

Rail Yards Northern Entrance

Request for Expressions of Interest

ONE
ALBUQUE
RQUE

metropolitan
redevelopment

Solicitation Number:
RFEI 02-2020

Issuance Date:
April 3, 2020

Due Date:
July 17, 2020 3:00PM MT



The City of Albuquerque is seeking Expressions of Interest

from developers and businesses who want to be a part of the first phase of redevelopment at the Historic Albuquerque Rail Yards.

The Rail Yards Master Plan's mission is to revitalize the Historic Santa Fe Atchison & Topeka Steam Locomotive Repair Facility into a vibrant district within the city's urban center focusing on the preservation of the industrial era monuments and celebrating the communities surrounding them. Embracing an exciting new vision for the community: a dynamic mixed-use district that brings together housing, retail, dining, business, entertainment, cultural, and historical amenities to create an authentic Albuquerque experience.

The City is actively investing in the Rail Yards by conducting environmental remediation activities, extending utilities, planning for bike and pedestrian connectivity, and creating exciting public spaces such as the Rail Yards Plaza, which opened in 2019.

The goals of this RFEI are:

- Catalytic Activation of the Rail Yards. The Project should drive additional people and economic activity to the Rail Yards creating a lively district.
- Contribution to the goals outlined in the Rail Yards Master Plan.
- Site Synergy. The proposal should create a unique synergy with existing uses and surrounding neighborhoods.
- Inclusion of local, small, minority, women and disadvantaged business enterprises.



Downtown Albuquerque

NBC Universal Studios

INTERSTATE 40

is a vibrant and emerging mid-size city with over \$450 million in recent and pipeline development adding 660 housing units, 1100 jobs, 280 hotel rooms, and numerous dining establishments. The district has an abundance of Arts and Culture including a year round First Friday Artwalk, museums, public libraries, parks and playgrounds, two Farmer's Markets, a historic theatre, and numerous galleries. Folks here never go hungry or thirsty with a wealth of coffee shops, farm to table restaurants, local breweries, and a grocery store to choose from. The Downtown area has the highest walkability, public transit and bike scores in the City. And you are only minutes away from outdoor adventure in the stunning Sandia Mountains or a ride along the Bosque bike path.



ELEVATE

Carenét

Glorieta Station

Civic North Project

Villa Myriam

Castle Coffee

UNM Hospital

Andaluz

Downtown Growers Market

Arrive Hotel

CNM STEMulus Center

Silver Moon Lodge

KiMo Theatre

ONE Central

Innovate ABQ

PNM

RS21

FUSE Makerspace

Safehouse Distilling

Three Sisters Kitchen

Hilton

Highlands Master Plan

SIDETRAC Zendo

Silver Street Market

Presbyterian Hospital

La Esquinita

Imperial Building

Nexus SmokeHouse

Zocalo Lofts1

Turquoise Museum

ABQ BioPark | Zoo

Bosque Baking Co.

Homewise @ Orpheum Theater

Other Major Employers

B Ruppe

Technology

Community Garden



The Rail Yards

Health

RedBall Cafe

Rail Yards Market

Food | Beverage
Entertainment | Retail

4th Street Project

CNM Film School

Hotels

Barelas Community Center

Hispanic Chamber of Commerce

Arts | Culture

Wheels Museum

Mixed-Use | Housing

Barelas Coffee House

National Hispanic Cultural Center

INTERSTATE 25

Bueno Foods

Roses Southwest Papers Inc

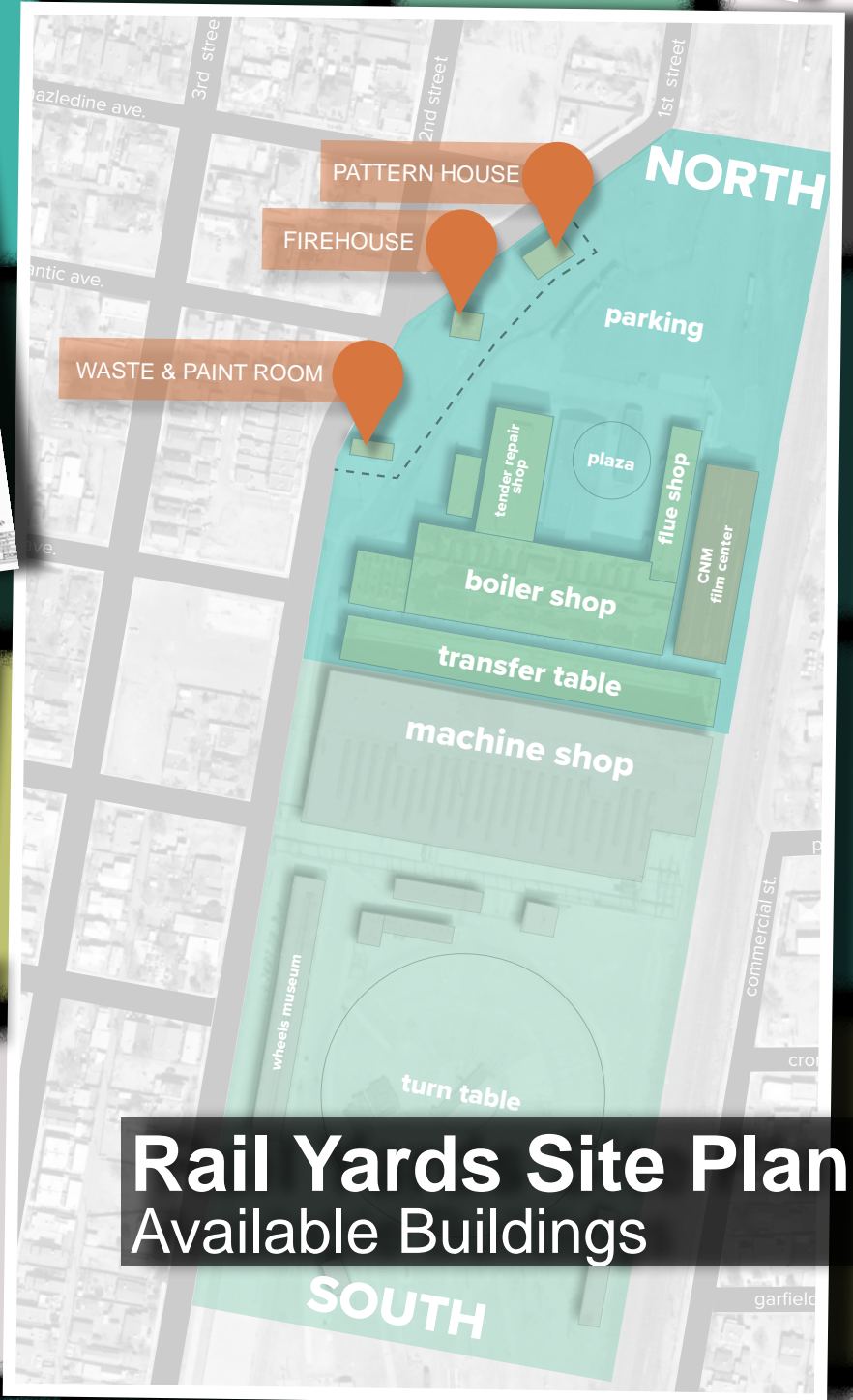
South Broadway Cultural Center

Rio Grande

PATTERN HOUSE



FIREHOUSE



WASTE & PAINT ROOM



Rail Yards Site Plan Available Buildings

City of Albuquerque Metropolitan Redevelopment Agency

Rail Yards Northern Entrance Request for Expressions of Interest



COVER PAGE

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Issuance Date: April 3, 2020

Pre-Proposal Zoom Meeting (Attendance is Optional):
April 14, 2020 2-3:30pm

Via web: <https://cabq.zoom.us/j/343908393>

Via phone: 253-215-8782 or 301-715-8592

Meeting ID: 343 908 393

Pre-Proposal Site Tour (Attendance is Optional):
April 15th, by appointment only; email kiverson@cabq.gov to schedule a site tour

Deadline for submitting RFEI questions:

June 26, 2020

Direct questions to: kiverson@cabq.gov

Due Date:

July 17, 2020, at 3:00pm Mountain Standard Time
600 Second Street, NW, Albuquerque, NM 87
3rd Floor Front Desk

RFEI Website:

<https://www.cabq.gov/metropolitan-redevelopment-agency/request-for-proposals>

GLOSSARY OF TERMS

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

City: The City of Albuquerque.

Rail Yards Master Plan (RYMP): The Rail Yard Master Plan, adopted by City Council in 2014, serves as the guiding document and entitlements for the Albuquerque Rail Yards. The complete Rail Yards Master Plan can be found at the following website: <https://www.cabq.gov/railyards>

Rail Yards Property: The City's 27-acre tract that encompasses the former southwestern United States rail car maintenance and repair center owned and operated in the 1800's and 1900's by the Atchison, Topeka & Santa Fe Railway company.

Project: The physical and operational improvements proposed by a Respondent

Response: The written description of the Respondent's Project as a response to this RFEI.

Respondent: A person or entity responding to this RFEI. Anyone that puts forth a response for this request. Respondents can be either Developer Respondents or Business Entity Respondents.

Request for Expressions of Interest (RFEI): This document providing information and specific requirements for Respondents to submit Responses.

Subject Site: The 1.1 acre City-owned parcel shown in Exhibit A and located at 1100 2nd Street SW.

Part I: RFEI Overview and Background

A. Project Overview

The City is issuing this Request for Expressions of Interest (RFEI) to Real Estate Developers and/or Business Entities (Respondents) that contribute to achieving the vision and goals described in the Rail Yards Master Plan.

The City is seeking Expressions of Interest from Respondents for development and tenancy of the approximately 1.1 acre Northern Entrance Rail Yards Parcel shown in Exhibit A. The Subject Site includes the Firehouse, Waste & Paint Room, Pattern House, and the area between these buildings. Development of the Subject Site is one phase of the larger 27-acre Rail Yard redevelopment project.

The City reserves the right to interview and enter into direct negotiations with one or more Respondents to this RFEI, or to subsequently issue one or more Request for Proposals, to ensure that Responses are the most advantageous to the overall redevelopment of the Rail Yards Property, and to achieve the best value for the City, as determined by the City.

B. Respondent Categories

1. Developer Respondents

Developer Respondents may be for-profit, non-profit, or joint venture entities, including land trusts or other ownership entities, that demonstrate extensive experience and capacity to implement the Project consistent with the Rail Yards Master Plan (RYMP).

Developer Respondents are expected to assemble an experienced, complete, and competitive development team. The Developer Respondents must have experience in developing, owning, and/or operating the Respondent's proposed development types and accessing the financial resources needed to execute the proposed development program. A Developer Respondent is responsible for obtaining site control from the City via a lease and/or ground lease and developing certain parcels, tracts, and/or buildings at the Site. Developer Respondents may propose development that includes any of the uses listed below under Section C. Potential Uses.

The City encourages Respondents with exemplary experience in public/private development and a mission-oriented approach that brings enhanced and tangible community and economic development benefits to urban development consistent with the Rail Yards Master Plan.

Developer Respondents shall refer to Section IIIA: Developer Respondent Responsibilities and Section IV: Developer Respondent Submittal Content.

2. Business Entity Respondents

Business Entity Respondents may be for-profit, non-profit, joint venture, private, or public entities, including academic institutions and arts organizations that demonstrate the experience and capacity

to lease and viably occupy commercial property and build out tenant improvements in existing buildings or commercial spaces at the Subject Site.

This Solicitation is seeking Business Respondents with experience in owning and operating business types that are consistent with the RYMP, and have appropriate access to financial resources to execute the Project. Business Entity Respondents may be a Master Lessor, sub-leasing to a Tenant or Tenants.

In furtherance of the City's commitment to community and economic development, the City encourages responses from mission-oriented Respondents that bring enhanced and tangible neighborhood benefits.

Business Respondents shall refer to Section III.B: Business Entity Respondent Responsibilities and Section V.B: Business Entity Respondent Submittal Content.

C. Potential Uses

Per the RYMP, the Firehouse and Waste & Paint Rooms are on Parcel 9. The following uses are allowed on Parcel 9: commercial, retail, restaurant, service, housing, and public. The Pattern house is on Parcel 10. Per the RYMP, the following uses are allowed on Parcel 10: business professional uses, office, light manufacturing, training/education, and retail.

D. Project Goals

The goals for this RFEI are:

- **Catalytic Activation of the Rail Yards.** The Project should drive additional people and economic activity to the Rail Yards creating a lively district. This parcel serves as the entrance to the Rail Yards Property and should provide street level interest that relates to the look and feel of the residential community on the west side of 2nd Street and draws people into the Rail Yards Property. The proposed development should stimulate the vitality of the area with interactive/permeable public/private spaces and site plan. The building(s) should be inviting and accessible from both the street and the interior Rail Yards Property.
- **Contribute to the Goals Outlined in the RYMP.** Any Developer or Business Entity Response should work to meet as many of the following RYMP goals as possible, as further discussed in Exhibit E, and further described in RYMP Section 5.0 Goals and Policies. Briefly, those goals are:
 - Jobs Generation, Economic Development & Economic Viability;
 - Housing;
 - Community Connectivity;
 - Land Uses;
 - Architecture and Historic Rehabilitation; and
 - Art and Culture.

- **Site Synergy.** The proposed developer or business entity should create a unique synergy with existing uses and surrounding neighborhoods; and create tangible community benefit in one (or more) of the following ways:
 - Drive synergy with the CNM film school by possibly including related film and creative uses that will create or foster a film hub for students and professionals in the film industry;
 - Celebrate the iconic and momentous history of the Rail Yards Property by incorporating an emphasis on rail, technology, and innovation;
 - Incorporate businesses from or with a close connection with Barelmas and/or South Broadway Neighborhoods;
 - Collaborate with mission-orientated and community-based tenants or programming that results in tangible neighborhood benefits; and
 - Include uses that create living wage jobs, emphasize sustainability, and/or are committed to local supply chains.
- **Supports local, small, minority, women and disadvantaged business enterprises.** Projects should support local, small, minority, women and disadvantaged businesses by teaming with, subcontracting with, and/or leasing to, qualified local businesses, small businesses and disadvantaged business enterprises and developing opportunities for local businesses and workers in the development and leasing of the Project.
 - "Local Business" means a business that is headquartered in and maintains its principal office and place of business in the Greater Albuquerque Metropolitan Area, as defined in Section 5-5-17 of the Public Purchases Ordinance.
 - SBE, MBE, WBE, DBE: Business Enterprises that meet federal requirements regarding business size, ownership, and control, as defined in 49 C.F.R. 26 Subpart D.

E. Subject Site

- **Current Ownership:** City of Albuquerque
- **Location and Site Description:** The Albuquerque Rail Yards is located at 1100 2nd Street SW. The Subject Site is the approximately 1.1 acre parcel shown in Exhibit A (Subject Site). The Subject Site is located between the Barelmas and South Broadway neighborhoods. Subject Site includes three buildings: Firehouse, Waste & Paint Room, and Pattern House. Building specific detail is included in Exhibit F. Proposal may be for part or all of the Subject Site.
- **Other Railyards Buildings:** If your Project concept would be enhanced with subsequent development of other buildings at the Rail Yards site north of the transfer table to create the necessary site synergy, your Response may be accompanied by a Supplemental Response proposing future development of specific other buildings, however proposals to develop the Subject Site should not be dependent on developing those other buildings. Supplemental responses may be considered through this RFEI and may be included in development agreement terms. Supplemental responses that include buildings south of the turntable will not be considered.

- **Zoning:** The Subject Site is currently zoned Planned Development. The RYMP provides information regarding zoning compliance, development standards and uses in Sections 4.0 Zoning Compliance and Regulatory Framework; 6.0 Development Regulations; and 7.0 Design Guidelines. Where the RYMP is silent the City's Integrated Development Ordinance can provide further guidance at www.abc-zone.com.
- **Historic Designation:** The Albuquerque Rail Yards Property is a designated Historic District on the National Register. The Firehouse and the Waste and Paint Room buildings are each considered contributing historic structures that may not be removed. Due to the important nature of the property, the City has a binding Memorandum Of Understanding (MOU) with the State Historic Preservation Office regarding the development of the Albuquerque Rail Yards Property, which references the related provisions in the RYMP. All development and demolition projects at the Subject Site are subject to consultation with the New Mexico State Historic Preservation Officer. Exhibit G contains the binding MOU between the City and the State Historic Preservation Office.
- **Utility Access:** Sewer and water are available adjacent to the 2nd Street side of the Subject Site. It is the responsibility of a Developer Respondent to confirm the specific location and availability of utilities to service the development.
- **Surrounding Land Uses:** To the north and west, the Subject Site is surrounded by single-family attached and detached residential. To the west and south is the remainder of the Albuquerque Rail Yards Property, which will include the Rail Yards Market, CNM Film School of Excellence, WHEELS Museum, and other uses per the RYMP.
- **Parking:** The City recently improved the northern parking lot for the Rail Yards. The City will negotiate a joint parking agreement for use of the parking lot that currently contains 190 parking spaces.
- **Environmental:** Environmental status is summarized in Exhibit H.

F. Rail Yards Context

- **History**
The arrival of the Atchison, Topeka & Santa Fe Railway (AT&SF) in the late 1800's transformed the City of Albuquerque, into the economic hub of the region. At the Rail Yards, AT&SF developed a locomotive repair shop complex with more than 300,000 sq. ft. of interior space. One of only four such facilities for AT&SF, the complex of buildings was designed for the major overhaul and repair of steam locomotives.

During its heyday in the 1920s, 25% of Albuquerque's workforce was employed at the Rail Yards. The surrounding agricultural community of Barelás transformed as railyard workers built modest homes and established commercial districts.

The Rail Yards shop complex included expansive industrial cathedrals that represented state of the art turn-of-the-century industrial design with soaring glass curtain walls, open steel frame construction, and a system of cranes to move 250-ton locomotives between the repair bays and

buildings. The largest building, the Machine Shop, contains 165,000 sq. ft. (over 4 acres) and has an interior clearance of 57 feet.

After WWII, as the railroad industry switched to diesel technology, shops, such as those in Albuquerque, were no longer needed and employment declined. The shops were phased out in the late 1970's and the buildings fell into disrepair.

The property is now listed on both the National and State Historic Register. The soaring glass curtain walls create unique industrial cathedrals, and provide a unique opportunity to create a regional destination. The City of Albuquerque purchased the property in 2007 and completed a Rail Yards Master Plan process in 2014.

- **Rail Yards Market**

In 2014, the City redeveloped the Blacksmith Shop at the Rail Yards Property and began to host the not-for-profit Rail Yards Market offering an attractive array of fresh produce, art, and musical entertainment. The Rail Yards Market has grown into one of the highest grossing farmers markets in the State of New Mexico. With over 150,000 annual visitors and 230 vendors, the Rail Yards Market has annual sales over \$1.1 million. The Rail Yards Market has proven that the site can become a regional destination, attracting thousands of visitors every weekend to appreciate the grandeur of the historic buildings.

- **CNM Film Production School of Excellence**

In October 2018, Netflix made an economic splash with the acquisition of their first production facility in Albuquerque, committing to invest \$1 billion in the local economy and create over 1,000 film industry jobs. Subsequently NBCUniversal announced a \$500 million investment in a downtown Albuquerque film and TV studio, creating at least 300 jobs. To meet the need for a trained labor force the Central New Mexico Community College (CNM) will be doubling their Film Production program to 800 students per year.

Building on the film industry's attraction to the iconic backdrops at the Rail Yards, in January 2019, the City and CNM entered into a Memorandum of Understanding to locate CNM's Film Production School of Excellence on the northern portion of the Rail Yards Site. Voters approved a related bond financing request by CNM, and studies are currently underway to design the space.

- **Film Set Location**

The Rail Yards is a popular film location, as film makers are drawn to the unique character of the buildings and quality of light through the green, yellow, and orange glass curtain walls. Some of the numerous films shot at the Rail Yards include the Avengers, Better Call Saul, and Breaking Bad. In addition, the new Netflix series Daybreak was shot almost entirely at the Rail Yards.

- **WHEELS Museum**

The Wheels Museum (Wheels) is a 501(c)3 organization housed at the Albuquerque Rail Yards. Wheels is dedicated to collecting, preserving and creating educational exhibits about the history of transportation in Albuquerque and New Mexico with an emphasis on the impact on the economic and physical development of the area. Their collections embrace the history of the

railroads, the impact of the rail yards on Albuquerque, as well as automobiles, horse and wagon, and other modes of transportation.

- **Rail Yards Plaza**

In 2019, the City completed the Rail Yards Plaza, transforming an area between the Flue Shop, Tender Repair Shop and Boiler Shop into an outdoor plaza that serves as a community gathering space.

The new plaza lies where the former North Wash Room and Sheet Metal Shop once stood. Those buildings were marked dilapidated and unsafe by the City in 2014 and were demolished, while materials that could be salvaged were preserved. The new plaza features new concrete pads for food trucks fully wired to provide power to users, new lighting, grass areas with irrigation and landscaped planters. Paying homage to the site's former use as a rail facility, designers worked to integrate existing rail tracks into the plaza. The project also included improving the northern parking area to include 190 parking spaces.

G. Neighborhood Context

The Rail Yards Property lies between the Barelmas and South Broadway neighborhoods. Barelmas was established in 1662, predating even Old Town as the oldest community in the City, near a ranch owned by Pedro Varela (a/k/a Barela). Barelmas and South Broadway were two of many communities along the Camino Real de Tierra Adentro, the major Spanish trade route between Mexico City and Santa Fe. Originally settled as farming communities, the neighborhoods were organized around the Barelmas Acequia which was engineered and constructed in 1830 to drain and irrigate the area.

The tranquil communities were transformed by the establishment of the Atchison Topeka & Santa Fe railroad in the 1880s. By the 1900s, Barelmas and South Broadway were flourishing, with many of their residents employed at the Rail Yards. In the mid-1920s, South 4th Street in Barelmas was designated part of Route 66 and became a thriving commercial corridor. However, the closure of the Railyards in the 1970's and the opening of Interstate 40, impacted the area and caused the neighborhoods to experience population decline.

Today, these neighborhoods are in transition with several signs of reinvestment including:

- In 1997, the commercial area along 4th Street was listed on the National Registry of Historic Places as the Barelmas-South Fourth Street Historic District.
- A major turning point came in 2000 with the opening of the National Hispanic Cultural Center, a \$50 million project that brought visitors and capital back into the neighborhood.
- The opening of the Albuquerque Hispano Chamber of Commerce and Barelmas Job Opportunity Center in 2001 also furthered economic development in Barelmas.
- In 2019, the following projects opened their doors:
 - Zocolo, a mixed use project at 4th and Coal has 21 residential units, a food hall and an artisan market in partnership with the Barelmas Community Coalition;
 - At 2nd and Coal, Homewise has rehabbed the Orpheum into office, apartments, and performance space; and

- At B'Ruppe, the drug store of the famous Curendera, Maclovía Sanchez de Zamora, Homewise and UNM are proposing to co-locate traditional wellness practitioners with UNM offices to explore health disparities and traditional healing practices.
- New businesses are locating along Broadway and Fourth Street including Nexus Smokehouse, Burque Bakehouse, Red Ball Café, Box Road, La Bohemia, and Botanik.

The neighborhood residents are active and invested in the redevelopment of the Rail Yards. The RYMP process included extensive outreach and engagement. The City is committed to the community and economic development of the Barelás and South Broadway Neighborhoods. The City encourages responses from mission-oriented Respondents that bring enhanced and tangible neighborhood benefits.

H. Downtown District Context

The Albuquerque Rail Yards is located less than 1 mile from the center of Downtown Albuquerque, which has significant projects currently underway, or recently completed, that are raising the profile and marketability of the Downtown Submarket within the region. Major projects that are either currently underway or recently completed include:

Technology

- 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 first building to be developed at Innovate ABQ is the Lobo Rainforest Building. It is the home to STC.UNM, the Cecchi Venture Lab, the UNM Innovation Academy, UNM's entrepreneurial program, and the Air Force Research Lab tech engagement office, Sandia National Labs tech engagement office, and global engineering firm, General Atomics. Floors 2-6 features downtown apartment living for UNM Students.

FUSE Makerspace is also located at Innovate ABQ. A partnership with Central New Mexico Community College (CNM), the FUSE Makerspace is a community center with tools that allow members to design, prototype, and create manufactured works.

The next phase of development will include redevelopment of the First Baptist Church building and additional property situated north of the Rainforest building.

- CNM STEMulus Center: Located at First Plaza Galleria, the CNM STEMulus Center opened in 2014 as a hub for innovation and technology in downtown Albuquerque. It is the home of the Deep Dive Coding Bootcamps and serves as a place to connect entrepreneurs and tech lovers.
- NBCUniversal. Has opened a new film production studio near downtown Albuquerque, investing \$500 million and creating 330 jobs.

Transportation

- **Innovate Rail Trail:** The City is creating a multi-use path along the rail corridor from Lomas Boulevard to the Rail Yards, and improving pedestrian crossings between downtown and east downtown.
- **Albuquerque Rapid Transit (ART):** ART is a 9-mile Bus Rapid Transit route that services the City and runs through the core of Downtown. ART will improve the public transit network and encourage walkability and commercial investment along the route.

Hotel/Restaurant/Entertainment

- **Hilton Garden Inn/Homewood Suites** is developing a six-story hotel at the corner of Broadway Boulevard and Central Avenue. The total build-out will consist of 130,000 square-foot of building at a cost of near \$26.4 million (\$26,400,000.00) in construction.
- **Arrive Albuquerque:** Arrive Hotel is updating the midcentury modern Hotel Blue to revitalize the property into a 144-room boutique hotel experience on 8th Street and Central Avenue.
- **505 Central:** Located at Central Avenue and 5th Street, this mixed-use redevelopment project contains a coffee shop, offices and 34 residential units. Soon to open is a 13,000 square foot food hall as a meeting place for friends and family with local food and beverage options.
- Several new restaurants have opened in and around downtown including Thirsty Ear Brewery, Red Door Brewery, Urban Taqueria, Wine Dive, and Boots and Bourbon.
- **North Civic:** Upgrades to Civic Plaza include a reconstructed water feature for family friendly activity, a playground area, entertainment/media improvements, and additional shade structures.

Mixed Use/Housing

- **Silver Moon Lodge:** An urban, mixed-use development featuring 151 residential units above ground floor retail space.
- **Imperial Building:** 74 residential units above ground floor retail that includes a neighborhood grocery store, restaurants, salon and a pharmacy.
- **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, 68 fully leased apartment units, and a 423 space public parking garage.
- **Civic North:** The City is currently reviewing proposals for a public amenity and/or mixed-use project on a publically owned lot at 3rd Street and Marquette Avenue.
- **Glorieta Station:** An eight-acre mixed use redevelopment project that includes the historic rehab of the historic Glorieta Building.

Employment

Several employers have relocated to downtown Albuquerque including:

- Carenet Healthcare Services: 244 healthcare employees;
- Lending Solutions, Inc: 81 financial service employees;
- ABQ Health Partners: 240 healthcare employees; and
- University Hospital: 200 healthcare employees.

I. The State Metropolitan Redevelopment Code and Creation of a Metropolitan Redevelopment Area and MR Plan

As authorized by the New Mexico Redevelopment Code, §3-60A-7, NMSA 1978, a local governing body, such as the Albuquerque City Council, may adopt a resolution declaring that one or more slum areas or blighted areas exist in the local government's jurisdiction; and the 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 the adoption of a resolution designating a Metropolitan Redevelopment Area, the local governing body may adopt a Metropolitan Redevelopment Plan for that Metropolitan Redevelopment Area. Per the New Mexico Redevelopment Code, § 3-60A-9, NMSA 1978, the local government may approve a Metropolitan Redevelopment Plan if it finds 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.

After a Metropolitan Redevelopment Area is designated and the respective Metropolitan Redevelopment Plan is adopted, the local governing body may utilize the legal authority provided by §3-60A-12 of the New Mexico Redevelopment 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 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.”

J. Barelás Metropolitan Redevelopment Plan and the RYMP

On September 16, 1991, the City Council designated the Barelás Neighborhood, including the Albuquerque Rail Yards site, as the Barelás Metropolitan Redevelopment Area. The City Council then adopted the Barelás Neighborhood Commercial Area Revitalization And Metropolitan Redevelopment Plan on May 17, 1993.

The RYMP was officially approved by the City Council on June 16, 2014. The RYMP provides the development framework and land use entitlements for the 27 acre Albuquerque Rail Yards. The complete RYMP can be viewed at <https://www.cabq.gov/railyards>.

Part II: City Responsibilities and Incentives

A. City Responsibilities

For all Respondents, the City is prepared to perform negotiated environmental remediation or reimburse a Developer Respondent for environmental remediation at a reasonable cost, to be negotiated.

Developer Respondents shall propose the scope of work to be completed by the City prior to execution of a building and/or ground lease. The City anticipates negotiating lease terms that reflect necessary improvements and rehabilitation work to bring the buildings into code and modern standards for the proposed reuse.

For Businesses Respondents, the City is prepared to bring negotiated utilities to the buildings and negotiate rehab of the building(s) to include a structural shell, necessary fire suppression, HVAC unit (not to include ducts) and environmental remediation of materials in the building(s). The exact scope of the rehab of the building shells will depend on the Proposal and negotiations.

B. City Assistance and Incentives

The City desires to enter into a public-private partnership with a Developer(s) or Business Entity(s) in order to achieve the goals outlined in this RFEI and in the RYMP. The Metropolitan Redevelopment Area and the Metropolitan Redevelopment Plan are in place and therefore the Metropolitan Redevelopment Agency is authorized to find alternative solutions to revitalizing the area per under State Laws as defined in the New Mexico Redevelopment Code, §3-60A-1 et seq., NMSA 1978. As authorized by the New Mexico Redevelopment Code and the corresponding Albuquerque Metropolitan Redevelopment Agency Ordinance, the City offers the following resources for this Project in order to accomplish the requisite redevelopment:

1. Lease of the Subject Site:

The City strongly prefers to retain ownership and enter into a long-term lease (either ground lease with a developer or a building lease with a Master Lessee or tenant(s)), but may

consider a purchase contract, if the City, in its sole discretion, determines that a purchase contract is advantageous for the Project and the City.

All ground lease and lease rates will be considered, as long as the City can show “fair value” was obtained as described in §3-60A-12, NMSA 1978. Fair value may take into account and consider the conditions and obligations assumed by the lessee or purchaser and the objectives for the elimination of blighted conditions.

- 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 Respondents in response to this RFEI.
- 3. Assistance with City Development Process:** The Metropolitan Redevelopment Agency will assist the successful Respondent 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, and expediting City response times when possible. The successful Respondent, at his/her 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.
- 4. Other Public Funding Sources:** Other public funding sources may exist, for the development and operations of the facility that are not listed in this RFEI. The City encourages Respondents to propose required public funding sources, if necessary. Respondents should keep in mind public incentives are subject to applicable local, state and federal laws and regulations, potential voter approval, funding availability and policies that govern those incentive programs.

The Development Agreement for the Project will include performance requirements and reversionary/clawback provisions that will be triggered if the performance requirements are not satisfied.

Part III: Respondent Responsibilities

A. Developer Respondents

- 1. Project Team and Project Management:** The Selected Respondents will be responsible for assembling a Project team with the necessary expertise, experience, and capacity to develop and manage the Respondent's proposed Project, such as expertise in real estate finance, planning and predevelopment, design and construction, marketing, and property management.

The Selected Respondents are responsible for a professional and disciplined project management approach to the public/private partnership in connection with this Submission with the objective of ensuring transparent information, project governance, smooth negotiations and communications, as well as risk management and quality control.

Time is of the essence. The Selected Respondents are responsible for arranging timely commencement and completion of the Project, and will be held accountable for the schedules agreed upon with the City. The Respondent will be required to submit ongoing status reports regarding Project development, financing, budget, schedule, marketing, leasing, and management.

The Selected Respondents are responsible for activities typically associated with development, including, but not limited to, the design, finance, construction, marketing and leasing (and/or selling), and management of the completed residential units and commercial spaces, as applicable.

The Selected Respondents shall coordinate and collaborate with the City, as well as with other municipal, state, and federal governmental agencies that have jurisdictional or regulatory authority over any predevelopment and development activities at the Site including the New Mexico Environmental Health Department and State Historic Preservation Office. As required, the Selected Respondents will coordinate with the City regarding applications or other submissions and documentation in connection with environmental assessments and remediation plans with the relevant regulatory agency(s).

2. **Site Due Diligence:** The Selected Respondents, at their sole expense, shall perform land and building due diligence, including investigations, reports, and other site and building inspections, assessments, and reports.
3. **Community Outreach and Engagement:** The Selected Respondents shall be responsible for, any required public forums, hearings, and briefings with the City Council, elected officials, City agencies, and other organizations, as determined necessary by the City, and will provide the necessary documentation and presentations for meetings and forums. The Selected Respondents must commit to working cooperatively with adjacent communities, property owners, and other local and regional stakeholders in coordination with the City, as applicable. This includes creating and maintaining accessible channels for information exchange, as well as working with elected officials and the media.
4. **Development Plan and Schedule:** The Selected Respondents are responsible for conducting market and financial analyses, and planning, designing, financing, and implementing specific development plans that are consistent with the RYMP, inclusive of community development and public objectives. Development plans may be phased. As such, the Selected Respondents are responsible for developing detailed industry-standard, professional development schedules, with key benchmarks, including coordination with City departments and other governmental agencies, project team, professional services, construction managers and contractors, approval and permitting agencies, financial investors, marketing team, and property and asset managers.
5. **Development Financing:** The Selected Respondents are responsible for developing a financial structure and securing financing for all horizontal and vertical development and improvements in furtherance of the Respondent's proposed development plan. The Selected Respondents are responsible for financing the cost of the Respondent's proposed Project(s), including predevelopment and entitlement costs, such as legal, planning, design,

engineering, and related consulting and professional services expenses; development costs of demolition, grading, site preparation, installation and construction of off-site and on-site infrastructure and utilities and, public amenities included in the development plan and approved by the City.

- 6. Design and Construction:** The Selected Respondents are responsible for obtaining all necessary governmental permits for the development and construction of the Project. The planning, design and construction of the Project must comply with any applicable land use and zoning codes, environmental reviews and approvals, and building codes, and be consistent with the RYMP. The Selected Respondents will be required, at their sole cost and expense, to comply with all applicable federal, state, and local laws and regulations, and to obtain for all appropriate government authorities, including without limitation, the City, all construction and ancillary approvals for development, including, but not limited to, all required building permits, approvals, and inspections. All costs associated with development approvals for the Project will be the Selected Respondents' responsibilities, along with the following tasks:

Urban Design and Land Planning. Prior to the City's disposition of the tracts, parcels, or buildings, the Selected Respondents must submit to the City's Planning Department and Metropolitan Redevelopment Agency for review and comment on proposed urban design guidelines with site plans, accompanied by the complete development program, for the proposed development.

Coordination with State Historic Preservation Office. Prior to the City's disposition of the tracts, parcels, or buildings, the Selected Respondents shall coordinate with the SHPO and receive approval for the Project.

Architecture. Prior to the City's disposition of the building(s), the Selected Respondents must submit to the City's Planning Department and Metropolitan Redevelopment Agency for review and comment the Schematic Design for the proposed development, including the development program

Construction Documents. The Selected Respondents are responsible for submitting final Construction Documents to the City's Building Permit Division. The Documents must conform to previous review comments and approvals made by the City.

Construction. The Selected Respondents are responsible for the construction and coordination of all necessary off-site and on-site improvements, including streetscapes, parks, utilities, roads, and on-site hard and soft landscaping. The Selected Respondents are responsible for constructing building cores and shells, tenant improvements, and installing fixture, finishes, and equipment.

Local, Small, Minority, Women and Disadvantaged Business Enterprises (SBE, MBE, WBE, DBE). The Selected Respondents are encouraged to team with, and/or lease to, qualified small businesses and disadvantaged business enterprises and develop opportunities for local employers and resident workers in the development of the Site and leasing of buildings, as maybe applicable.

- i. "Local Business" means a business that is headquartered in and maintains its principal office and place of business in the Greater Albuquerque Metropolitan Area, as defined in Section 5-5-17 of the Public Purchases Ordinance.
- ii. SBE, MBE, WBE, DBE: Business Enterprises that meet federal requirements regarding business size, ownership, and control, as defined in 49 C.F.R. 26 Subpart D.

Prevailing Wage Requirements. As a condition for receiving any public subsidies and/or incentives, the City shall require compliance with the New Mexico Subcontractors Fair Practice Act, the Public Works Apprentice and Training Act, and payment of prevailing wage rates in accord with the New Mexico Public Works Minimum Wage Act, § 13-4-10 to 13-4-17, NMSA 1978, regardless of whether this redevelopment project is deemed a public or private construction project.

7. **Property and Asset Management:** The Selected Respondents are responsible for marketing, identifying, negotiating, and executing leases with building tenants. All property operations, maintenance, security, and other industry-standard property and asset management activities are the Responsibility of the Selected Respondent. Said responsibilities shall be undertaken and conducted in a highly qualified professional manner to create and maintain an exemplary, welcoming, and safe building and urban environment that promotes a sense of community.
8. **Taxes:** Selected Respondents are responsible for paying all real estate taxes and other taxes associated with the disposition and other development activities at the Site undertaken by the Selected Respondents.
9. **Payment and Performance Bond:** Prior to the disposition, the Respondent must submit performance and payment bonds to the City in an amount generally commiserate with the cost of the Selected Respondent's failure to perform which shall be negotiated with, and agreed upon by, the City.
10. **Insurance:** The Selected Respondents must acquire, maintain, and provide proof of insurance coverage, including property insurance, worker's compensation, employer's liability, commercial general liability, and professional liability, at a minimum, during the term of exclusive negotiation agreement while the City remains in control of the Site. The City will establish insurance amounts and terms pursuant to the risk profile of the proposed Project and due diligence activities.

B. Business Entity Respondents

1. **Project Team and Project Management:** The Selected Respondents will be responsible for assembling a Project team with the necessary expertise, experience, and capacity to develop and manage the Respondent's proposed Project, such as expertise in relevant business/non-profit operations, installation of tenant improvements, and marketing.

The Selected Respondents are responsible for a professional and disciplined project management approach to the public/private partnership in connection with this submission

with the objective of ensuring transparent information, project governance, smooth negotiations and communications, as well as risk management and quality control.

Time is of the essence. The Selected Respondents are responsible for arranging timely commencement and completion of the Project, and will be held accountable for the schedules agreed upon with the City. The Respondent will be required to submit ongoing status reports.

The Selected Respondents shall coordinate and collaborate with the City, as well as with other municipal, state, and federal governmental agencies that have jurisdictional or regulatory authority over any predevelopment and development activities at the Site including the New Mexico Environmental Health Department and State Historic Preservation Office. As required, the Selected Respondents will coordinate with the City regarding applications or other submissions and documentation in connection with environmental assessments and remediation plans with the relevant regulatory agency(s).

2. **Community Outreach and Engagement:** The Selected Respondents shall participate in, any required public forums, hearings, and briefings with the City Council, elected officials, City agencies, and other organizations, as determined necessary by the City, and will provide the necessary documentation and presentations for said meetings and forums. The Selected Respondents must commit to working cooperatively with adjacent communities, property owners, and other local and regional stakeholders in coordination with the City, as applicable. This includes creating and maintaining accessible channels for information exchange, as well as working with elected officials and the media.
3. **Business Financing:** The Selected Respondents are responsible for developing a financial structure and securing financing for all negotiated tenant improvements and business operations.
4. **Design and Construction:** The Selected Respondents are responsible for obtaining all necessary governmental permits to complete tenant improvements. The planning, design and construction of the Project must comply with any applicable land use and zoning codes, environmental reviews and approvals, and building codes, and be consistent with the RYMP. The Selected Respondents will be required, at their sole cost and expense, to comply with all applicable federal, state, and local laws and regulations, and to obtain for all appropriate government authorities, including without limitation, the City, all construction and ancillary approvals for tenant improvements. All costs associated with development approvals for the Project will be the Selected Respondents' responsibilities, along with the following tasks:

Coordination with State Historic Preservation Office. Selected Respondents shall participate, at the City's direction, with the SHPO to receive approval for the Project.

Architecture. Selected Respondents must submit to the Metropolitan Redevelopment Agency for review and comment the Schematic Design for the proposed tenant improvements.

Construction Documents. The Selected Respondents are responsible for developing and submitting Construction Documents to the City's Building Permit Division for tenant improvements.

Construction. The Selected Respondents are responsible for the construction and coordination of all tenant improvements, and installing fixture, finishes, and equipment.

Local, Small, Minority, Women and Disadvantaged Business Enterprises (SBE, MBE, WBE, DBE). The Selected Respondents are encouraged to team with, and/or lease to, qualified small businesses and disadvantaged business enterprises and develop opportunities for local employers and resident workers in the development of the Site and leasing of buildings, as maybe applicable.

- iii. "Local Business" means a business that is headquartered in and maintains its principal office and place of business in the Greater Albuquerque Metropolitan Area, as defined in Section 5-5-17 of the Public Purchases Ordinance.
- iv. SBE, MBE, WBE, DBE: Business Enterprises that meet federal requirements regarding business size, ownership, and control, as defined in 49 C.F.R. 26 Subpart D.

Prevailing Wage Requirements. As a condition for receiving any public subsidies and/or incentives, the City shall require compliance with the New Mexico Subcontractors Fair Practice Act, the Public Works Apprentice and Training Act, and payment of prevailing wage rates in accord with the New Mexico Public Works Minimum Wage Act, § 13-4-10 to 13-4-17, NMSA 1978, regardless of whether this redevelopment project is deemed a public or private construction project.

- 5. **Taxes:** Selected Respondents are responsible for paying all taxes associated with development activities and business operations at the Site undertaken by the Selected Respondents.
- 6. **Payment and Performance Bond:** Prior to the disposition, the Respondent must submit performance and payment bonds to the City in an amount generally commiserate with the cost of the Selected Respondent's failure to perform which shall be negotiated with, and agreed upon by, the City.
- 7. **Insurance:** The Selected Respondents must acquire, maintain, and provide proof of insurance coverage, including property insurance, worker's compensation, employer's liability, commercial general liability, and professional liability, at a minimum, during the term of exclusive negotiation agreement while the City remains in control of the Site. The City will establish insurance amounts and terms pursuant to the risk profile of the proposed Project and due diligence activities.

PART IV Submittal Content

A. Developer Respondent

All Developer Respondent responses shall address each of the items listed herein. The organization of the submittal information shall follow the order below and be separated by tabs

Tab A. Summary

- 1. Cover Letter** The Developer Respondent serving as the lead member of the Respondent Team shall submit a cover letter containing the following information:
 - a. Name of responding entity and contact information
 - b. Respondent Category under which you are responding:
 - Developer
 - Business Entity: Master Lessee
 - Business Entity: Building Tenant
 - c. Respondent Team and partnerships, if any.
 - d. Statement of Interest in working on the Project.
 - e. Readiness and Capacity (technical, staff, financial) to mobilize and undertake Scope of Work, which should include the following affirmative statements:
 - Preparedness and commitment to assume and manage financial and development risk typically associated with public/private partnership development;
 - Preparedness and commitment to undertake due diligence and predevelopment tasks in an efficient and timely manner.
 - f. Confirmation on cover letter that the person signing the letter is authorized to contractually bind the Respondent.

- 2. Concise Summary:** Provide a concise 2-page summary of the overall Response.

Tab B. Development Concept

- 1. Development Program.** Provide the following conceptual information to describe the Respondent's vision and goals for the Project, including:
 - A conceptual site plan that delineates which portion of the Subject Site the Respondent is interested in developing;
 - Tract or building specific development program, including the mix of uses and square footage of program components for all tracts or parcels in which the Respondent is interested in developing;
 - Total number of off-street parking spaces required for the Project;
 - A description of how the uses combine to create a unique environment that fosters a synergy among the proposed uses, the existing uses at the Rail Yards, and the adjacent neighborhood uses; and
 - A description of how the Project will create or use renewable energy and renewable energy technology, or advance sustainability principles.

- 2. Tenant Commitments.** Provide tenant commitments or letters of intent, if any.

3. **Operational Concept.** Describe the operations concept including type of business, arts and cultural uses, educational uses, public-oriented uses, and community and economic development programs.
 - Describe the proposed business operations.
 - How is this similar or different from other existing business locations, if any?
 - How would the public experience the building, including the hours of operation?

4. **Physical Concept.** Describe the proposed physical improvements that achieve the RFEI goals.
 - What are the proposed building, and public realm improvements?
 - How would the public experience the building, i.e. the views of and access to the building or tenant space; programming of space; and neighborhood serving commercial uses?
 - Describe how the site plan will serve as the entrance and provide street level interest that draws people into the site, and how it relates to the west side of 2nd Street. Describe how the proposed development will create interactive/permeable public/private spaces as illustrated in a site plan. Describe how the building(s) will be inviting and accessible from both the street and the interior Rail Yards site.

Tab C. Consistency with the RFEI Goals

1. **Catalytic Activation of the Rail Yards.** Describe how the Project will drive additional people and economic activity to the Rail Yards creating a lively district. Describe how the project will create an entrance to the Rail Yards Property and provide street level interest that relates to the look and feel of the residential community on the other side of 2nd Street and draws people into the Rail Yards Property. Describe how the Project will stimulate the vitality of the area with interactive/permeable public/private spaces and site plan. Describe how the building(s) will be inviting and accessible from both the street and the interior Rail Yards Property.

2. **Contribute to the Goals Outlined in the Rail Yard Master Plan.** Describe how the Response meets as many of the following RYMP goals as possible:
 - Jobs Generation, Economic Development & Economic Viability;
 - Housing;
 - Community Connectivity;
 - Land Uses;
 - Architecture and Historic Rehabilitation; and
 - Art and Culture.

3. **Site Synergy.** Describe how the Project creates a unique synergy with existing uses, surrounding neighborhoods, and creates a tangible community benefit in one (or more) of the following ways:
 - Drive synergy with the CNM film school by including related film and creative uses that will create a film hub for students and professionals in the film industry;

- Celebrate the iconic and momentous history of the Rail Yards Property by incorporating an emphasis on rail, technology, and innovation;
- Incorporate businesses from or with a close connection with Barelás and/or South Broadway Neighborhoods;
- Collaborate with mission-orientated and community-based tenants or programming that results in tangible neighborhood benefits; and
- Include uses that create living wage jobs, emphasize sustainability, and/or are committed to local supply chains.

4. Support Local, Small, Minority, Women and Disadvantaged Business Enterprises.

Please state how the Selected Respondent will support with local, small, minority, women and disadvantaged businesses by teaming with, subcontracting with, and/or leasing to, qualified local businesses, small businesses and disadvantaged business enterprises and developing opportunities for local businesses and workers in the development and leasing of the Project.

- "Local Business" means a business that is headquartered in and maintains its principal office and place of business in the Greater Albuquerque Metropolitan Area, as defined in Section 5-5-17 of the Public Purchases Ordinance.
- SBE, MBE, WBE, DBE: Business Enterprises that meet federal requirements regarding business size, ownership, and control, as defined in 49 C.F.R. 26 Subpart D.

Tab D. Team Experience

- 1. Experience.** The Respondent shall submit materials demonstrating experience with similar projects. Provide information about similar projects, the firm's responsibilities, size and scope of the project, and include photographic images. Provide similar information about partners and team members.
- 2. Financial Capacity.** The Respondent shall submit verifiable evidence of financial capacity to implement the proposed Project. The Respondent shall submit letters of reference from investors, lenders, equity partners, and/or financial institutions indicating their interest in investing in the proposed Project with the Developer and certifying that the Developer or Business has demonstrable capacity to finance the Project and meet industry-standard underwriting parameters.
- 3. Resumes.** Respondents shall provide resumes of the key Respondent Team members that will be dedicated to the Project and evidence of their technical capacity.

The City has the right to request additional documentation including audited financial statements and/or documented evidence of prior transactions in which all, or substantially all, of the financing was provided by the Respondent; and letters from financial institutions, and/or current or proposed financial partners and investors, indicating the scale of recent loans, the size of the credit line, or other information that will provide the City with assurance that the entity has the capacity to fund the proposed Project and remain solvent.

Tab E. Financing

1. **Proposed Lease Payment.** Provide a price per square foot for a ground and/or building lease that the Respondent is proposing to pay and any proposed escalation or adjustments over time.
2. **Financing Plan.** Provide a preliminary estimate of total development costs, a sources and uses table, and 10-year proforma for the Project.
3. **Market Demand.** Using third party resources document the demand for the proposed uses.
4. **Public Assistance Requested.** Provide a detailed description of any funding assistance the City would need to provide for the successful execution of the proposed Project. Also included other public funding sources that the applicant plans to apply for. Specify specific dollar amounts being requested and what the contributions will be used for in the Project. Potential funding sources include TIDD Financing, LEDA, Industrial Revenue Bonds, Metropolitan Redevelopment Bonds, Cost-sharing of public improvements with Metropolitan Redevelopment General Obligation Bonds, Historic Tax Credits, New Market Tax Credits, among others.
5. **Public Sector Improvements.** Please detail the expected improvements to be completed by the City. What do you expect the City to complete prior to conveyance of the ground lease; what other remediation or public improvements are you requesting the City to complete or pay the Developer for the completion of?

Tab F. Other Information

1. Respondent must submit a signed Exhibit D: Letter of Acknowledgement.
2. Respondent may also submit any other relevant information to this Response, but must stay within the total page limit as described in Section V.E below. Any extra pages will not be reviewed or may render the Response to be non-responsive to this RFEI.

B. Business Entity Respondent

All Business Entity Respondent responses shall address each of the items listed herein. The organization of the submittal information shall follow the order below and be separated by tabs

Tab A. Summary

1. **Cover Letter.** The Business Entity Respondent serving as the lead member of the proposed Respondent Team shall submit a cover letter containing the following information:
 - a. Name of responding entity and contact information
 - b. Respondent Category under which you are responding:
 - Developer
 - Business Entity: Master Lessee
 - Business Entity: Building Tenant

- c. Respondent Team and partnerships, if any.
- d. Statement of Interest in working on the Project.
- e. Readiness and Capacity (technical, staff, financial) to mobilize and undertake Scope of Work, which should include the following affirmative statements:
 - Preparedness and commitment to assume and manage financial and development risk typically associated with public/private partnership development;
 - Preparedness and commitment to undertake due diligence and predevelopment tasks in an efficient and timely manner.
- f. Confirmation on cover letter that the person signing the letter is authorized to contractually bind the Respondent.

2. Concise Summary. Provide a concise 2-page summary of the overall Response

Tab B. Business Concept

1. **Operational Concept.** Describe the operations concept including type of business, arts and cultural uses, educational uses, public-oriented uses, community and economic development programs, program or revenue generating uses.
 - Describe the proposed business operations.
 - How is this similar or different from other existing business locations, if any?
 - How would the public experience the building, including the hours of operation?
2. **Business Plan.** Provide a preliminary business plan including a market analysis, marketing strategy, and financial plan. Using third party resources document the demand for the business/services at the Rail Yards.
3. **Tenant Commitments.** If Respondent is a Master Lessor, provide tenant commitments or letters of intent.
4. **Physical Concept.** Describe the proposed physical improvements necessary to accommodate proposed tenants.
 1. Approximately how much space would be dedicated to different use types?
 2. What are the proposed building, and public realm improvements, that the Respondent proposes?
 3. How would the public experience the building, i.e. the views of and access to the building or tenant space; programming of space; and neighborhood serving commercial uses?

Tab C. Consistency with the RFEI Goals

1. **Catalytic Activation of the Rail Yards.** Describe how the Project will drive additional people and economic activity to the Rail Yards creating a lively district. Describe how the project will create an entrance to the Rail Yards Property and provide street level interest that relates to the look and feel of the residential community on the other side of 2nd Street

and draws people into the Rail Yards Property. Describe how the Project will stimulate the vitality of the area with interactive/permeable public/private spaces and site plan. Describe how the building(s) will be inviting and accessible from both the street and the interior Rail Yards Property.

2. **Contribute to the Goals Outlined in the RYMP.** Describe how the Project meets as many of the following RYMP goals as possible:
 - Jobs Generation, Economic Development & Economic Viability;
 - Housing;
 - Community Connectivity;
 - Land Uses;
 - Architecture and Historic Rehabilitation; and
 - Art and Culture.
3. **Site Synergy.** Describe how the Project creates a unique synergy with existing uses, surrounding neighborhoods, and creates a tangible community benefit in one (or more) of the following ways:
 - Drive synergy with the CNM film school by including related film and creative uses that will create a film hub for students and professionals in the film industry;
 - Celebrate the iconic and momentous history of the Rail Yards Property by incorporating an emphasis on rail, technology, and innovation;
 - Incorporate businesses from or with a close connection with Barelmas and/or South Broadway Neighborhoods;
 - Collaborate with mission-orientated and community-based tenants or programming that results in tangible neighborhood benefits; and
 - Include uses that create living wage jobs, emphasize sustainability, and/or are committed to local supply chains.
4. **Support Local, Small, Minority, Women and Disadvantaged Business Enterprises.** Please state how the Selected Respondent will support with local, small, minority, women and disadvantaged businesses by teaming with, subcontracting with, and/or leasing to, qualified local businesses, small businesses and disadvantaged business enterprises and developing opportunities for local businesses and workers in the development and leasing of the Project.
 - "Local Business" means a business that is headquartered in and maintains its principal office and place of business in the Greater Albuquerque Metropolitan Area, as defined in Section 5-5-17 of the Public Purchases Ordinance.
 - SBE, MBE, WBE, DBE: Business Enterprises that meet federal requirements regarding business size, ownership, and control, as defined in 49 C.F.R. 26 Subpart D.

Tab D. Team Experience

1. **Experience.** The Respondent shall submit materials demonstrating experience with similar projects (either as a Master Lessee, or Business Entity). Provide information about similar business ventures, the firm's responsibilities, size and scope of the project, and include photographic images. Provide similar information about partners and team members.

2. **Financial Capacity.** The Respondent shall submit verifiable evidence of financial capacity to implement the proposed Project. The Respondent shall submit letters of reference from investors, lenders, equity partners, and/or financial institutions indicating their interest in investing in the proposed Project with the Business and certifying that the Business has demonstrable capacity to finance the Project and meets industry-standard underwriting parameters.
3. **References** The Respondent shall provide references that highlight previous experiences, such as previous record of performance and collaboration, on similar projects. Respondent shall provide two references from the each of the following categories:
 - Financial institutions
 - Investors or grantors.
4. **Resumes.** Respondents shall provide resumes of the key Respondent Team members that will be dedicated to the Project and evidence of their technical capacity.

The City has the right to request additional documentation including audited financial statements and/or documented evidence of prior transactions in which all, or substantially all, of the financing was provided by the Respondent; and, letters from financial institutions, and/or current or proposed financial partners and investors, indicating the scale of recent loans, the size of the credit line, or other information that will provide the City with assurance that the entity has the capacity to fund the proposed Project and remain solvent.

Tab E. Financing

1. **Rent Payment.** Provide a price per square foot and type of lease that the Respondent is proposing to pay.
2. **Proposed Lease Term.** Provide the proposed number of years you would initially require, and any options for extentions.
3. **Proposed Tenant Improvements.** Provide a budget and total development cost estimate for undertaking tenant improvements in the proposed building.
4. **Public Assistance Requested.** Provide a detailed description of any funding assistance the City would need to provide for the successful execution of the proposed Project. Specify specific dollar amounts that requested and what the contributions will be used for in the Project. Potential funding sources include TIDD Financing, LEDA, Industrial Revenue Bonds, among others.

Tab F. Other Information

1. Respondent must submit a signed Exhibit D: Letter of Acknowledgement.

2. Respondent may also submit any other relevant information, but must stay within the total page limit as described in Section V.E below. Any extra pages will not be reviewed or may render the Response to be non-responsive to this RFEI.

Part V: Submittal Process

A. Schedule for Response to RFEI

The deadlines related to this RFEI are on the cover page. The City reserves the right to revise this schedule in the event that it is needed.

Failure to submit a timely Response pursuant to the RFEI and any addendums may be grounds for deeming a submittal non-responsive. If a revision to this schedule must occur, the addenda will be posted to the City's website: <https://www.cabq.gov/planning/metropolitan-redevelopment-agency/request-for-proposals>

B. RFEI Addenda

It is the responsibility of all Respondents to examine this entire RFEI and seek clarification of any requirement that may not be clear and to check all responses for accuracy before submitting a Response. Negligence in preparing a Response may result in the submittal being deemed non-responsive in the City's sole discretion. The Respondent shall be responsible for fully understanding the requirements of the RFEI and subsequent documents. Failure to responding to any publicized amendments shall render the Expression of Interest incomplete and nonresponsive.

It is the Respondent's responsibility to keep apprised of answers to questions and any amendments to this RFEI by frequently checking the following website:

<https://www.cabq.gov/metropolitan-redevelopment-agency/request-for-proposals>

C. Formal Inquiries

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

Any Respondent 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 RFEI must be directed, in writing, to the contact listed on the cover page. Requests must be submitted on the Inquiry Form (Exhibit B) provided on the City's website. The City will post these inquiries and affiliated responses to the

website within 8 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 Response

The City will not reimburse the cost of developing, presenting, submitting or providing any response to this solicitation. All materials and Responses submitted in response to this solicitation become the property of the City and will not be returned.

E. Response Format and Requirements

The written Response shall be signed by an individual authorized to bind the Respondent. The Response shall meet the requirements stated below:

1. Responses shall be submitted as 1 PDF file saved on 7 USB flash drives and 7 original hard copies formatted on 8-1/2” x 11” loose leaf paper in a three-ring binder (or bound) and tabbed by sequential sections as identified in Section IV, Submittal Content for ease of reference. Responses should address the Response 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 III and IV F; and resumes.
2. Any Respondent submitting a Response shall be deemed to have read and understood all the terms, conditions and requirements in the RFEI and any addenda. Responses should include all criteria, including any additional criteria set forth by addenda, to be considered complete. Any Response that does not meet this requirement may be considered non-responsive.
3. All responses and accompanying documentation to the RFEI will become the property of the City at the time the Responses are opened.

F. Submission of Responses

Responses may be submitted at any time during normal City business hours until the due date and time on the RFEI cover.

Responses must be delivered to Metropolitan Redevelopment Agency, 3rd floor Plaza del Sol Building located at 600 2nd Street NW, Albuquerque, New Mexico, 87102. No telephone, email or facsimile Responses will be considered. Late submissions will not be accepted.

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

Name of Respondent: _____
Attention: Metropolitan Redevelopment Agency
Title of RFEI: Rail Yards Northern Entrance Redevelopment

PART VI: Evaluation and Selection

Submission packages will be categorized and evaluated based on the Respondent Category that the Respondent has identified:

- a. Developer:
- b. Business Entity: Master Lessee
- c. Business Entity: Building Tenant

Developer Respondents will be evaluated against other Developer Respondents. Similarly, Business Entity Respondents from Building Master Lessee or Building Tenant Respondents, will be evaluated independently and against each other for disposition and development that may not rely on a Developer. Based on the quality of responses received, the Metropolitan Redevelopment Agency Manager reserves the right to select to pursue the evaluation process with either a Developer Respondent or a Business Entity Respondent. In addition, if a Developer Respondent is selected to enter into an Exclusive Negotiating Agreement, the City and Developer may consider high-ranking Business Entities to participate in the selected development program. Supplemental responses for additional buildings may be included into the scope of the Exclusive Negotiating Agreement.

A. Advisory Review Selection Committee

The advisory review committee will consist of five members selected by the City Chief Administrative Officer.

B. Evaluation Process

Below is the process for selecting the successful Respondent.

1. The Advisory Selection Committee will evaluate all responsive RFEIs and measure each Respondent's response against the selection criteria set forth in this document, resulting in a numerical score for each Response. There are a total of 110 points available in the categories listed. All properly submitted Responses are subject to these evaluation criteria.

Responses shall be rejected if they are not in accordance with the RFEI or do not meet the objectives of the Redevelopment Code.

2. The Advisory Selection Committee may send questions to Respondents to seek clarification on portions of their Responses.
3. The Advisory Selection Committee may conduct interviews of the top Respondents following the initial review. The City may request supplemental information during the selection process.
4. The Advisory Selection Committee may request assistance from third-party technical advisors who may review the Responses and advise the committee.
5. The Advisory Selection Committee's recommendation will then be forwarded to the Albuquerque Development Commission. The Albuquerque Development Commission may

accept the recommendation, reject the recommendation, or direct the Metropolitan Redevelopment Agency staff to enter into negotiations with different terms. The Albuquerque Development Commission is not authorized to select a different Response.

6. Once a Response is accepted, Metropolitan Redevelopment Agency staff will enter into a Exclusive Negotiation Agreement (ENA). While under an ENA, the Respondent and City will negotiate the terms of a development and disposition agreement. Albuquerque Development Commission will approve the Development and Disposition Agreement. A loan or grant of city funds may also require City Council approval.

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 RFEI implies a contractual obligation with any firm, nor will the City reimburse costs for submittal requirements.

C. Appeal Procedures

Within 15 days after the Albuquerque Development Commission's final selection, any Respondent 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.

EVALUATION CRITERIA MATRIX

	Maximum Points
1.Consistency with the RFEI Goals <ul style="list-style-type: none"> • Catalytic Activation of the Rail Yards • Contribute to the Goals Outlined in the Rail Yard Master Plan • Site Synergy • Support Local, Small, Minority, Women and Disadvantaged Business Enterprises. 	40
2. Team Experience <ul style="list-style-type: none"> • Past performance and overall experience of individuals or project team on similar projects. • Financial Capacity to implement proposed Project 	40
3. Financial Structure <ul style="list-style-type: none"> • Proposed rent structure and terms and return on investment to the City. • Feasibility of proposed financial structure • Demonstrated demand for proposed uses • Minimizes financial assistance to be provided by the City to complete the Project. 	30
TOTAL POINTS	110

Exhibits

- Exhibit A: Map of Subject Site
- Exhibit B: Formal Inquiry Form
- Exhibit C: Personal Financial Statement
- Exhibit D: Letter of Acknowledgement
- Exhibit E: Rail Yards Master Plan Goals and Principles
- Exhibit F: Building Details
- Exhibit G: Northern Building Profiles
- Exhibit H: SHPO MOU
- Exhibit I: Environmental Summary
- Exhibit J: Environmental Characterization of Parcel 10
- Exhibit K: Environmental Characterization of Parcel 9
- Exhibit L: Voluntary Remediation Agreement
- Exhibit M: VRP Preliminary Work Plan