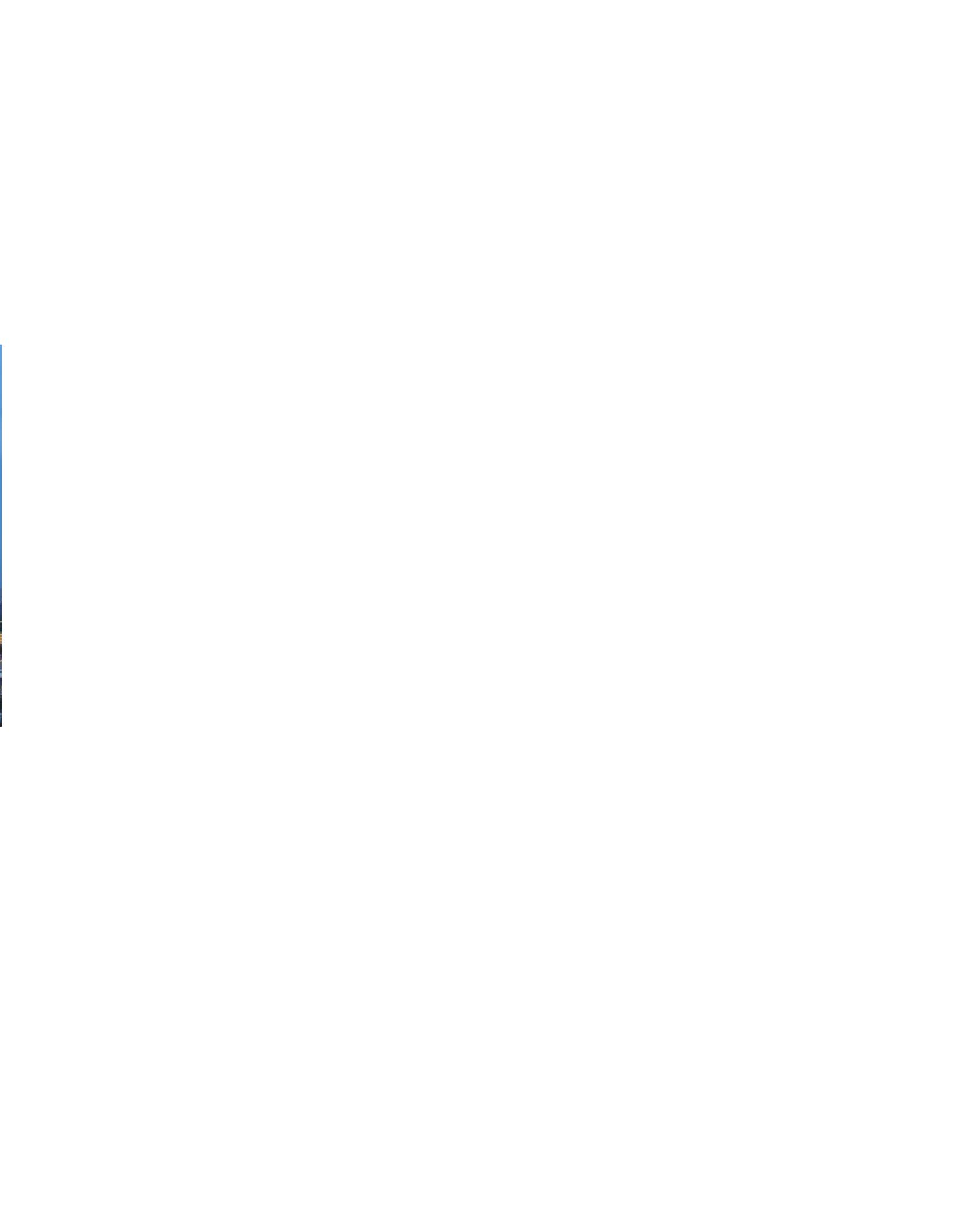


ALBUQUERQUE SKYLINE COMPETITION



**City of Albuquerque
Metropolitan Redevelopment Agency**



City of Albuquerque

Skyline Competition for the Tallest Building in New Mexico



Request for Proposals

Solicitation Number: RFP 02-2017

Issuance Date: February 27, 2017

Due Date: June 30, 2017 at 5 p.m. Mountain Standard Time
(Due date and time shall be strictly observed.)

Site Tours

March 15, 2017

Subject Site A - 10:00am

**Southeast Corner of 3rd Street and Marquette Avenue
Albuquerque, NM 87102**

Subject Site B - 11:00am

**Northeast Corner of 2nd Street and Silver Avenue
Albuquerque, NM 87102**

RFP Website:

www.cabq.gov/planning/our-department/urban-design-and-development/metropolitan-redevelopment-section/request-for-proposals

**City of Albuquerque Planning Department
Metropolitan Redevelopment Agency**

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GLOSSARY OF TERMS

Throughout this RFP the terms that begin with capitalized letters are defined below:

Ad Hoc Selection Committee	A committee of five members that will evaluate and score the proposals based on the evaluation criteria and make a recommendation to the ADC.
ADC:	Albuquerque Development Commission. The Commission for the Metropolitan Redevelopment Agency.
City:	The Incorporated City of Albuquerque.
City Project Manager:	The City staff responsible for overseeing the issuance and awarding the RFP. For this RFP, Matthew Butkus – (505) 924-3907, mbutkus@cabq.gov.
Development Agreement:	The terms of the awarded contract between the successful Proposer and the City.
Downtown Plan	The Downtown 2025 Sector and Metropolitan Redevelopment Plan.
Master Developer	The Proposer that is selected by the ADC and enters into a Development Agreement with the City.
MRA:	Metropolitan Redevelopment Agency. A governmental entity that is housed in the Planning Department and is responsible for partnering with developers in redeveloping blighted areas of the City.
MR Area:	A defined area of the City determined to be blighted by the City Council.
MR Plan:	The required documentation that guides the redevelopment of the determined MR Area. An MR Plan must be in place before the State’s laws governing the MRA are allowed to be applied.
Private Subject Site	A property privately-owned by the Proposer that the Proposer would like to redevelop to meet the goals outlined in this RFP. The property must be located within the Downtown Plan boundary.
Project:	The focus of this RFP. This includes the properties defined by this RFP and all developments on the Subject Site(s).
Proposer:	A person or entity responding to this RFP. Anyone that puts forth a proposal for this request.
RFP:	Request for Proposals. This document providing information and specifying the requirements for Proposers to bid on the Project.
Subject Site:	Either a Private Subject Site, Subject Site A, or Subject Site B.
Subject Site A:	The City-owned property at 400 4 th Street NW located between 4 th Street to the west, 3 rd Street to the east, Marquette Avenue to the south and Roma Avenue to the north. The proposed Subject Site A is shown in Exhibit A.
Subject Site B:	The City-owned property at 101 Silver Avenue SW located on the north side of Silver Avenue between 1 st and 2 nd Streets. The proposed Subject Site B is shown in Exhibit B.
Zoning Code:	The City of Albuquerque Comprehensive Zoning Code. This is the Code of Ordinances controlling land development in the City of Albuquerque. This Code of Ordinances is Chapter 14, Article 16 of Albuquerque’s City Charter.

PART I: **Project Overview and Background**



City of Albuquerque
Metropolitan Redevelopment Agency

Part I: Project Overview and Background

A. Overview and RFP Objective for the Site

The City of Albuquerque through its MRA is requesting redevelopment proposals to partner with one or more Master Developers to develop iconic and skyline defining buildings in the heart of Downtown Albuquerque. In order to achieve the desired objectives, the City will offer Subject Site A and/or Subject Site B through a sale or long-term ground lease to the selected Master Developers for a “fair value,” which takes into account the community, economic and social benefits of the planned redevelopment. Proposers may submit plans to redevelop one or both of these sites as long as the primary goals of this RFP are met.

Applicants are also allowed to submit proposals to redevelop a Private Subject Site in a manner that meets the goals outlined in this RFP. In order to submit a proposal on a Private Subject Site, the Proposer must be the legal owner of the property, or have an agreement with the legal owner to redevelop the property **AND** the property must be located within the boundary of the Downtown Plan. The City will not assist in the acquisition of any privately owned property for the purposes of completing this RFP.

In addition to being economically feasible, any proposed redevelopment of the Subject Site(s) should be of the highest quality and reflect the urban nature of Downtown Albuquerque. The proposed redevelopment should complement and interact positively with the existing environment and community.

B. Project Goals

The following goals have been established for the Project:

- ***Iconic and Skyline Defining Building.*** The City desires the development to include the tallest building in New Mexico. In order to accomplish this goal, the City encourages proposals that include at least one building at a minimum of 360 feet in height.

The ideal development should include one of the most monumentally designed buildings in New Mexico. The project should redefine the Albuquerque skyline and cement Downtown Albuquerque as the business and activity center of the region. The result of the development should be an easily identifiable and visually striking building that becomes identifiable and synonymous with Downtown Albuquerque. As such, a high level of design, fitting of a modern urban city, is paramount. Any redevelopment project should take into account the urban nature of the Subject Site(s) and develop a design that contextually fits into the environment (i.e. multi-story buildings, minimal setbacks, hidden parking and service entrances, interaction with the public realm, etc.). Access points and connection routes to existing facilities, such as Civic Plaza, the Convention Center, the Imperial Building, the Alvarado Transportation Center, and Casitas de Colores should be identified and enhanced.

- ***Vitality.*** The Subject Sites are located in the heart of Downtown Albuquerque, and as such, should contribute to the activity, energy and excitement associated with such an area.

Subject Site A is positioned directly across from Civic Plaza, the Albuquerque Convention Center and the City of Albuquerque and Bernalillo County Government Center. Redevelopment proposals should build off the activity that occurs between these locations and throughout the greater Downtown area. Efforts should be made to enhance the pedestrian pathways and the physical interaction the built environment has with the pedestrian realm. The proposed development should not just occupy the

location, but stimulate the vitality of the greater area.

Subject Site B is located between the Alvarado Transportation Center and the recently completed Imperial Building, which includes a grocery store and multiple retail shops and restaurants on the ground level and residential above. The immediate surrounding area has seen recent increases in residential housing density, in addition to the commercial and transit uses. Any redevelopment should recognize these activity nodes and their relationships with one another, as well as the interaction with the larger Downtown network. Efforts should be made for any development to engage and enhance the existing activity of the area.

A Private Subject Site that is being proposed for the redevelopment should take into consideration the context of the immediate surrounding environment and the greater downtown area. Any redevelopment should create a positive impact and add to the life and excitement of the downtown community.

- ***Catalytic Economic Redevelopment.*** The proposed redevelopment should be of such quality that it adds and integrates into the Downtown community and catalyzes economic growth and redevelopment, which could include, but is not limited to office, residential, hospitality, entertainment and retail, in the surrounding area.
- ***Contribute to the Goals Outlined in the Downtown 2025 Plan.*** The Downtown 2025 Plan serves as the Sector Development Plan and the MR Plan for the Downtown core. The goal of the Plan is “*to make Downtown Albuquerque the best mid-sized downtown in the USA.*” Any redevelopment proposal should work to meet this goal and achieve the specific initiatives described in the plan, as further discussed in paragraph E, below.
- ***Experience.*** The project team shall be experienced and professional with a demonstrated expertise and track record in the development of high rise buildings and complex real estate development projects in urban environments.
- ***Parking.*** The redevelopment of any Subject Site should provide enough off-street parking to meet the parking demand of that Subject Site. Additionally, Subject Site A currently has 212 off-street parking spaces, and any redevelopment proposal for Subject Site A should, at minimum, retain the 212 spaces in addition to providing enough off-street parking to meet the parking demand of Subject Site A.

C. Context of Subject Site A and Subject Site B in Downtown Albuquerque

Subject Site A and Subject Site B are located in Downtown Albuquerque, the central business district and governmental hub for the City and Bernalillo County.

- **400 4th Street NW (“Subject Site A”)** consists of one complete city block that is located between 4th Street to the west, 3rd Street to the east, Marquette Avenue to the south and Roma Avenue to the north. Currently a mostly level, paved parking lot, the site is ideally located in the heart of Downtown Albuquerque.

The land-uses around this area are very mixed and include civic spaces, office, hospitality, retail and governmental. To the south of Subject Site A is Civic Plaza, which serves as public gathering space for a variety of events year-round. Located to the north is 500 4th Street, a 10 story office building with a mix of tenants. The Main Albuquerque Police Station and Headquarters is located to the west. To the east sits the Doubletree Hilton Hotel. The Albu-

querque Convention Center is located catty-corner to the southeast of the site and houses 270,000 square feet of multi-purpose meeting and exhibit space. Located catty-corner to the southwest is the City of Albuquerque and Bernalillo County Government Center that contains a majority of both the City and County administrative offices and services.

Subject Site A has a Walk Score of 88 (Very Walkable).

A context map of Subject Site A and the surrounding area can be seen on the attached Exhibit A.

- **101 Silver Ave. SW (“Subject Site B”)** is located on the north side of Silver Avenue between 1st and 2nd Streets. Subject Site B is currently a mostly level dirt lot and surrounded by recent residential and mixed-use redevelopment projects. It is temporarily being used as a staging area for the One Central project, which is described in more detail below.

The land uses around this Subject Site B include the Silver Gardens Apartments to the south, a 121-unit, LEED Platinum complex. Located to the west is the newly constructed mixed-use Imperial Building. To the north is a City operated parking garage and the 100 Gold residential loft building. To the east of Subject Site B is the Alvarado Transportation Center, a multi-modal transit hub that services ABQRide, Amtrak, Greyhound Lines and the New Mexico Rail Runner Express. Additionally, located catty-corner to the southwest are the Casitas de Colores apartments and the Elements Urban Townhomes.

Subject Site B has a Walk Score of 87 (Very Walkable).

A context map of Subject Site B and the surrounding area can be seen on the attached Exhibit B.

Downtown Albuquerque has many significant projects currently underway that are all raising the profile and marketability of Albuquerque within the region. Major projects that are currently underway or recently completed include:

- **One Central:** Located on the northeast corner of Central Avenue and 1st Street, One Central is a mixed-use entertainment hub with 37,500 square feet of entertainment space, 5,500 square feet of outdoor dining, 62 apartment units and a 423 space parking structure. Currently under construction, One Central is scheduled for completion in early 2018.
- **Innovate ABQ:** Located at Central Avenue and Broadway Boulevard, Innovate ABQ is a collaborative project between the City of Albuquerque, the University of New Mexico, Bernalillo County and local businesses. Innovate ABQ is being developed as an innovation district and entrepreneurial hub for research and business incubation. The integrated community will also include residential living space and amenities for the workers who benefit from the new jobs created by this synergy.
- **Albuquerque Rapid Transit (ART):** The ART project is a 9 mile Bus Rapid Transit route that services the city and runs through the core of Downtown. The \$119 million project is designed to improve the city’s transit network and encourage walkability and commercial investment along the route.
- **Convention Center Renovation:** The City’s premier convention and event space recently underwent a \$23 million renovation that has transformed the space into a modern destination for conferences, trade shows, exhibitions, sporting events, concerts and the like.
- **Imperial Building:** The recently opened Imperial Building consists of 74, fully leased,

residential units above ground floor retail that includes a grocery store, restaurants, tap room, salon and a soon to be opening pharmacy.

- **CNM STEMulus Center:** A workforce development and entrepreneur center with a prototyping lab, accelerated learning programs and coding academy.
- **Silver Moon Lodge:** An urban, mixed-use development featuring 151 residential units above ground floor retail space.
- **Molina Healthcare Relocation:** Molina recently completed a relocation of their corporate headquarters to 400 Tijeras Avenue in Downtown bringing 650 employees to the area.
- **ABQ Health Partners Relocation:** ABQ Health Partners is relocating 240 employees to a new headquarters at 303 Roma Avenue.
- **505 Central:** Located at Central Avenue and 5th Street, when completed, this mixed-use redevelopment project will contain a coffee shop, offices and 34 residential units.
- **50 Mile Activity Loop:** A 50-mile, multi-use trail and bikeway facility connecting the entire City passes through the center of Downtown.
- **Civic Plaza:** Redefining existing Civic Plaza to include a reconstructed water feature for family friendly activity, entertainment / media improvements within existing band shell, and additional shade structures.

D. The State Metropolitan Redevelopment Code and Creation of an MR Area and MR Plan

As defined by the State of New Mexico Redevelopment Code §3-60A-7, an MR Area may be established by a local governing body, such as the Albuquerque City Council, with the adoption of a finding that “rehabilitation, conservation, slum clearance, redevelopment or development, or a combination thereof, of and in such area or areas **is necessary** in the interest of the public health, safety, morals or welfare of the residents of the municipality.”

Following adoption of an MR Area, the local governing body may adopt a MR Plan. Under State of New Mexico Redevelopment Code § 3-60A-9, it must be found that:

- (1) *The proposed activities will aid in the elimination or prevention of slum or blight;*
- (2) *A feasible method is included in the plan to provide individuals and families who occupy residential dwellings in the metropolitan redevelopment area, and who may be displaced by the proposed activities, with decent, safe and sanitary dwelling accommodations within their means and without undue hardship to such individuals and families;*
- (3) *The plan conforms to the general plan for the municipality as a whole; and*
- (4) *The plan affords maximum opportunity consistent with the needs of the community for the rehabilitation or redevelopment of the area by private enterprise or persons, and the objectives of the plan justify the proposed activities as public purposes and needs.*

Once an MR Area is designated and the respective MR Plan adopted, the local governing body may utilize §3-60A-12 of the New Mexico State Code to dispose of property under municipal control:

A municipality may sell, lease or otherwise transfer real property or any interest therein acquired by it in a metropolitan redevelopment area and may enter into contracts with respect thereto for residential, commercial, industrial or other uses, or for public use, or may retain such property or interest for public use, in accordance with the plan. The purchasers or lessees

*and their successors and assigns shall be obligated to devote the real property only to the uses specified in the metropolitan redevelopment plan for a period of years as set out in the sale or lease agreement and may be obligated to comply with other requirements which the municipality may determine to be in the public interest, including the obligation to begin within a reasonable time any improvements on real property required by the plan. The real property or interest shall be sold, leased, otherwise transferred or retained at not less than its **fair value** [emphasis added] for uses in accordance with Redevelopment Law as determined by the governing body of the municipality or by the metropolitan redevelopment agency, if so authorized.*

E. The Downtown 2025 Metropolitan Redevelopment Plan

On November 10, 2003, the City Council designated the downtown core as the Downtown MR Area and adopted the Downtown 2010 Sector Plan as the Downtown MR Plan on May 3, 2004 (the name “Downtown 2010” was recently changed to “Downtown 2025”). The purpose of this MR Plan is to establish the necessary goals for creating healthy economic environments and increasing job and housing opportunities. The goal of the Downtown Plan is “*to make Downtown Albuquerque the best mid-sized downtown in the USA.*”

The plan also includes a number of community commitments, including:

- *Make Downtown Albuquerque a “pedestrian-first,” “park-once” place with excellent pedestrian, transit and bicycle facilities;*
- *Make Downtown Albuquerque New Mexico’s premier pedestrian-oriented “urban place”;*
- *Preserve and enhance the character of the neighborhoods which surround Downtown Albuquerque;*
- *Have at least 20,000 people living within one mile of the Downtown Core, and 5,000 living within the Downtown Core by 2010;*
- *Create Downtown Albuquerque as an exciting “urban retail destination”;*
- *Maintain Downtown Albuquerque as New Mexico’s largest employment center and the Region’s Center of Economic Activity;*
- *Make Downtown Albuquerque a vibrant, urban 24 hour destination for arts, culture and entertainment;*
- *Make Downtown Albuquerque and the Historic District a “Tourist Destination”;*
- *Create new parks, open space and plazas that are easily accessible to downtown residents, workers, students and visitors; and*
- *Develop, maintain, and market Downtown as if it were a single mixed-use project.*

F. Offering of Subject Site A and/or Subject Site B

Subject Site A

- **Current Ownership:** City of Albuquerque
- **Location and Site Description:** Subject Site A has an address of 400 4th Street NW and consists of an entire city block, which is approximately 2.05 acres.
- **Zoning:** Subject Site A is currently zoned SU-3 with a Government/Financial/Hospitality focus. Permitted uses in this zone include residential above the ground floor, retail/services and office/institutional. Breweries operated under a New Mexico Small Brewers License are allowed as long as they meet the guidelines expressed in the Downtown Plan. Uses that require review of the Environmental Planning Commission include residential on the ground floor and warehouse/wholesale. Manufacturing is prohibited on the Subject

Site. For more information, please see the Downtown Plan, attached as Exhibit C.

The City's Environmental Planning Commission will soon be considering an Integrated Development Ordinance ("IDO"). The goal of the IDO is to integrate and simplify the City's zoning and subdivision regulations. If adopted by the City Council, the IDO will affect the zoning of Subject Site A. Future zoning proposed for the site per the IDO would be MX-FB, which is Mixed-Use –Form-Based. For more information on the IDO and the proposed MX-FB zoning, please visit www.abc-zone.com. The MX-FB description is within the Chapter 14-16-3-2 of the IDO draft sent to the Environmental Planning Commission.

- **General Conditions:** As seen on Exhibit A, the majority of the Subject Site is currently a paved, at-grade parking lot owned and operated by the City of Albuquerque.

The street on the southern border of the site, Marquette Avenue, is currently a one-way roadway with traffic traveling from east to west. The three other roadways bordering the site accommodate two-way vehicular traffic. On-street parking is currently allowed on 4th Street, as well as the southern portion of 3rd street where there are electrical vehicle charging stations. Vehicular access points to the interior of Subject Site A currently exist at roughly the mid-block points on all four sides of the property.

In 2016, the City completed a Market Demand Study for a potential Convention Center Hotel located at Subject Site A. The study was completed by CBRE, Inc. and is attached as Exhibit D.

Subject Site B

- **Current Ownership:** City of Albuquerque
- **Location and Site Description:** Subject Site B has an address of 101 Silver Avenue SE and consists of approximately 0.8 acres.
- **Zoning:** The Subject Site is currently zoned SU-3 with a Housing focus. The MRA will be submitting a request for a change of zoning to SU-3 with an Arts and Entertainment focus. If approved, the permitted uses will include retail/services, artisanal and craft, office/institutional, and housing above the ground floor. Warehousing/wholesale and ground floor level housing may be allowed with approval from the Environmental Planning Commission. Proposers should make their proposals with the assumption of the SU-3 Arts and Entertainment zoning designation for Subject Site B. For more information, please see the Downtown Plan, attached as Exhibit C.

The City's Environmental Planning Commission will soon be considering an Integrated Development Ordinance ("IDO"). The goal of the IDO is to integrate and simplify the City's zoning and subdivision regulations. If adopted by the City Council, the IDO will affect the zoning of Subject Site B. Future zoning proposed for the site per the IDO would be MX-FB, which is Mixed-Use –Form-Based. For more information on the IDO and the proposed MX-FB zoning, please visit www.abc-zone.com. The MX-FB description is within the Chapter 14-16-3-2 of the IDO draft sent to the Environmental Planning Commission.

- **General Conditions:** As seen in Exhibit B, the Subject Site is a relatively flat, vacant dirt lot owned by the City.

The northern border of the property is an alleyway that separates the Subject Site from the adjacent City operated parking garage. The remaining three bordering streets allow for two-way traffic. On-street parking is currently allowed south of the property on Silver Avenue.

The City is willing and open to receiving proposals for the redevelopment of either Subject Site A or Subject Site B individually, both sites as part of a larger project, or some combination thereof as long as the primary goals of this RFP are met. Additionally, the City is open to receiving proposals to redevelop any privately owned property in a manner that meets the goals outlined in this RFP.

PART II: Project Assistance and Incentives and Master Developer Responsibilities



City of Albuquerque
Metropolitan Redevelopment Agency

Part II: Project Assistance and Incentives and Master Developer Responsibilities

A. Project Assistance and Incentives

The City desires to enter into a public-private partnership with a Master Developer(s) in order to achieve the goals outlined in this RFP and to continue the growth and investment currently underway in the area. The MR Area designation discussed above and the MR Plan allow the MRA to find alternative solutions to revitalizing the area under State Laws as defined in the New Mexico Redevelopment Code, §3-60A. Due to this section of the Redevelopment Code, the City offers the following framework for this project:

1. **Cost of Subject Site A and Subject Site B:** All sale prices and ground lease rates will be considered, as long as the City can show **fair value** was obtained as described in NMSA §3-60A-12. In order to help ensure a high-quality development for years to come, the City will include provisions in the purchase agreement or ground lease (or associated contracts) to require:
 - a. Any redevelopment proposal shall, at minimum, retain the 212 parking spaces that currently exist on Subject Site A and accommodate any future parking demand that will be created based on the mix of uses and occupancy of the proposed project;
 - a. Maintenance of the Subject Site and its improvements shall be in accordance with a first-class facility;
 - b. The City shall require its reasonable approval for any change in use from the original proposal of the selected developer; and
 - c. Any and all subtenants or assignees shall be bound by these provisions.

Additionally, the City will include performance measures and reversionary provisions in any executed Development Agreement. Though the City will require the terms described above, the City is open to negotiate many other terms of the sale or ground lease.

2. **Direct Financial Assistance:** The City is committed to the ultimate success of the Project. As such, City funding sources may be available to the selected developer(s) in order to increase the Project's feasibility. Funding amounts will be determined based on the requests and justifications made by Proposers in response to this RFP. Amongst other potential sources, Local Economic Development Act (LEDA) funding may be available for the Project.

The City will include performance measures and reversionary provisions for any contribution of City funds used for the project(s). The details of such provisions will be included in the Development Agreement.

3. **Assistance with City Development Process:** Upon selection of the development team, MRA will assist the successful Proposer by co-sponsoring any associated land use approvals necessary to accomplish the Project. Services will include advice and assistance with zoning review, site plan or subdivision approvals, and plan check and building permits, expediting when possible. The successful Proposer, at his expense, will be responsible for the preparation of all documentation to obtain any associated approvals and/or permits required to complete the project, as well as all permit fees. The City may waive the associated impact fees, if any.
4. **Other Public Funding Sources:** Other public funding sources may exist that are not listed in this RFP. The City encourages Proposers to apply for other public funding sources, if neces-

sary. It should not be assumed that any or all of the sources can be applied simultaneously to the (re)development. Proposers should keep in mind public incentives are subject to possible future amendments to applicable local, state and federal laws, regulations and policies that govern those incentive programs.

B. Master Developer Responsibilities

The selected Master Developer(s) will be responsible for all aspects of the redevelopment of the Subject Site(s), including, but not limited to:

- Visioning, subject to the City's reasonable approval;
- Replatting of the Subject Site, if needed;
- Budgeting and Financing;
- Environmental Analysis and Remediation;
- Design and Plan Review Processes;
- Contractor Selection and Oversight;
- Construction;
- Close-Out; and
- Oversight/Management.

PART III: Proposal Submittal



**City of Albuquerque
Metropolitan Redevelopment Agency**

Part III: Proposer Submittal

A. Schedule for Response to RFP

The following listing of important deadline dates below applies to this RFP. The City reserves the right to revise this schedule in the event that it is needed. If a revision to this schedule must occur, the addenda will be posted to the City's website: www.cabq.gov/planning/our-department/urban-design-and-development/metropolitan-redevelopment-section/request-for-proposals

- Issue RFP February 27, 2017
- Site Tour March 15, 2017
(10:00 am at Site A, 11:00am at site B)
- Deadline for submitting RFP questions June 9, 2017
(City responses due within 5 business days of submittal)
- Proposals Due June 30, 2017 at 5 p.m. MST
- Ad Hoc Committee Evaluation July 1, 2017 thru September 20, 2017
- Presentation to ADC for Selection September 21, 2017

B. RFP Contact and Communication

For this solicitation, direct all communication to the City Project Manager, Matthew Butkus:

**City of Albuquerque Planning Department
Metropolitan Redevelopment Agency
Attn: Matthew Butkus
Plaza del Sol, 3rd Floor
600 2nd Street NW
Albuquerque, NM, 87102**

Direct contact information for the City Project Manager is **(505) 924-3907 or mbutkus@cabq.gov**.

Interested Proposers may download a copy of this solicitation from: www.cabq.gov/planning/our-department/urban-design-and-development/metropolitan-redevelopment-section/request-for-proposals.

It is the responsibility of all Proposers to examine this entire RFP and seek clarification of any requirement that may not be clear and to check all responses for accuracy before submitting a proposal. Negligence in preparing a proposal may result in the submittal being deemed non-responsive in the City's sole discretion. The Proposer shall be responsible for fully understanding the requirements of the RFP and subsequent documents.

If there are questions about the RFP or the RFP process, please contact the City Project Manager listed above. Note that the City Project Manager may answer informal technical questions regarding the RFP orally. The City makes no warranty of any kind as to the correctness of any oral answers and uses this process solely to provide minor clarifications rapidly. Oral statements or instructions shall not constitute an amendment to this RFP.

It is the Proposer's responsibility to keep apprised of answers to questions and any amendments to this RFP by frequently checking the following website: www.cabq.gov/planning/our-department/urban-design-and-development/metropolitan-redevelopment-section/request-for-proposals. Failure to submit timely proposals pursuant to the RFP and any addendums may be grounds for deeming a submittal non-responsive.

Any protests to any portion of this RFP or the procedure in selecting the successful Proposer will be handled as described in Part V.D.

C. Formal Inquiries

During the Project awarding process, commencing with issuance of this RFP and continuing until award of a contract for the Project (or cancellation of the award), no employee, member or agent of any Proposer shall have any ex-parte communications regarding this award with any member of the City, their advisors or any of their contractors or consultants involved with the awarding, except for communications expressly permitted by the City Project Manager and this RFP.

Any Proposer engaging in such prohibited communication may be disqualified at the sole discretion of the City.

All formal inquiries or requests for significant or material clarification or technical interpretations or notification to the City of errors or omissions relating to this RFP must be directed, in writing, to the City Project Manager. Requests must be submitted on the Inquiry Form (Exhibit E) provided on the City's website. All questions must be e-mailed to the City Project Manager at mbutkus@cabq.gov. The City Project Manager will post these inquiries and affiliated responses to the website within 5 business days of receipt of the inquiry. The source of the question will not be disclosed until the contract has been awarded.

D. Preparation of Proposal

- All responses shall be in the format described below in Section E., Proposal Format and Requirements. Facsimiles or electronic mail proposals will not be considered.
- Erasures, interlineations, or other modifications of the proposal shall be initialed in original ink by the authorized person signing the proposal.
- Periods of time, stated as a number of days, shall be in calendar days.
- The City will not reimburse the cost of developing, presenting, submitting or providing any response to this solicitation. All materials and proposals submitted in response to this solicitation become the property of the City and will not be returned.

E. Proposal Format and Requirements

The proposal shall provide the name, title, address, telephone number and email of individuals with authority to contractually bind the Proposer and who may be contacted during the period of the contract negotiations. The written proposal shall be signed by an individual authorized to bind the Proposer. The proposal shall meet the requirements stated below:

1. Proposals shall be submitted as **7 original hard copies (plus one electronic copy in pdf format)** formatted on 8-1/2" x 11" loose leaf paper in a three-ring binder and tabbed by sequential sections as identified in Submittal Content for ease of reference. Proposals should address the proposal requirements and must NOT exceed 40-single sided typewritten pages (or 20-double sided pages), inclusive of any illustrations, images and other pertinent documents. Items excluded from this page limit are as follows: title/cover page; table of contents; tab pages; information that is asked for in Sections IV.E.1, IV.E.4, and IV.E.5; and resumes.
2. Any Proposer submitting a proposal shall be deemed to have read and understood all the

terms, conditions and requirements in the RFP and any addenda. Proposals should include all criteria for selection to be considered complete. Any proposal that does not meet this requirement may be considered non-responsive.

3. Proposers submitting proposals which meet the Evaluation Criteria and which are deemed to be the most advantageous to the City may be requested to give a presentation to the Ad Hoc Selection Committee and/or the ADC.
4. All responses and accompanying documentation to the RFP will become the property of the City at the time the proposals are opened.

PART IV: Submittal Content



**City of Albuquerque
Metropolitan Redevelopment Agency**

PART IV: Submittal Content

All Proposer's responses shall address each of the items listed herein, but may also include any other items which the Proposer believes may be important to the Project. The organization of the submittal information shall follow the order of the Submittal Content in this RFP.

A. Development Overview

1. Contact Information

Provide the primary contact information for the principal individual(s) representing the Proposer. This section of the proposal should also identify the Proposer's company or organization that will enter into contracts with the City and the individuals that will sign on behalf of the Proposer.

2. Project Summary

Provide a concise summary of the overall proposal.

B. Consistency with the City's Project Goals

1. Iconic and Skyline Defining Building

Provide a general overview of the planned development and any amenities associated with its completion. Highlight the overall height of the building(s) that are being proposed including the total height of the usable floors and any decorative features, including, a spire or hidden antenna, which may add to the overall height of the structure. Include any projected mix of uses and their percentage to the project as a whole. Provide a potential mix of desired end users and how those tenants will be identified and recruited to inhabit the property and if the space will be leased or sold. If entertainment, retail or governmental uses are to be incorporated into the development, explain how those uses will attract residents and visitors to Downtown Albuquerque and how they will complement the existing activity in the area.

Provide design information for the Project in the form of color drawings and exhibits suitable for study. Show the proposed development(s)' height, size, design, massing and interaction with the existing environment. Describe how the design reflects the appropriate urban form, includes a vibrant streetscape, and provides pedestrian connections to the surrounding area. Share how the design will provide public access and a continuation of the public realm. Finally, describe service areas and design plans to ensure they do not negatively affect the public realm.

At a minimum, include a conceptual site plan and elevation renderings that demonstrate the proposal.

2. Vitality

Describe how the proposed redevelopment will build off of the growth and energy in the area and continue the excitement and vitality currently underway in the Downtown district.

3. Catalytic Economic Redevelopment

Describe how the Project will act as a catalyst for further redevelopment in the surrounding area.

4. Contribute to the Goals Outlined in the Downtown Plan

Explain how the proposed development(s) will further the specific policies and goals of the Downtown Plan.

5. Experience

Proposer must provide a brief description of their team’s demonstrated expertise and track record in the development of complex, high-rise structures in urban environments that have revitalized communities and furthered economic development. This description should include the team’s experience in financing, developing and leasing. Provide at least one example of a past successful urban and/or mixed-use development that the Proposer was involved in or a redevelopment project for which the Proposer took the lead. In addition, provide information on the proposed property manager for the redevelopment and their experience managing similar projects.

6. Parking

Identify the total number of off-street parking spaces that will be provided for the proposed development(s). If Subject Site A is proposed to be developed, explain how and where the existing 212 parking spaces will be retained.

C. Benefit to the Surrounding Community

1. Benefit to the Community

Briefly describe the proposed benefits to the community as compared to the City’s investment in the proposed Project. Benefits could include, but are not limited to, removal of blight, creation of jobs, addition of area parking, addition of cultural events facilities, promotion of economic development and the creation of housing.

D. Financial Structure

1. Project Budget

Provide a full, detailed description of the proposed financing structure for the Project.

Provide sources- and uses- tables for both the construction and permanent financing. The uses/expenditures listed in the proposal should include, but not be limited to, the following line items:

- a. Purchase Price or Ground Lease Cost
- b. Hard Costs
 - i. Construction Cost
 - ii. Construction Contingency
- c. Soft Costs
 - i. Architectural/Engineering
 - ii. Accountant
 - iii. Administrative Expenses
 - iv. Permanent Loan Costs
 - v. Construction Loan Costs
 - vi. Survey and Re-Plat
 - vii. Appraisal
 - viii. Market Study (if applicable)
 - ix. Legal
 - x. Title
 - xi. Consultants (if any)
 - xii. Soft Cost Contingency
 - xiii. Developer Fee

d. Reserve Set-Up Costs

As all proposals are evaluated as a complete package, it is imperative that the Proposer give a complete response to this RFP, not just the sale or ground lease price for the site.

2. Financial Pro-Forma

Provide a ten-year financial pro-forma, including expected costs, expected income, the Proposer's expected profit or return, and the assumptions used in preparing the pro-forma, including revenue and expenditure percentage increases over time. The pro-forma should include, but not be limited to, the following line items:

- a. Any gross and net residential rental income (showing vacancy assumptions)
- b. Any gross and net commercial rental income (showing vacancy assumptions)
- c. Any other source of income
- d. Administrative expenses (accounting and audit; advertising; legal; property management fee; management salaries and taxes; other administrative costs)
- e. Operating expenses (Gas; Electricity; Water and Sewer; Garbage/Trash; Other)
- f. Maintenance Expenses, including landscaping (Third party maintenance costs, including labor and materials; Maintenance/Janitorial staff salaries and taxes; Maintenance supplies; Repairs; Decorating; Other)
- g. Fixed Expenses (Real Estate Taxes; Insurance; Other)
- h. Reserves (Replacement, Operating, Other)
- i. Debt payments

E. **Financial Capacity**

1. Letters of Interest

Provide letters of interest from all financial sources listed in the project budget.

The letters of interest should clearly identify the amount and terms of proposed financing.

2. Proposer Financial Risk

Identify the financial risks associated with the Project that the Proposer expects to take, including Proposer's contribution to the pre-development costs and/or personal equity in the project. The City expects the Proposer to take some personal financial risk in the development of the Project.

3. Other Financial Obligations

Identify any current or pending financial obligations of the Proposer that may impact the Proposer's ability to complete the proposed redevelopment in a timely manner. Identify other projects that the Proposer is contemplating and/or working on. Then, provide an analysis of the impact of other financial obligations and projects on the completion of the proposed redevelopment of the Subject Site(s).

4. Financing References

Provide two reference letters from financial and lending institutions that have provided financial assistance to the Proposer or team members, or who have participated financially in any of the Proposer's or team member's projects, during the last five years. Proposer may also provide other pertinent documentation or evidence of financial capacity and ability to provide guarantees required during the development process.

5. Financial Statements

****The following information shall be submitted separately and marked confidential: ****

The selected Proposer must have the financial capacity to successfully complete and operate the proposed Project. Each Proposer must submit an accountant reviewed or audited financial statement (including balance sheet, income statement, cash-flow statement, and accompanying notes prepared according to generally accepted accounting principles) for the most recent fiscal year for the developer and all partners owning 10% or more share of the development entity. If the Proposer or a partner/member/shareholder is an individual, rather than an entity, that individual may submit a statement of financial capability from the individual's bank and a personal financial statement in the format seen in Exhibit F, rather than an accountant reviewed or audited financial statement.

In the event of a Request for Public Records, the City will notify the Proposer first in order to allow them to determine if they deem it necessary to file a request for legal injunction. In any event, every effort will be made by the MRA to maintain the confidentiality of the above information; however, if a Request for Public Records is received, and no injunction prohibiting the release of the information is ordered, the MRA must comply.

F. City Assistance

Provide a description of any funding assistance the City would need to provide for the successful execution of the proposed Project. Specify specific dollar amounts that are being requested and what any contributions will be used for in the Project.

G. Project Details

1. Time Frame

Provide a proposed schedule of development performance in a Gantt Chart format, including project benchmarks such as obtaining all entitlements for the intended use, approvals of design, submittal, review, application and receipt of building permits, commencement of construction/rehabilitation work and completion of construction. Please also address any proposed phasing involved with this project and related schedule or business operation impacts.

***Note: A schedule based on this submission will be incorporated into the Development Agreement and will be tied to reversionary provisions. However, the City recognizes that the actual start date (and subsequent benchmark dates) may change based on when the Development Agreement is executed.**

2. Proposed Change to Existing Zoning or Design Constraints

If a variance or a zone change is required, the Proposer should describe: 1) how the request is more advantageous to the City; 2) the Proposer's outreach and evaluation of the neighborhood's support for the request; and 3) what the results for the proposed redevelopment would be, and what other proposal should be considered if the Proposer does not obtain the requested variance or zone change.

3. Other Information

Clearly identify the terms of sale or ground lease being offered to the MRA for the property(s).

Proposer may also submit any other relevant information to this proposal, but must stay within the total page limit as described in Section III.E above. Any extra pages will not be reviewed or may render the proposal to be non-responsive to this RFP.

PART V: **Evaluation and Selection**



City of Albuquerque
Metropolitan Redevelopment Agency

PART V: Evaluation and Selection

A. Ad Hoc Selection Committee

The ad hoc selection committee will consist of five members.

B. Evaluation Process

Below is the process for determining the most qualified developer and appropriate proposal.

1. The Ad Hoc Selection Committee will review all proposals against the Evaluation Criteria listed on the Proposal Evaluation Criteria Matrix, page 32 (also Exhibit G).
2. The Ad Hoc Selection Committee may send questions to Proposers to seek clarification on portions of their proposals.
3. The Ad Hoc Selection Committee may conduct interviews of the top Proposers following the initial review. The City may request supplemental information during the selection process.
4. A recommendation will be made to the ADC by the Ad Hoc Selection Committee. The top Proposers may be requested to make a presentation to the ADC.
5. The ADC will make the final selection, and negotiation of the Development Agreement will follow. The ADC may consider the recommendation of the Ad Hoc Selection Committee. If the ADC does not have a quorum due to recusals for the selection of this RFP, or for any other reason is unable to reach a majority decision, the MRA Manager shall make the final selection.

The City reserves the right to reject any or all offers. The City may elect to waive informalities and minor irregularities in offers received. Nothing in this RFP implies a contractual obligation with any firm, nor will the City reimburse costs for submittal requirements.

Per the MR Code, Section 3-60A-12 (C), if no proposals are received or are acceptable, the MRA may negotiate an agreement with any of the Proposers who had submitted a proposal, or negotiate terms with any non-submitter.

C. Evaluation and Scoring

The City will evaluate all responsive RFPs and measure each Proposer's response against the selection criteria set forth in Exhibit G in this document, resulting in a numerical score for each proposal. There are a total of 300 points available in the categories listed. All properly submitted Proposals are subject to these evaluation criteria.

D. Appeal Procedures

Within 15 days after the ADC's final selection, any Proposer not selected may appeal the decision to the City Council. For more information regarding the appeal process, please refer to Section 14-8-4-8 of the Metropolitan Redevelopment Agency Ordinance.

PART VI: Submission of Proposal



**City of Albuquerque
Metropolitan Redevelopment Agency**

PART VI: Submission of Proposal

Proposals may be submitted at any time during normal City business hours until this RFP is closed. Proposals must be delivered to the City Planning Department, 3rd floor of the Plaza del Sol building located at 600 2nd Street NW, Albuquerque, New Mexico, 87102. No telephone, email or facsimile proposals will be considered. **Any late submissions will not be accepted.**

Proposals must be submitted in a sealed envelope and the following information should be noted on the outside of the envelope:

Name of Proposer: _____
Attention: Matthew Butkus, Metropolitan Redevelopment Agency
Title of Proposal: Albuquerque Skyline Competition Proposal

APPENDICIES



**City of Albuquerque
Metropolitan Redevelopment Agency**

EXHIBIT G - PROPOSAL EVALUATION CRITERIA MATRIX

Criteria	Maximum Points	Points Received
<p>1. Consistency with the City’s Project Goals as Outlined in Part 1.B</p> <ul style="list-style-type: none"> • Proposal provides an iconic and skyline defining building of high quality design to be constructed on the Subject Site(s) and contribute to the continued growth and activity of Downtown Albuquerque. • Building height is a minimum of 360 feet. *If the height is not a minimum of 360 feet, zero points will be awarded. • Evaluation of whether the proposal will add vitality to the area. • Potential of proposal to catalyze further redevelopment in the area. • Contribution to the goals of the Downtown Plan. • Past performance of individuals or project team on similar projects. • Proposed project provides adequate parking to meet increased demand as described in the project goal for parking. 	 40 20 20 20 20 20 20	 _____ _____ _____ _____ _____ _____ _____
<p>2. Benefit to the Surrounding Community</p> <ul style="list-style-type: none"> • Proposed benefit to the community, as compared to the City’s investment in the project. (Removal of blight, creation of jobs, promotion of economic development, creation of housing, etc.) 	10	_____
<p>3. Financial Structure</p> <ul style="list-style-type: none"> • Evaluation of project budget, including (but not limited to) construction, soft costs, developer fee, initial reserve amounts and financial feasibility. • Evaluation of operating pro-forma, including income expenses, reserve contributions, debt payments, etc. 	 20 20	 _____ _____
<p>4. Financial Capacity</p> <ul style="list-style-type: none"> • Provided adequate information showing evidence of interest from all proposed financial sources for the Proposer’s redevelopment. • Proposer demonstrates adequate financial risk in the Project. • Proposer demonstrates adequate financial capacity to develop the proposed Project (evaluated through information provided in response to Other Financial Obligations, Financing References, and Financial Statements) 	 10 15 15	 _____ _____ _____
<p>5. City Assistance</p> <ul style="list-style-type: none"> • Feasibility of financial assistance to be provided by the City. 	30	_____
<p>6. Project Details</p> <ul style="list-style-type: none"> • Evaluation of the achievability of the Proposer’s time schedule and the Proposer’s ability to complete the project satisfactorily in a timely manner. • Feasibility of any proposed variances, changes to existing zoning or design constraints. *If variances are required, they should be readily achievable. If not, points will be reduced. 	 10 10	 _____ _____
TOTAL POINTS	300	_____

Completeness of the proposal will be evaluated within all of the above criteria.