



## **Rail Yards Advisory Board**

May 10, 2010, 11:30 AM  
Albuquerque/Bernalillo County Government Center  
Council Committee Room  
9<sup>th</sup> Floor, Suite 9081

### **FACILITATED MEETING NOTES**

#### **Members Present:**

David Campbell for Mayor Berry  
Isaac Benton, City Councilor, District 3  
Diana Dorn-Jones, South Broadway  
Leba Freed, Wheels Museum  
Sen. Eric Griego  
Rep. Rick Miera  
Rep. Miguel Garcia  
Ron Romero, Barelás

#### **Members Absent:**

Commissioner Art de la Cruz  
Rep. Gail Chasey  
Sen. Jerry Ortiz y Pino  
Jay Rembe, ULI – New Mexico

#### **Staff Resources:**

Tim Karpoff, facilitator  
Lawrence Kline, consultant  
Kara Shair-Rosenfield, Council Services  
Marti Luick, Council Services  
Diane Dolan, Council Services  
Michael Mehling, DFCS  
Petra Morris, Planning Dept.

#### **Others Present:**

Daniel Gutierrez  
Alan Clark  
Janice Convery  
Abe Lillard, interested citizen  
Homer Robinson, Romero-Rose

COUNCILOR BENTON: Welcome. Thank you all for being here today. A lot of work has gone into this. Still working on small details. This will be an ongoing, interactive process with whoever the selected MD is. There will be many opportunities to participate in the future.

LEBA FREED: Thank you to the councilor and everybody. We're grateful for the help and where this is going.

TIM KARPOFF: Welcome everyone. Thank you, all, for the time you've put into this. Quick introductions.

TIM KARPOFF: This is intended to be the final meeting before we issue the RFP. If there are small changes/edits, is the Board okay with staff making those? If there are substantive changes that need to be made, may have to have another meeting?

COUNCILOR BENTON: Question – if we have a paragraph with substance, can we legally change things by email and continue to review/approve by email?

TIM KARPOFF: There will be a need to reconvene once there are proposals submitted, but we would be taking a temporary hiatus.

SEN. GRIEGO: General question I want folks to think about – there have been folks showing interest more recently in adding/expanding objectives on social side – schools, charter schools, establishing an immigrant center. Want to make sure we're allowing for the possibility of other uses, not closing ourselves off to potential revenue sources, e.g. Kellogg Foundation – making a major investment in New Mexico. They're interested in families, economic security, etc. Just want to make sure that if they look at this proposal and are interested, they don't feel that we're only after commercial and understand that we also want to achieve social goals.

TIM KARPOFF: Want to start first with going over where we're at right now, changes that have been made, etc. ToC, Appendices, changes to Intro section, Part 4 – Evaluation of Offers need to decide points distribution.

COUNCILOR BENTON: To Sen. Griego's point, I would imagine we'd need to include language in a couple places. My sense is that there's not enough emphasis on public NGO partnerships; we talk about public-private, but not specifically NGO non-profits. When we talk about "investments" we should include "non-profit" and "foundations."

DIANA DORN-JONES: Opportunities to interface with community development organizations and investments by foundations.

COUNCILOR BENTON: "Partnerships are encouraged, but not required..."

SEN. GRIEGO: One issue is making sure we don't omit the possibility of other uses. If we are open to uses that are compatible with a redevelopment but that are more social, public uses (other than a museum) – whether education facility, childhood, workforce training, immigrant center – I want to make sure that we're very upfront in the "Purpose" section.

REP. GARCIA: Nothing against charter schools, I don't know if we want to specify that. Educational use in general would be fine.

DIANA DORN-JONES: I appreciate what you're both saying. We could have an educational component that's not necessarily a charter school. Hispano Chamber does a lot of job development, and I want to make sure we don't do anything that draws away from them.

REP. MIERA: I like the idea of putting education/schools. We don't have to specify "charter."

LEBA FREED: The premise of WHEELS is to show the movement of society. Advancement in general is what we should stress. Progress, where are we going from here. The Rail Yard WAS an immigration center – that could be an appropriate use.

COUNCILOR BENTON: That sentence that lists uses should also say "and does not have to include..."

SEN. GRIEGO: That list is close. I think a more realistic outcome is that a combination of public, private, local, state, foundation funding is going to be what makes this happen. The idea is to make the site a community, multi-use site with some employment and commercial uses. Realistically, financially, the only way we're going to get it redeveloped is "piecemeal" – combination of users/developers.

TIM KARPOFF: Change third paragraph to emphasize partnerships, range of funding sources (foundations), list of uses that may be encourages (not mandatory or complete) – EMAIL that to the Board for approval.

REP. MIERA: I agree with that approach. The devil will be in the details. Make sure the language is clear that the list of uses is not required.

COUNCILOR BENTON: To me the word "City envisions" is the problem.

SEN. GRIEGO: Haven't mentioned grocery store, which is desperately needed. Need to emphasize that we are open to uses that can draw on a variety of funding sources.

DIANA DORN-JONES: Any developer should know that the first market for them could be the communities around the site – 50,000 in surrounding area.

TIM KARPOFF: Appendix A – Context Map.

DIANA DORN-JONES: Add population/demographics within each circle.

REP. GARCIA: "The City envisions..." The RYAB is making some of these suggestions. Maybe be clear that this is what the RYAB is recommending. Maybe need to take out "business" before "hotel."

SEN. GRIEGO: Maybe reformat the "uses" sentence as a bulleted list.

TIM KARPOFF: Okay. Also should include a separate bullet in "Purposes" about public-private partnerships.

### The Opportunity

COUNCILOR BENTON: 360,000 sq. ft. of space. Chris Leinberger used to say that you could get 1,000,000 sq. ft. Is that true?

LAWRENCE KLINE: Yes, potentially if you were to construct floors within the structures.

PETRA MORRIS: Could add a "dimension" drawing to the Appendix. Also doing video and will show images of buildings.

COUNCILOR BENTON: We have construction docs for some of the buildings. Could we link to those?

DIANA DORN-JONES: Shouldn't speculate too much. Don't want to promise things that we may not be able to deliver on.

SEN. GRIEGO: Want to make sure we add language about social opportunities in second paragraph. Public and social needs of the community – health care, job training, ESL, education, child care, etc.

DIANA DORN-JONES: We may have taken out references to the boundaries and streets to access the site. (Get Terry Brown to include this in the Transportation Report, and add a sentence to the body of the introduction.)

SEN. GRIEGO: Top five goals should say something about partnering with non-profits, foundations, etc. to meet the needs of the community. Maybe say "needs" instead of "uses."

DIANA DORN-JONES: They need to know that this site sits in a redeveloping area of Albuquerque that's historical and has needs that need to be met.

### Evaluation of Offers

TIM KARPOFF: Since this is essentially an RFQ, not an RFP, put more points in for past experience. 45% for Past Experience. 40% for Proposed Approach. 15% for Financial Information. Financial info shouldn't dominate. What should dominate is what they've done in the past and how they would approach this project. Comments?

REP. MIERA: That seems to be – the 120 points for addressing goals/purposes – maybe need more than 120 points for that section.

LEBA FREED: Completely agree with you.

REP. MIERA: What does "Financial Information" evaluate?

TIM KARPOFF: Last time, Will Consuegra provided some thoughts on this issue, e.g. Suncal. A healthy parent company that could create a subsidiary that isn't sound. "Financial Information" is about what their books show now.

COUNCILOR BENTON: Experience and how creatively they have financed projects in the past is important. I think we should cut 50 out of Overcoming Technical Constraints and bump up "Addressing Goals" by 50. Straw man:

DAVID CAMPBELL: If these are the only things we're evaluating, at what point do we evaluate their pretty pictures?

TIM KARPOFF: Is this an RFQ or an RFP? The sense I've gotten is that people want to work with the MD to plan/design this rather than have it presented and have to react to a specific proposal. If it's an RFQ, we need to score based on qualifications. That's why no points for evaluating an actual proposal.

SEN. GRIEGO: Some of the mistakes we've made in the past is that we've put a premium on the idea that we need to bring in big names, big multi-national firms. Arena, e.g., lost 2 years. I want to know do you have any idea how you're going to put the financing together? How would you get a number of public and private players together? Another problem is when you go to the big names, they have the cash, but they don't have a use that we want. Would you be willing to

partner with state, county, city, foundations? Be very careful about lessons we've learned about creative revenue ideas (e.g., TIDDs).

DIANA DORN-JONES: If this is an RFQ, are we going to have more than one response and interview more than one group? If you can have a conversation with people, you'll be able to probe more deeply into whether they're qualified.

LEBA FREED: Really concerned that we don't have enough points for "Addressing the Goals..." – whether it's an RFQ or RFP, need more points.

COUNCILOR BENTON: I was going to say what DDJ said. I think we'll be able to flush out anything that's totally bogus. We can decide on a top tier of responses. Combine planning, design and approval process.

LEBA FREED: Some people have talked about making this a master plan from the ATC all the way to this site, or is this a standalone?

COUNCILOR BENTON: I think we have to stay focused. There's nothing to preclude people from talking about that.

SEN. GRIEGO: Question about the word "firms" – is it a master firm that has MOU's with other groups? Change to "entities" instead of "firms."

DAVID CAMPBELL: "Joint ventures"?

SEN. GRIEGO: "Firm" has a very specific connotation. What if a group of folks come together to form a new entity? Would they be considered a "firm"?

TIM KARPOFF: How about "entity"? (Everyone seemed okay with that.)

DAVID CAMPBELL: Big push to "buy local" lately.

DIANA DORN-JONES: I would want them to have points if they're going to hire local contractors.

COUNCILOR BENTON: I would advocate taking this out of here and putting in a number of points. "50" points for local contractors but doesn't have to be the top entity.

REP. MIERA: They don't put percentages, it just says a preference.

TIM KARPOFF: Need to address "Cost Proposal" part of boilerplate. It's going to have some language of an estimate of the cost scope. How good a guess are they making of the cost to redevelop the site?

DIANE DOLAN: Paula West is drafting some very general language. Only need a minimal number of points.

COUNCILOR BENTON: Take it out of Implementation and Financing.

TIM KARPOFF: Ad Hoc Selection Committee. Will have to have a renewed commitment if the entire RYAB is going to serve as the Ad Hoc Selection Committee.

COUNCILOR BENTON: We would need to have 100% attendance? What if we appoint 6 people who agree to participate 100%?

SEN. GRIEGO: Could we schedule it for only one day?

Everyone agrees to participate 100% of time.

Page limitation?

DIANA DORN-JONES: 20-25

SEN. GRIEGO: 10 with as many appendices as you want.

TIM KARPOFF: 15 is becoming more and more customary.

COUNCILOR BENTON: We're asking for a lot of information.

DIANA DORN-JONES: 25 max.

SEN. GRIEGO: Has to be certain font size.

DIANA DORN-JONES: We need to have staff screen them and meet basic criteria if there are a lot of proposals.

TIM KARPOFF: Issue by the end of the month. How long should it remain open? 6-8 weeks? 12 weeks?

SEN. GRIEGO: 12 weeks.

TIM KARPOFF: Won't set another meeting until the fall. Thank you for your participation.