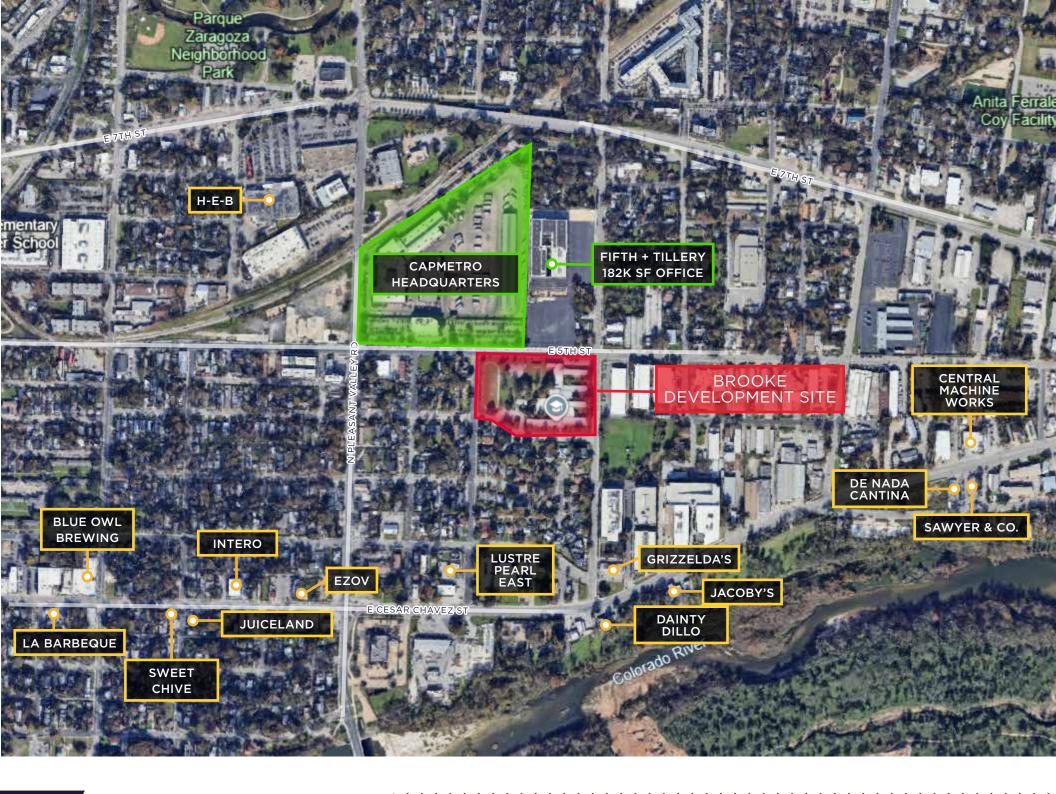
Costs for developing and assembling submissions in response to this solicitation are entirely the responsibility and obligation of the Proposer and shall not be reimbursed in any manner by AISD.

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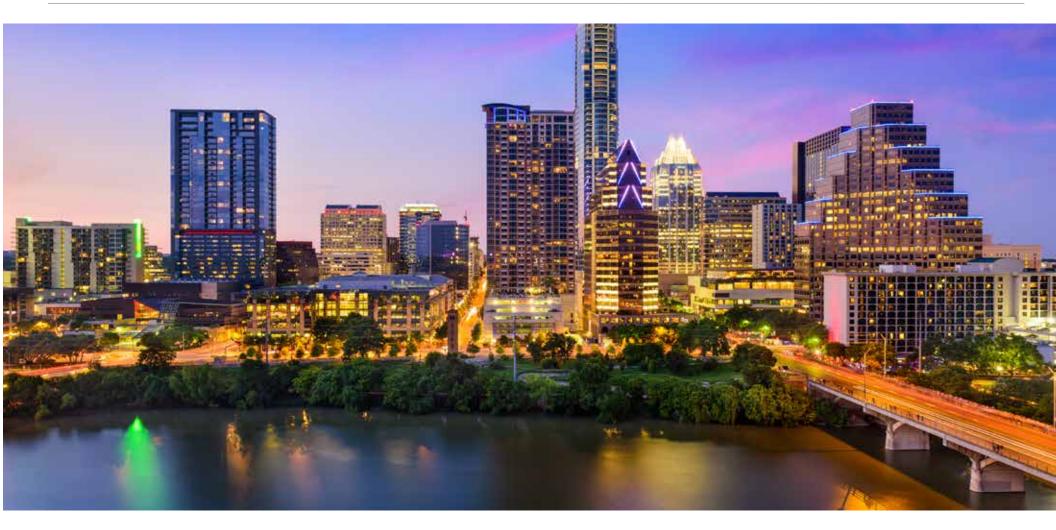


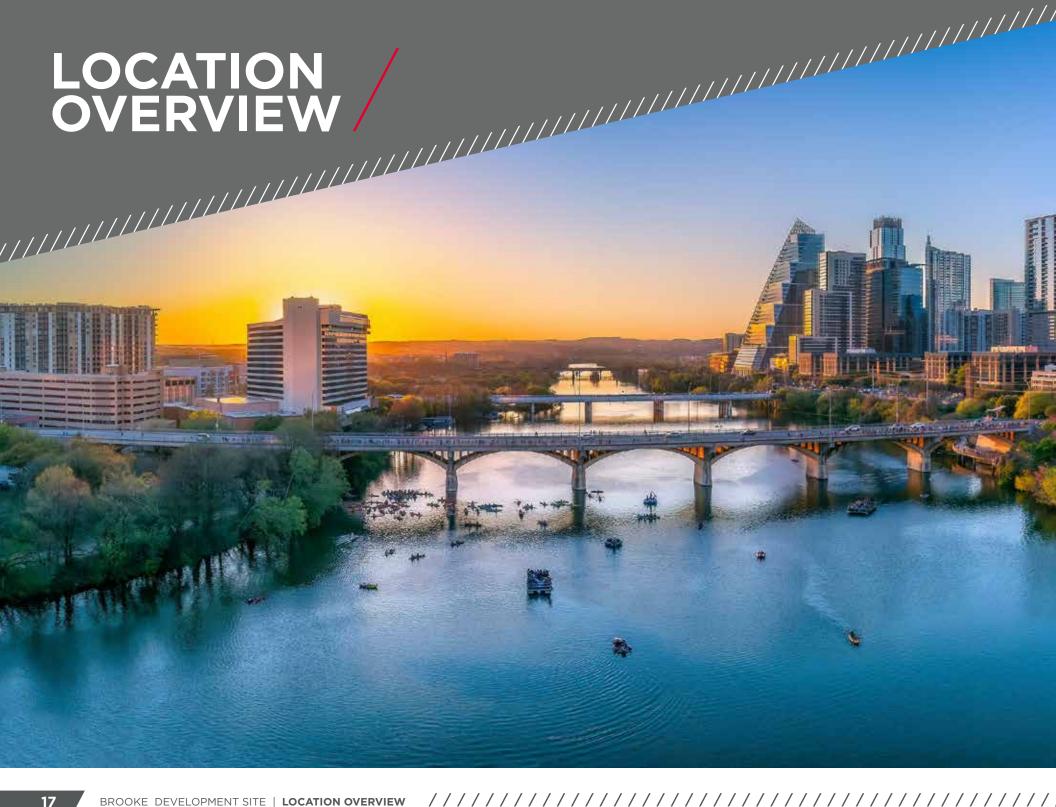


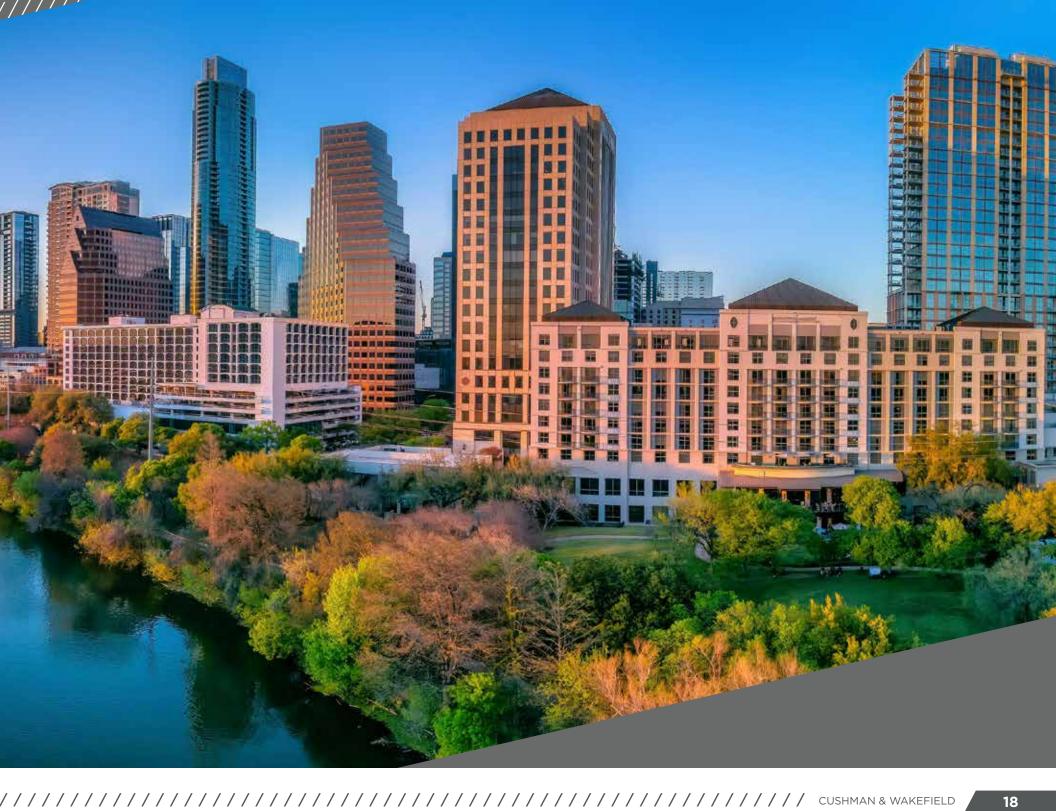


MULTIFAMILY OFFICE RETAIL HOTEL

Market Rent \$2,200+/Month \$40+/SF NNN \$40-50/SF NNN \$135+ ADR









# INNOVATION HUB & TECH HAVEN

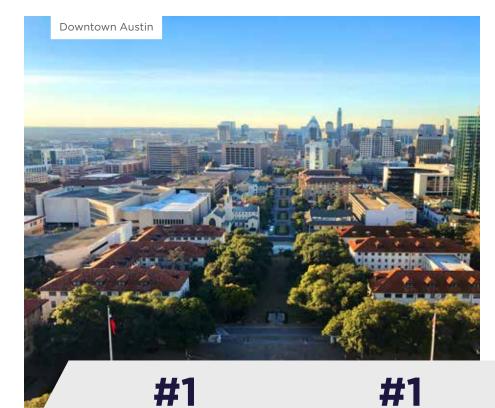
Talent and jobs are congregating in Austin, a progressive tech haven and the fastest-growing major metro in the country. This super-charged capital of Texas ranked the best place to live for three straight years, has led the nation in population growth for eight consecutive years. Big name tech expansions are driving regional employment growth.

Positioned 75 miles north of San Antonio, the five-county Austin-Round Rock MSA is the north anchor of a 4.7 million regional population. Austin is ranked the fastest growing major metro in the US: since 2010, it has gained almost 580,000 residents, a 34% population growth. Due to such growth, Austin's pandemic recovery has been among the fastest in the nation.

#### WHO'S WHO TECH FIRMS DRIVING GROWTH

Austin is growing high profile tech jobs twice as fast as other jobs, and tech jobs account for 16.3% of all metro jobs. Google, Facebook, Dell, Samsung, Apple, Oracle, and Amazon all have major expanding operations in Austin.

- Samsung expects to complete its new \$25 billion semiconductor facility in 2025 and will employ over 2,000 people once operational.
- Apple continues work on construction of its \$1 billion campus. This 133-acre location will provide 15,000 jobs across 10 buildings once completed.
- Oracle relocated its corporate HQ from Silicon Valley and is expanding its existing campus (opened in March 2018); 3,000 jobs were created.
- Tesla currently employs over 20,000 and continues to expand its Gigafactory, with an additional 5M+ square feet planned for 2025.
- From 2018-2023, jobs Austin's tech workforce grew by 29.1%, the highest growth rate of any U.S. tech market. It's expected to grow at atleast 2.3% annually, outpacing the national growth rate.



Fastest Growing Major Metro

- U.S. Census Bureau

Hottest Jobs Market

- Wall Street Journal

MAJOR	EMPLOY	'ERS	(NON	GOV)

COMPANY	JOBS
The University of Texas at Austin	23,925
H-E-B Grocery Company, LP	20,000
Tesla	20,000
Ascension Seton (Seton Healthcare)	14,842
Samsung	14,000

COMPANY	JOBS
Dell Technologies	13,000
St. David's HealthCare Partnership	11,484
Amazon	10,389
Apple	10,000
Applied Materials	7,000

COMPANY	JOBS
Round Rock Independent School District	6,311
IBM Corporation	6,000
Accenture	5,900
Texas State University - San Marcos	5,389

Source: Opportunity Austin

#### **EMPLOYMENT MECCA**

Well grounded as a tech hub, Austin is recognized across the country as a destination for migrating talent and a uniquely diverse "creative class" culture.

Named among Forbes' 10 Best Cities for Jobs, Austin has one of the best job markets in the country. In 2023, business relocations and expansions resulted in an additional 17,013 jobs announced. New office construction continues with approximately 4.4M square feet under construction at the time of this writing.

#### **TESLA "GIGA TEXAS"**

Electric carmaker Tesla's highly anticipated Travis County manufacturing plant is continuing to expand with another 5M square feet planned for 2025. The \$1 billion plant, referred to by CEO Elon Musk as Giga Texas, produces the company's new Cybertruck as well as the Tesla Model Y and Tesla Semi. Giga Texas has created 20,000-plus jobs since opening its doors.



"Austin's economy has been the envy of many cities for its exceptional workforce, small business growth, entrepreneurship, and overall healthy business climate."

- City of Austin, 2023

#1
Best City to
Start a Business

- USA Today, 2024

Best Large Metro Business Climate
- Business Facilities, 2024

COMPANY	JOBS CREATED	DESCRIPTION
2021		
Tesla	5,000	Expanded
Amazon	4,000	New/Expanded
Firefly Aerospace	682	Expanded
Arrive Logistics	600	Expanded
FedEx	500	New
2022		
CelLink	2,000	New
SpaceX	775	New
Tik Tok	750	New
TCS Mechanical	444	Expanded
Facebook	400	New
Onx Homes	400	New
2023		
Tesla	10,000	Expanded
Oracle	1,000	Expanded
HBPO Plastic	800	New
2024		
Samsung Semiconductor	2,500	Expanded
Flex	1,200	New
BillionToOne	1,000	New
Futronic	350	New
PayPal	250	Expanded
Moment Energy	200	New
Amazon	200	New

Source: Austin Chamber of Commerce, https://www.austinchamber.com/

#### THE APPLE FACTOR

Tech giant Apple's new \$1 billion, 133-acre campus in northwest Austin opened in 2022 with 5,000 new employees and the potential to add a total of over 15,000. The sprawling campus employs a variety of workers in engineering, research and development, operations, finance, sales, and customer support jobs.

More than a third of the 133-acre site is being preserved as green space. Apple is already big in Austin, where it employs 7,000 workers less than a mile from the new campus — the most of any location besides its first headquarters in Cupertino, CA. If Apple meets its projected hiring goals, it will become the city's largest private employer, superseding H-E-B and Tesla.



"Everything is bigger in Texas. Today we can say Apple is bigger in Texas."

- Texas Governor Greg Abbott, Dec 2018



Existing Apple Employees in Austin Potential Employees at New Apple Campus

#### ADVANCED EDUCATIONAL TALENT

Anchored by the University of Texas at Austin, 27 universities and colleges with a combined enrollment of 180,000 fuel Austin's youth-inspired vigor and provide an ample supply of well-educated workers to area employers.

Within a 200-mile radius of Austin, an additional 95 four-year educational institutions have a combined enrollment of more than 422,000 students. Nearly 45% of Austin area residents age 25 and over hold a bachelor's degree. Austin area households enjoy diverse options in early education, including 29 public school districts, 27 charter school districts, and more than 100 private schools.

#### **UNIVERSITY OF TEXAS AT AUSTIN**

Founded in 1883 and ranked among the biggest and best research universities in the country, UT Austin is home to 53,082 students and 3,000 teaching faculty.

- #1 accounting, Latin American history, geology, and petroleum engineering graduate programs in the country
- 28 Top 10 Programs in U.S. News Ranking of Undergraduate Programs
- #1 Best Universities in Texas, U.S News & World Report, 2023
- #4 Top U.S. Public Universities, QS World University Rankings, 2023
- #9 Top U.S. Public Universities, U.S. News & World Report, 2023
- More top-ranked graduate programs than any other university in Texas.



### MAJOR REGIONAL COLLEGES/UNIVERSITIES

UNIVERSITY	STUDENTS*
Austin Community College (11 campuses)	70,000
University of Texas at Austin	53,082
Texas State University	38,873
Central Texas College (CTC) TX Campus	18,803

UNIVERSITY	STUDENTS*
Temple College	4,940
St. Edwards University	4,600
University of Mary Hardin-Baylor	3,914
Texas A&M Central Texas	3,470

UNIVERSITY	STUDENTS*
Concordia University	2,620
Southwestern University	1,511

\*Most recently quoted enrollment figures.



# **EXPANDING HEALTHCARE FORCE**

Austin's expanding healthcare industry rivals that of any major metropolitan area. Forty-six area hospitals, including two under construction, and a dedicated children's hospital, Dell Children's Medical Center of Central Texas, complement the community clinical services of 4,817 physicians.

Primary providers Ascension Seton, St. David's HealthCare, and Baylor Scott & White operate 25 of the region's hospitals. Baylor Scott & White's new Austin Oak Hill medical center is under construction in southwest Austin. The redevelopment of the 100+ year old Austin State Hospital broke ground in late 2019 and delivered in 2024.

30

Hospitals Serving Austin MSA 5,000 Licensed Beds in Austin MSA

#### **DELL MEDICAL SCHOOL & DELL SETON MEDICAL CENTER**

The Dell Medical School at The University of Texas at Austin enrolled its first class in 2016.

As part of a visionary partnership with Ascension Seton and Central Health, a public healthcare district is anchored by a new \$295 million teaching hospital — Dell Seton Medical Center at The University of Texas — constructed adjacent to the new Dell Medical School.

Recent expansions bring the total number of licensed hospital beds to nearly 5,000 in Austin.

#### INFRASTRUCTURE PLAYS VITAL ROLE

Traversed by the Colorado River and enhanced by its Central Texas location, Austin's infrastructure is well suited for distribution and business travel. Three of the nation's 10 largest cities – Dallas, Houston, and San Antonio – are within three hours of Austin.

"Austin is on track to sustain its exceptionally strong economy and job-growth rate despite projections of slowed GDP growth nationally."

- Sarah House, a senior economist for Wells Fargo

#### **GROUND TRANSPORTATION**

In addition to Interstates 35 and 10, Austin is served by U.S. Highways 79, 90, 183, and 290. The Capital Metropolitan Transportation Authority provides bus service and also operates a commuter rail line, MetroRail, which extends 32 miles with nine stations between downtown Austin and Leander to the northwest.

In 2016, Austin voters approved \$720M in bonds to fund transportation/mobility improvements to be implemented over the next 8 years citywide. The region is served by Union Pacific rail lines with Burlington Northern Santa Fe trackage rights.

#### **AUSTIN-BERGSTROM INTERNATIONAL AIRPORT (ABIA)**

ABIA passenger traffic has tripled since opening in 1999, and in order to accommodate such growth, the airport debuted its new \$350M LEED Silver-certified expansion in 2019, which added nine new gates.

The airport closed out 2024 with a new annual record: 22M passengers, representing the fourteenth record-breaking year in a row and an increase of 6% over 2023. December 2024 air cargo totaled 28M pounds, maintaining pace with previous years since the pandemic.

Additional regional aviation services are provided by Austin's sleek Austin Executive Airport (EDC) and Henriksen Jet Center.





### **LIVE AUSTIN**

U.S. News & World Report has named Austin the "Best Place to Live" in America for five years in a row. As Austin takes its place among the world's leading cities, its cultural vitality continues to grow.

#### **MULTIDIMENSIONAL CULTURAL OFFERINGS**

Area museums include the Austin Museum of Art and LBJ Presidential Library and Museum. In addition to hundreds of live music venues, performing art is represented in multiple companies of ballet, theatre, chamber music, and vocal arts. Sports include Austin Spurs NBA D-League Basketball Team, Round Rock Express AAA Baseball Team, Texas Stars AHL Ice Hockey Team, Texas Longhorns Big 12 Conference College Sports, Austin FC (2021) Major League Soccer, and Austin Bold United Soccer League. South of the city, Formula One's Circuit of the Americas raceway hosts the United States Grand Prix.



#### NATURAL RECREATION

Enhancing Austin's lifestyle is its geographic position bordering on the Texas Hill Country region, offering endless recreational opportunities. The scenic Colorado River flows right through the heart of the city; dammed in two different spots, it forms the popular Lake Austin and Lady Bird Lake recreation areas. Austin's many parks and lakes are popular for hiking, biking, swimming, and boating.



## "LIVE MUSIC CAPITAL OF THE WORLD"

Austin, the unparalleled "Live Music Capital of the World"," attracts music lovers from all over the world. It is famously home to Austin City Limits on PBS, the longest-running music program in television history.

Austin is home to an energetic and progressive population that thrives on the city's eclectic live music scene.

Austin visitors and residents are entertained with live music at the airport, grocery stores, city council meetings, multiple outdoor festivals (such as ACL Music Festival, Blues on the Green, and SXSW Music, Film, & Interactive Conference), clubs, upscale and dive bars, restaurants, off-beat coffee houses and concert halls, and all told more than 250 live music venues.

#### **AUSTIN CITY LIMITS**

One of the premier concert venues in the city, Austin City Limits (ACL) Live at The Moody Theater, is an adored piece of the Austin music scene. ACL is the home to live television tapings of the "Austin City Limits" show, which was recently recognized by Time magazine as one of the 10 most influential music programs of all time. It is also the only television show to have been awarded the National Medal of the Arts.

