

An Expression of Interest (EOI) process is an alternative to the traditional sale or lease approach to property disposition. An EOI is a process intended to identify parties who may be interested in the future acquisition or development of a complex property.

As a non-binding process, this approach provides public agencies a formal, yet flexible, procedure to identify experienced, financially sound and capable buyers or developers whose redevelopment plans meet the objectives established for the project.

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

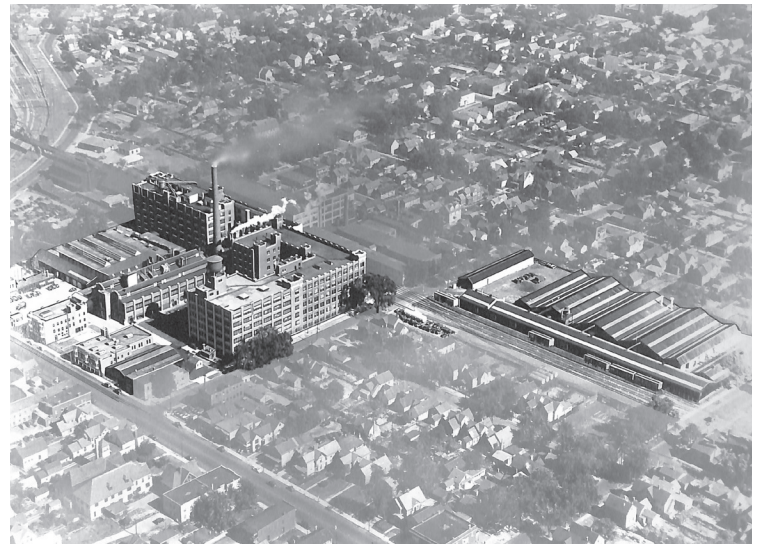
- Establish project objectives and selection criteria
- Publish request and directly contact potentially interest parties
- Conduct individual property tours
- Receive formal expressions of interest

Potential Subsequent Steps

- Follow-up interviews
- Due diligence
- Short-listing of interested parties
- Individual negotiations
- Request for proposal(s)



Former State Mental Hospital



Former Battery Manufacturer



Success at a Former Petroleum Facility