

Expression of Interest Process

An Expression of Interest (EOI) process is an alternative to the traditional sale or lease approach to property disposition.

An EOI is a multi-phase process intended to identify parties who may be interested in acquisition or development of a complex property. As a non-binding process, this approach provides a formal, yet flexible, procedure to identify experienced, financially-sound and capable buyers or developers whose plans meet the project objectives.

The confidential EOI process is particularly useful for properties constrained by:

- Environmental land use restrictions
- Court ordered settlements
- Multi-layered land use policies
- Ongoing regulatory orders and consent decrees
- Environmental costs which exceed property value

Vita Nuova's EOI process helps clients determine the level of interest in a property without formally placing it on the market.

Through the EOI process, organizations have the opportunity to gather site-specific market response. With that information, the owner and/or owner's counsel can adjust the disposition strategy to meet their objectives.

The deliberate multi-phase approach helps to correct misinformation and remove the stigma often associated with these properties, thereby reducing risk while increasing value.

Expression of Interest Process

Compilation of Information

- Property fact sheet
- Website
- Confidential information packet
- Supporting maps and documentation

Stakeholder Outreach

- Communicate the EOI process
 - Local, state and federal delegation
 - Regulatory agencies
 - Neighbors and other stakeholders

Requests for Expressions of Interest

- Outreach to potentially interested parties
- Confidentiality agreements
- Distribution of confidential packets
- Individual property tours
- Receipt of expressions of interest

Potential Subsequent Steps

- Follow-up interviews
- Due diligence
- Individual negotiations
- Request for proposal(s)



Contaminated Property Divestiture

Vita Nuova was retained to implement an Expression of Interest (EOI) process and quickly effect a property transfer. Through the EOI process, Vita Nuova identified capable brownfield redevelopers with demonstrated success in developing these types of properties. Once a preferred developer was identified, Vita Nuova worked with the owners' counsel to complete the transaction.

