

City of Albuquerque

Request for Proposals Design-Build

Solicitation Number: RFP 01-2014

4th Street and Coal Site
507 4th Street SW
Albuquerque, NM 87102



Issuance Date: January 20, 2014

Due Date: May 2, 2014, 5:00 p.m. (MST)
(Due date and time shall be strictly observed.)

Site Tour
February 5, 2014
9:00 A.M.
507 4th Street SW
Albuquerque, NM 87102

RFP Website: [www.cabq.gov/planning/our-department/urban-design-and-development/
metropolitan-redevelopment-section/request-for-proposals](http://www.cabq.gov/planning/our-department/urban-design-and-development/metropolitan-redevelopment-section/request-for-proposals)

City of Albuquerque Planning Department
Metropolitan Redevelopment

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APPENDICES

- Exhibit A: Plat, Contextual and Aerial Maps
- Exhibit B: SU-2/NCR and C-1 and R-2 Zoning Ordinances
- Exhibit C: 507 Fourth Street SW Structural Assessment, SMPC Architects
- Exhibit D: Available Funding Incentives
- Exhibit E: Formal RFP Inquiry Form
- Exhibit F: Barelas Neighborhood Commercial Area Revitalization Plan
- Exhibit G: Barelas Sector Development Plan
- Exhibit H: Evaluation Matrix

ALL EXHIBITS CAN BE VIEWED AT: www.cabq.gov/planning/our-department/urban-design-and-development/metropolitan-redevelopment-section/request-for-proposals

Glossary of Terms

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

ADC:	Albuquerque Development Commission. The Commission for the Metropolitan Redevelopment Agency.
Barelas MR Plan:	The Barelas Neighborhood Commercial Area Revitalization Plan, adopted 1993.
City:	The Incorporated City of Albuquerque.
City Project Manager:	The City Staff responsible for overseeing the issuance and awarding the RFP. For this RFP, Chris Hyer – 924-3927, chyer@cabq.gov.
Development Agreement:	The terms of the awarded contract between the successful Proposer and the City.
MRA:	Metropolitan Redevelopment Agency. A governmental entity that is housed in the Planning Department 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.
Project:	The focus of this RFP. This includes the property defined by this RFP and all developments on the site.
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 interested parties to bid on the Project.
Subject Site:	The three parcels of land legally described as: Lots 1-A, 5-A & 9-A, Atlantic and Pacific Addition, within projected Section 20, Township 10-N, Range 3-E, New Mexico Principal Meridian, Town of Albuquerque Grant, City of Albuquerque, Bernalillo County, New Mexico, containing 0.6927-acres, located at the southeast quadrant of the intersection of 4 th Street SW and Coal Avenue SW.
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

A. Overview and RFP Objective for the Site

The City through its MRA is requesting redevelopment proposals for City-owned property. The Subject Site is a 2006 replat of several properties that are at the southwest corner of the intersection of 4th Street SW and Coal Avenue SW. The Subject Site consists of 3 parcels: Lot 1-A (0.0878-acres) has an existing 1,091 square-foot building on it facing 4th Street; Lot 5-A (0.3013-acres) is vacant and is the balance of the old residential lots (the building's lot is a portion of these lots) and is at the southwest corner of the 4th Street/Coal intersection and has a Coal Avenue address; Lot 9-A (0.3036-acres) is vacant and faces Coal Avenue (see Exhibit A). The existing building on Lot 1-A is not a City Landmark or registered as a historic building or place; it may be demolished in favor of a new development. Some neighbors, however, would like to see the existing building preserved, if possible. The City is open to proposals incorporating or demolishing the existing building. If the Proposer suggests the removal of the building, an explanation must be provided as to why it should be removed. If the City agrees, the City will demolish the building at the City's expense.

In addition to being economically feasible, any proposed re-development of the Subject Site should complement the community and the neighborhood. The City's objective is for the development/redevelopment project to become a viable part of this neighborhood, be capable of catalyzing additional economic activity for the surrounding area, and further the adopted plans and policies for the City and the goals of the neighborhood, while creating minimal adverse impacts on the surrounding area.

B. Project Goals

The following goals have been established for the Project:

- **Quality**
A high quality and well-designed development that fits in the Barelás Community.
- **Economic Redevelopment Objective**
Re-purpose the property to a use that will add to the area and continue to catalyze a resurgence of economic growth for this older portion of the City.
- **Project Team**
The project team shall be experienced and professional with a demonstrated expertise in development and have an objective for re-use of the property.
- **Timing**
Development/Redevelopment of the Subject Site will not commence until there is a negotiated Development Agreement in place. This agreement will include an abbreviated time schedule that explains milestones to be obtained and performance provisions related to timing. Time is of the essence in proceeding with this important catalytic project.
- **City Policies**
Adherence to adopted City goals, policies and regulations is required. The Comprehensive Plan, the Barelás Sector Development plan, and the Barelás MR Plan shall be referred to in the scope of this project and their objectives followed.
- **Vitality**
The Subject Site is a part of the central urban fabric of Albuquerque and is located along a portion of 4th Street that has been designated as a Main Street - from Coal Avenue to Bridge Boulevard. This is a highly regarded designation for the Barelás Neighborhood and will be significant in reestablishing this corridor as an active area.

C. Suggested Re-Uses

The community has suggested that due to the location of this site, the community would benefit most by it being developed as a mixed-use development. There have been various components mentioned as appropriate for the Subject Site. These suggestions include:

- **Housing:** Providing some type of multi-family housing (affordable, market rate, etc.) as town houses or apartments that are above the ground floor;
- **Retail Uses:** Part of a mixed use development that provides spaces for local-serving retail uses; and
- **Office Uses:** A possible combination for small office use combined with the service commercial uses on the ground floor with residential above.

The list above includes ideas for suggested re-uses. While the Proposer should use this list as indicative of ideas from the community, the City encourages proposals that the Proposer feels meet the Project Goals described in Section 1.B.

D. Context of the Subject Site

The Subject Site is at the gateway to the Barelas Neighborhood with a corresponding tiled obelisk, which must remain in place. As mentioned, 4th Street becomes a Main Street in the southerly direction from Coal Avenue to Bridge Boulevard, and the City recently put this artwork up announcing the Barelas Neighborhood. The total area of the Subject Site is 0.6927-acres and is zoned SU-2/NCR (Neighborhood Commercial/Residential), which corresponds to the C-1 and R-2 zones (in the Zoning Code) with exceptions (See the Barelas Sector Development Plan, pg. 73).

Land uses around this area are very mixed with a predominant amount of service commercial and multi-family uses with single family and institutional uses mixed in. As this is an original part of the City, many of the properties are ripe for redevelopment, and there are vacant and under-utilized properties throughout this neighborhood. Additionally, cat-e-corner to the site is the First Methodist Church complex (on the northeast portion of the intersection), which is a Registered Historic Place as is the Coronado School, ½ block to the south, along 4th Street. Thus, the site is surrounded by a variety of uses that add to the character of the area.

E. 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 an 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.*

F. The Barelás Neighborhood Commercial Area Revitalization Plan

In September 1991, the City Council designated the Barelás Neighborhood Commercial Area along 4th Street from Coal Avenue to Bridge Boulevard as an MR Area, and adopted the Barelás MR Plan in June 1993. The purpose of this MR Plan is to establish the necessary goals for creating healthy economic environments through new private investments that increase job opportunities as well as land values for the Barelás Neighborhood. The Barelás MR Plan reiterates the importance of proposed projects being economically feasible while complementing the neighborhood and furthering the goals of applicable adopted plans and policies of the City and for the area.

The goals of the Barelás MR Plan are as follows:

- *Elimination of slum, blight, decay and deterioration of the Barelás Commercial area (South of Fourth Street) and residential area.*
- *Restoration of the economic, functional and aesthetic value of the Barelás commercial area.*
- *Restoration of a sympathetic environment for preservation of the Barelás area in association with Albuquerque's downtown core.*
- *Provision of a sympathetic environment for preservation and rehabilitation of surviving structures of historic, architectural and environmental value.*
- *Development of economic solutions for use of the Barelás Commercial area and its buildings of symbolic, aesthetic, and environmental importance to serve the Barelás residents, the Albuquerque community, and its visitors.*
- *Provision of opportunities for expansion of existing facilities and the introduction of new buildings to retain the symbolic, aesthetic qualities of the Barelás area.*
- *Stimulation of private and public participation in the achievement of these goals for the Barelás commercial area.*

G. City Acquisition

The City's Family and Community Services Division purchased the Subject Site in 1994 for \$229,290. The site was then transferred to the MRA. The MRA replatted the entire site and made separate lots that were more in-line with ease of development. The entire site, Lots 1-A, 5-A and 9-A are offered as a unit for sale or ground lease. There is also a tiled obelisk entry feature for the Barelás Neighborhood at the corner that must remain.

The price and terms of acquisition or ground lease by the successful Proposer are negotiable. The Subject Site is offered by the City to be sold or leased “AS IS” and a standard title insurance policy will be provided at closing. Closing or delivery of the premises shall occur after the developer is selected by the City and a Development Agreement is negotiated. Construction shall follow thereafter.

H. Offering of the Site

- **Ownership:** City of Albuquerque
- **Location:** The Subject Site is shown on the plat and maps in Exhibit A. It is located at the southwest quadrant of the intersection of 4th Street SW and Coal Avenue SW. The Subject Site has approximately 212-feet of frontage along Coal Avenue and 142-feet of frontage along 4th Street SW.
- **Legal Description & Size:** Lots 1-A, 5-A & 9-A, Atlantic and Pacific Addition, within projected S 20, T 10-N, R 3-E, NMPM, Town of Albuquerque Grant, City of Albuquerque, Bernalillo County, New Mexico, containing 0.6927-acres.
- **Zoning:** SU-2/NCR (Neighborhood Commercial/Residential), which corresponds to the C-1 and R-2 zones (in the Zoning Code) with exceptions – see the Barelas Sector Development Plan, pg. 73. (The C-1, R-2 and NCR zones are in Exhibit B)
- **General Conditions.** The existing building (an older brick residence) is vacant and is 1,091 square-feet. The lot of the building is 0.0878-acres, and the building is not historically significant. A tiled obelisk that announces Barelas Neighborhood is at the corner of the Subject Site. The rest of the Subject Site is vacant. The building is a single story double wythe brick cavity wall structure with a shallow crawl space and a pitched roof. Both the floor and roof are constructed of wood. The foundation is made of cast-in-place concrete. It has had limited maintenance performed during its life (Please see the attached Structural Assessment in Exhibit C). This structural analysis was performed in April 2010, and its conclusions regarding the soundness of the structure may be uncertain. The building has been boarded and surrounded with a continuous fence. However, individuals have entered the building repeatedly and removed the wall coverings, some of the flooring, the windows and doors, and some of the bricks in both the interior and exterior walls. There have also been small fires in the building for heat. Thus, the developer is responsible for determining the integrity of the building and whether it will be made part of the proposed site or removed. If removal of this building is justified, the City will contract and pay for its removal.

Part II: Project Assistance and Incentives

The City is open to a public-private partnership to obtain growth and investment 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:

- A. **Cost of the Site:** All negotiable sales prices or ground lease terms and conditions of payment on the property will be considered as long as the City can show **fair value** was obtained as described in NMSA §3-60A-12.

- B. **Low Income Housing Tax Credits:** There may be federal income tax credits for new development or redevelopment available through the State’s Mortgage Finance Authority. It is the Proposer’s responsibility to research this program to see how it will benefit them. The URL is: <http://www.housingnm.org/low-income-housing-tax-credits-lihtc-allocations>
- C. **Assistance with City Development Process:** Upon selection of the development team, the MRA will assist the successful Proposer by co-sponsoring any associated land use approvals necessary to accomplish the project. Services would 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. The City may waive the impact fees, as well.
- D. **Public Funding Sources:** Public funding sources are not exhaustive and it should not be assumed that any or all of the sources can be applied simultaneously to the redevelopment. Listed incentives are subject to possible future amendments to applicable local, state and federal laws, regulations and policies that govern those incentive programs (see Exhibit D).

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

- Issue RFP January 20, 2014
- Site Tour February 5, 2014 (9:00 am at Site)
- Deadline for submitting RFP questions March 28, 2014
(City responses due within 5 business days of submittal)
- Proposals Due May 2, 2014
- Ad Hoc Committee Evaluation May 3, 2014 – June 18, 2014
- Presentation to ADC for Selection June 19, 2014

B. RFP Contact and Communication

For this solicitation, direct all communication to the City Project Manager, Chris Hyer:

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

Direct contact information for the City Project Manager is: **Phone: (505) 924-3927, chyer@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 go to the City Council 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 delivered to the City Planning Department's reception desk at The City Planning Department, Plaza del Sol building, 3rd Floor reception desk, attention Chris Hyer, 600 2nd Street NW, Albuquerque, NM, 87102 or e-mailed to the City Project Manager at chyer@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. 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. Required Format is:

1. Proposals shall be submitted as **an original, 6 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 30-single sided typewritten pages (or 15-double sided pages), inclusive of any illustrations, images, attachments, resumes and other pertinent documents.
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. Proposer's 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

Each Proposer's response 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 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. Design Information

Provide design information for the project site in the form of color drawings and exhibits suitable for study. Describe the Proposer's plans for the red brick building on the Subject Site. If the Proposer proposes to demolish it, please provide an explanation as to the reasoning for demolition. If the City agrees, the City will have the building removed.

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

2. Economic Redevelopment

Provide a synopsis of the anticipated uses for the site and a description of the anticipated approach to programming and redevelopment of the proposed site. Describe how the project will act as a catalyst for further redevelopment in the surrounding area.

3. Proposer's Experience

Proposer must provide a brief description of their team's experience on past projects similar to the scope of the proposal, including the team's experience in financing, developing, leasing and managing development/redevelopment projects. Provide at least one example of a past successful urban and/or mixed-use development or redevelopment project for which the Proposer took the lead.

4. 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, filing 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. However, the City recognizes that the actual start date (and subsequent benchmark dates) may change based on when the Development Agreement is executed.**

5. Compatibility with Adopted Plans

Describe how the proposed redevelopment is compatible with the City's adopted plans, including the Comprehensive Plan, the Barelmas Sector Development Plan, and the Barelmas MR Plan. 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/what other proposal should be considered if the Proposer does not obtain the requested variance or zone change.

C. Benefit to the Community and Satisfaction of Neighborhood Goals

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, promotion of economic development, and creation of housing.

2. Satisfaction of Neighborhood Goals

Describe how the project will satisfy a need for the Barelmas Neighborhood.

D. Financial Structure

1. Project Budget

Provide a full, detailed description of the proposed financing structure for project construction. Provide sources- and uses- tables for both the construction and permanent periods. The uses/expenditures listed in the proposal should include, but not be limited to, the following line items:

- a. Property Acquisition 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
 - vii. Appraisal
 - viii. Capital Needs Assessment (if applicable)
 - ix. Market Study (if applicable)
 - x. Legal
 - xi. Title
 - xii. Consultants (if any)
 - xiii. Soft Cost Contingency
- d. Reserve Set-Up Costs

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. These letters should clearly identify the amount and terms of proposed financing. Besides providing the Subject Site at a fair value, the City does not intend to cover any portion of the developer's financing. Thus, it is imperative that the Proposer give a complete response to this RFP, not just the purchase price for the site, as evaluation of each Proposal will be viewed as a complete package.

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, and the City does not expect to pay developer costs.

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 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.

4. Financing References

Provide two reference letters from banks, financial and lending institutions and individuals who 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 is an individual rather than an entity, that individual may submit two years of prior tax returns 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. Project Details

Other Information

Clearly identify the price and terms of purchase or ground lease being offered to the MRA for the property. Proposer may also submit any other relevant information to this proposal, but must stay within the 30-single sided (15-double sided) total page limit. Any extra pages will not be reviewed or may render the proposal to be non-responsive to this RFP.

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 and compatible developer.

- The ad hoc selection committee will review all proposals against the Evaluation Criteria listed on the Proposal Evaluation Criteria Matrix, page 15 (also Exhibit H).
- Interviews of the top Proposers may follow after the initial review. The City may request supplemental information during the selection process.
- A recommendation will be made to the ADC. The top Proposers may be requested to make a presentation to the ADC.
- The ADC makes the selection – negotiation of the Development Agreement will follow.

The City reserves the right to reject any or all offers and 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 accepted by the ADC, the MRA will try to negotiate an agreement with any of the Proposers who had submitted a proposal, or reserve the right to negotiate terms with any other 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 H 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. Protest Procedures

Within 15 days after the ADC's final selection, any Proposer not selected may appeal the decision to the City Council.

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 Reception area, 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.

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: Chris Hyer, Metropolitan Redevelopment Agency

Title of Proposal: **BARELAS 4TH AND COAL PROPOSAL
507 4TH STREET SW
ALBUQUERQUE, NM, 87102**

A pre-proposal conference is to be held on February 5, 2014 at 9 am at the Subject Site, located at 507 4th Street SW, Albuquerque, New Mexico, 87102.

EXHIBIT H - 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> <p>a. Overall quality of (re)development project, including proposed design and if the project is aesthetically and functionally compatible with development in the area.</p> <p>b. Evaluation of, and if the Proposal will add vitality and catalyze further redevelopment in the area.</p> <p>c. Past performance of individuals or project team on similar projects.</p> <p>d. Evaluation of the achievability of the Proposer’s time schedule and the Proposer’s ability to complete the project satisfactorily in a timely manner.</p> <p>e. Compatibility with City’s adopted plans, goals and objectives for the area.</p> <p>* If variances are required, they should be readily achievable. If not, points will be reduced.</p>	<p>35</p> <p>40</p> <p>30</p> <p>20</p> <p>15</p>	<p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p>
<p>2. Benefit to the Community</p> <p>a. 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.)</p>	<p>20</p>	<p>_____</p>
<p>3. Satisfaction of Neighborhood Goals</p> <p>a. Does the proposed redevelopment of the Subject Site appear to satisfy a perceived need for the Barelmas Neighborhood?</p>	<p>15</p>	<p>_____</p>
<p>4. Financial Structure</p> <p>a. Evaluation of project budget, including financial feasibility of project construction.</p> <p>b. Evaluation of financial pro-forma, including financial feasibility of project operation.</p>	<p>30</p> <p>30</p>	<p>_____</p> <p>_____</p>
<p>5. Financial Capacity</p> <p>a. Provided adequate information showing evidence of interest from all proposed financial sources for the Proposer’s redevelopment.</p> <p>b. Proposer demonstrates adequate financial risk in the Project.</p> <p>c. Proposer demonstrates adequate financial capacity to develop the proposed Project (evaluated through information provided in Other Financial Obligations, Financing References, and Financial Statements)</p>	<p>10</p> <p>25</p> <p>30</p>	<p>_____</p> <p>_____</p> <p>_____</p>
TOTAL POINTS	300	_____

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