NOTICE OF REQUEST FOR PROPOSAL

REQUEST FOR PROPOSAL NO. 2026-RFP-15

Sports Facility Pro posal Reasonableness Review

RFP Due Date: 10 a.m., Wednesday, April 15, 2026

Location: City of Joplin
Finance Department
602 S. Main Street
Joplin, MO 64801

Staff: Leslie Haase

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Phone: 417-624-0820 Ext. 1251

Proposals will be received by the Sports Facility CID at the specified location until the time and date cited above. Only proposals received by the correct time and date will be recorded.

Proposals must be submitted in an envelope with the Request for Proposal number and the Vendor's name and address indicated on the envelope. All proposals must be completed in ink or typewritten and submitted by the time and date above.

Consultants are strongly encouraged to read the entire Request for Proposal carefully.

Issue Date: **March 18, 2026**

CITY OF JOPLIN, MISSOURI

Project Overview

The City of Joplin Sports Facility CID Board seeks proposals from qualified firms to conduct an Assumption and Reasonableness Review of the proposed development of a sports facility in Joplin, MO. The goal is to determine if the underlying assumptions—market demand, financial projections, and economic impact—are sound, realistic, and defensible as proposed by the Developer.

Background

Joplin, Missouri, has a bedtime population of over 52,125 and a daily workforce of over 89,000. The city is the regional hub for over 250,000. This includes residents of communities surrounding Joplin, encompassing northeast Oklahoma and southeast Kansas. Joplin, as the regional hub, boasts the most prominent hotel market, with just under 2,000 rooms from 23 properties, plus over 200 restaurants.

Joplin's Greater Metropolitan Region is in the southwest corner of Missouri, at the intersection of I-44, I-49, and historic Route 66, and is comprised of:

Primarily: the Joplin city limits and the Missouri counties of Jasper and Newton.

Secondarily: Barton and McDonald counties in Missouri, Cherokee and Crawford counties in Kansas, and Ottawa and Delaware counties in Oklahoma.

Woodsonia/Pinnacle *Prospect Village* Development

The **Prospect Village** development is a $307.3 million mixed-use development at 20th Street and Range Line Road, anchored by a proposed **$62.5 million publicly owned indoor sports complex**.

The Developer, in conjunction with sports marketing consultant, has made various assumptions and projections:

- **Sports Tourism Volume:** The study assumes the complex will draw **80,000 to 100,000 out-of-state visitors** annually.
- **Economic Impact:** It is projected to generate **$12.4 million in total spending** at local businesses and support approximately **167 local jobs**.
- **Hotel Occupancy:** A major assumption is that the facility will drive **26,972 new room nights** per year, justifying the construction of a new 100-room hotel on-site.
- **Capture Rate:** The study assumes Joplin's facility will capitalize on or capture certain regional and national tournaments.
- **Funding Mechanisms:** The project relies on two Community Improvement Districts (CIDs) and Tax Increment Financing (TIF).

- **Assumption:** A **1% additional sales tax** within the district will be sufficient to reimburse the approximately $50 million construction cost over 27 years.
- **Reasonableness:** Critics often question if these taxes will truly be "new" revenue or if they will simply shift spending away from other Joplin retail areas (the "Redistribution Hypothesis").

1. Key Tasks

- Assess the reasonableness of the Developer's business plan for the Indoor Sports Complex by reviewing every projection made by the Developer's consultant.
    - Use data from other similar venues and organizations to validate projections and provide comparisons.
    - Assess the market demand and utilization of the proposed facility.
    - Assess the economic impact of the proposed facility to determine projected direct and indirect spending (hotels, restaurants, etc.).
- Operations: The study must prove the likelihood of tournament fees and local usage fees covering the daily "whole-of-life" costs (utilities, maintenance, staffing). The consultant shall provide a "Best Case," "Expected Case," and "Worst Case" scenario.
    - Analyze the revenues, expenditure, and balances of organizations operating similar venues, with specific attention given to Midwest facilities.
    - Revenue Benchmarking: Compare projected rental rates, gate fees, and concessions against similar facilities in the Midwest.
    - Expense Verification: Review projected costs for staffing, utilities, and maintenance. Often, original studies underestimate Capital Replacement Reserves (the cost of replacing turf or floors within 10 years).

2. Deliverables & Presentation

- Benchmarking matrix summarizing key performance indicators
- Provide Case Study comparisons of similar facilities nationally and regionally
- Draft report for CID Board review
- Final report incorporating feedback
- Executive summary
- Slide deck for public and stakeholder presentations
- In-person presentation to CID Board and City leadership
- All deliverables to be provided in PDF format.

3. Proposal Submittal Requirements

Responding firms shall include:

- Understanding of the project and approach
- Work plan and timeline
- Team qualifications and relevant experience
- Examples of comparable sports facility reasonableness reviews
- Proposed fee structure (fixed fee preferred)
- References

4. Project Timeline

The anticipated duration of this engagement is 12 weeks from the notice to proceed. The City of Joplin anticipates that the following timetable will apply to this RFP. Dates following the RFP issue date are subject to change:

Activity	Date
RFP Issued	March 18, 2026
RFP Due Date @ 10 a.m.	April 15, 2026
Finalist Interviews (if required)	Week of April 27, 2026
Vendor Selection	May 1, 2026
Complete Contract	May 13, 2026
Present Contract to CID Board for Approval	May 20, 2026
Consultant Commence Work	May 21, 2026
Final Report Presentation to CID Board	August 19, 2026

5. Proposal Evaluation Process

Proposals, which the City determines in its sole discretion, that are deemed responsive to this RFP will be reviewed and evaluated by the City. The City reserves the right to request that Consultants make one or more presentations to the City at the City's offices, at the Consultant's sole cost and expense, addressing the Consultant's ability to achieve the scope of work outlined in this RFP. Proposals will be evaluated, in part, according to whether the Consultant meets the minimum qualifications and submits a proposal complying with all the requirements of this RFP.

Evaluation of vendor proposals will be based on the following criteria:

25% Methodology - the vendor will use to conduct work outlined in RFP and provide evidence of ability to perform the work described herein.

25% Experience – previous experience performing related projects of a complex nature, including, but not limited to, similar size and type of organization.

10% References – will be based on references submitted as part of RFP, but can include clients not submitted.

30% Cost of proposal – must contain a cost for the requested scope of work in a "not to exceed" amount.

10% Staff - capability and availability of professional staff to serve the City of Joplin in a competent and timely manner.