

City of Albuquerque Metropolitan Redevelopment Agency

Downtown Housing Request for Proposals



Selection Number: RFP 01-2021

Issuance Date:
September 23, 2021

Pre-Proposal Conference (Attendance is Optional):

October 6, 2021 at 9:00 AM

Via Zoom:

<https://cabq.zoom.us/j/83806143713?pwd=Y1BQK1BvOFdzUk44eklWdlBmK0FHQT09>

Meeting ID: 838 0614 3713

Passcode: 072739

+13462487799,,83806143713#

Deadline for submitting RFP questions:

November 5, 2021

Direct questions to: crlithgow@cabq.gov

Due Date:

December 10, 2021 at 4:00pm, Local Mountain Standard Time

Via Electronic Upload: <https://sfftp.cabq.gov/link/d07WxV3-F8c/>

RFP Website:

<https://www.cabq.gov/mra/request-for-proposals>

GLOSSARY OF TERMS

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

ADC: Albuquerque Development Commission. The Commission for the Metropolitan Redevelopment Agency.

ARPA: American Rescue Plan Act of 2021.

City: The Incorporated City of Albuquerque

Development Agreement: The terms of the awarded contract between the successful Proposer and the City.

Developer: The Proposer that is selected by the ADC and enters into a Development Agreement with the City.

Project: The real estate development that is built as a result of this of the RFP.

Proposer: A person or entity responding to this RFP. Anyone that puts forth a proposal for this request.

Request for Proposals (RFP): This document providing information and specific requirements for Proposers to bid on the Project.

Subject Area: Legislatively designated Metropolitan Redevelopment Areas in which development projects may be eligible for publicly funded incentives including, but not limited to, gap financing.

Part I: Project Overview and Background

A. Project Overview

The City of Albuquerque, through its Metropolitan Redevelopment Agency, is requesting proposals from Developers to partner with the City on one or more urban redevelopment project(s) in the Downtown and Railroad Metropolitan Redevelopment Areas. There are various areas wherein eligible Projects may apply for funding through this RFP. Please see Exhibit A for a map of the Subject Area.

The City has up to \$2.2 million (\$2,200,000.00) in ARPA grant funds available to provide “gap financing” to support an achievable project that meets the goals and objectives of either the Downtown or Railroad Metropolitan Redevelopment Plan. The use of funds complies with ARPA program goals by providing aid to impacted industries. The purpose of this grant serves two purposes: 1) to offset the cost of new and redevelopment caused by supply chain and labor shortages created by global effects of COVID-19, and 2) to create more housing supply Downtown. This will bridge the housing demand gap currently present in Albuquerque. The expanded housing units will increase population density, resulting in an expanded customer base for Downtown businesses that were negatively impacted by COVID-19.

Respondents should carefully review Part III, Section K to understand compliance required for awardees of ARPA grant funds.

B. Project Goals

The following goals have been established for the Project:

- ***Elimination of blight.*** The Project shall alleviate the blighted conditions identified in the relevant Metropolitan Redevelopment Plan.
- ***Contributes to the goals outlined in the relevant MR Plan.*** The area covered in the RFP spans two Metropolitan Redevelopment Areas: Downtown Metropolitan Redevelopment Area and Railroad Metropolitan Redevelopment Area. The proposed project must further the goals and/or strategies identified in the relevant Metropolitan Redevelopment Plan.
- ***Increases housing density and options.***
The priority goal of this RFP is to increase the number of households living in the Subject Area. Residential density is identified as a goal in both of the Metropolitan Redevelopment Plans (MR Plan) for the Subject Area. Proposals should address how the project increases the available housing options in the vicinity. A priority will be given to projects that are naturally affordable to the median income households.

Complementary or mixed uses are encouraged to also be developed as part of the overall Project.

- ***Placemaking.*** Each Subject Area is located in a critical redevelopment zone and includes several existing and proposed public amenities including the proposed Rail Trail and Albuquerque Rapid Transit (ART) transit corridor. The Project’s site plan should engage with

the public realm in a manner that creates an exciting destination that reflects the art, history, and culture of the community.

- ***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.
 - 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.

C. Site Requirements

The proposed site must be located within the Subject Area described in Exhibit A. The proposer must have site control in the form of a deed, long-term lease (at least 50 years), or an exclusive option to purchase/lease that expires, if not exercised, no sooner than nine months after the due date of this RFP.

D. Neighborhood Context

The Subject Area is located in downtown Albuquerque, which has many significant projects currently underway or recently completed that are raising the profile and marketability of Albuquerque within the region. Major projects in and near the Subject Area that are 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.

Transportation

- **Albuquerque Rail Trail:** The City is creating a multi-use path and linear park along the rail corridor from Lomas Boulevard to the Rail Yards, and improving pedestrian crossings between downtown and east downtown.
- **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

- **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. A 13,000 square foot food has recently opened as a meeting place with local food and beverage options for friends and family.
- **Hotel Parq Central:** This historic landmark building constructed in 1926 is located on the south side of Central Avenue near I-25. The upscale boutique hotel has 74 guest rooms, a rooftop entertainment area, and convention space.
- **Hilton Garden Inn/Homewood Suites** is currently constructing a six-story hotel at the corner of Broadway Boulevard and Central Avenue. The total build-out will consist of a 130,000 square-foot building at a cost of near \$26.4 million (\$26,400,000.00) in construction.
- Several new restaurants have opened in and around downtown including Thirsty Ear Brewery, Red Door Brewery, Wine Dive, Holmes Pizza, Tuerta, and Boots and Bourbon.
- **Civic Plaza:** Upgrades include a reconstructed water feature for family friendly activity, a playground area, entertainment/media improvements, and additional shade structures

Mixed Use/Housing

- **Highlands Master Plan:** Located on Central Avenue just north of I-25, this twelve acre redevelopment project across the street from Presbyterian Hospital includes 300 units of multi-family housing, an 118 room hotel, an artisanal food market, and additional retail

components. The project will include an enclosed skyway pedestrian bridge connecting the hotel to Presbyterian Hospital.

- **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.
- **Bank of the West Center:** A redevelopment project that includes the updating of approximately 230,000 square feet of existing space in two towers and the development of a new seven-story mixed-use building.
- **Glorieta Station:** An eight-acre mixed use redevelopment project that includes the historic rehab of the historic Glorieta Building that was constructed in 1899.
- **Rail Yards:** Former historic brownfield site undergoing renovation and environmental remediation by the City. The project is slated to include mixed used projects and workforce housing.

Hospitals

St. Joseph's/Lovelace medical complex is located at Edith Boulevard and Dr. Martin Luther King Boulevard. Presbyterian Hospital is located on the south side Central Avenue just east of I-25. Presbyterian Hospital is planning an eleven-story, \$230 million (\$230,000,000.00) expansion.

Employment

Several employers have relocated to downtown Albuquerque including:

- **Carenet Healthcare Services:** 244 healthcare employees;
- **Lending Solutions, Inc:** 81 financial service employees;
- **University Hospital:** 200 healthcare employees.
- **NBCUniversal:** This is the City's newest major film production studio and it is located near downtown Albuquerque. NBCUniversal is investing \$500 million and creating 330 jobs.

E. The State Metropolitan Redevelopment Code and creation of a Metropolitan Redevelopment Area (MR Area) and an MR Plan

As authorized by the State of New Mexico Redevelopment Code, §3-60A-7, NMSA 1978, (Redevelopment Code) 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 an MR Area, the local governing body may adopt an MR Plan for that MR Area. Per the Redevelopment Code, § 3-60A-9, NMSA 1978, the local government may approve an MR 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.

F. Relevant MR Plans

a. Downtown MR Plan

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

The Downtown Plan also includes a number of community commitments, including:

- Make Downtown Albuquerque a “pedestrian-first,” “park-once” place with excellent pedestrian, transit and bicycle facilities;
- Make Downtown Albuquerque New Mexico’s premier pedestrian-oriented “urban place”;
- Preserve and enhance the character of the neighborhoods which surround Downtown Albuquerque;
- Have at least 20,000 people living within one mile of the Downtown Core, and 5,000 living within the Downtown Core by 2025;
- Create Downtown Albuquerque as an exciting “urban retail destination”;
- Maintain Downtown Albuquerque as New Mexico’s largest employment center and the Region’s Center of Economic Activity;
- Make Downtown Albuquerque a vibrant, urban 24-hour destination for arts, culture and entertainment;
- Make Downtown Albuquerque and the Historic District a “Tourist Destination”;
- Create new parks, open space and plazas that are easily accessible to downtown residents, workers, students and visitors; and
- Develop, maintain, and market Downtown as if it were a single mixed-use project.

b. Railroad MR Plan

On April 18th, 1980, the City Council designated the Railroad MR Area and subsequently approved the Railroad MR Plan by Resolution 84-1982. The goal of the Railroad MR Plan is to provide for the coordinated development of several major public and private projects (collectively, the “Project”) designed to revitalize the downtown core of Albuquerque as a regional specialty-retail, entertainment, and visitor center. The intent of the Plan is to diversify the economic base of the City's downtown and provide a magnet to draw people Downtown for shopping and entertainment, especially during evenings and weekends. It is believed that these developments will have the effect of promoting Albuquerque as a center of regional economic activity, improving the City's attractiveness to tourism, and providing an atmosphere in which more downtown and near-downtown residential development will occur.

The complete Metropolitan Redevelopment Plans are available at:

<https://www.cabq.gov/mra/redevelopment-areas>.

Part II: City Responsibilities and Incentives

A. Project Assistance and Incentives

The City desires to enter into a public-private partnership with a Developer(s) in order to achieve the goals outlined in this RFP and in the Relevant MR Plan. The MR Area designations discussed above and the corresponding MR Plans provide authorization for the MRA to find alternative solutions to revitalizing the area per the New Mexico Redevelopment Code, §3-60A, NMSA 1978. As authorized by the New Mexico Redevelopment Code and the corresponding Albuquerque Ordinance, the City offers the following resources for this project:

1. **Direct Financial Assistance:** Through this RFP, the City is making available up to \$2.2 million (\$2,200,000.00) for “gap financing.” Proposers should demonstrate need and identify the exact gap financing required for the project. The City will conduct an underwriting analysis to determine the gap financing necessary for the project. The City may recommend funding all or a portion of a Developer’s request.

City gap financing will not be available for pre-development expenses. City gap financing funds will be contributed no sooner than the closing of the construction loan along with other construction financing. The selected Project must also require traditional construction loans and owner/investor equity. The Project may not be financed solely with City funds. The City gap financing may be used for both public and private improvements. The City will finance no more than 20% of total development costs.

ARPA funds will be structured as a grant. The City will review the City assistance in terms of subsidy per unit and the amount of other investment leveraged by the City’s contribution.

2. **Assistance with City Development Process:** Upon selection of the development team, the MR Agency will assist the successful Proposer by co-sponsoring any associated land use approvals necessary to accomplish the Project. Services will include advice and assistance with zoning review, site plan or subdivision approvals, and plan check and building permits, and expediting City response times when possible. The successful Proposer, at their expense, will be responsible for the preparation of all documentation to obtain any associated approvals and/or permits required to complete the project, as well as all permit fees. The City may waive the associated impact fees, if any.
3. **Other Public Funding Sources:** Other public funding sources may exist for the Project that are not listed in this RFP. The City encourages Proposers to propose required public funding sources, if necessary. Proposers 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 mandatory reversionary/clawback provisions that will be triggered including contract termination if the performance requirements are not satisfied.

Part III: Developer Responsibilities

- A. 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.

- B. Site Due Diligence:** The Selected Respondents, at their sole expense, shall perform land and building due diligence, including environmental investigations, reports, and other site and building inspections, assessments, and reports.
- C. 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.
- D. 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 adopted plans, and 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.
- E. 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.

- F. 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. 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.

The Selected Respondents shall obtain all necessary approvals from other municipal, state, and federal governmental agencies that have jurisdictional or regulatory authority over any predevelopment and development activities at the Project including the New Mexico Environmental Health Department and State Historic Preservation Office.

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.

Project contains sustainability elements. Projects should include sustainable building elements. Priority will be given to projects that:

- iii. Adaptively reuses existing building structures, such as converting office or hotel buildings to residential uses;
- iv. Includes Level 2 or higher Electric Vehicle (EV) charging stations (target 5% of available parking spaces);
- v. Includes water efficient technology, fixtures, or other components (such as xeriscapes);
- vi. Includes cool surface treatments, such as cool pavements or cool roofs;
- vii. Includes a green rooftop or rooftop garden; or
- viii. Utilizes/installs solar energy or is designed to be solar-ready (with necessary electrical infrastructure and structural support).

Prevailing Wage Requirements. A project that receives more than 6% but less than or equal to 15% of the total development cost in financial assistance from the City of Albuquerque, will be subject to the New Mexico Subcontractors Fair Practice Act, the Public Works Apprentice and Training Act, and payment of prevailing wage rates in accordance with the New Mexico Public Works Minimum Wage Act, § 13-4-10 to 13-4-17, NMSA 1978, for the public infrastructure component of the project only, regardless of whether the redevelopment project is deemed a public or private construction project.

A project that receives greater than 15% of the total development cost in financial assistance from the City of Albuquerque, will be subject to the New Mexico Subcontractors Fair Practice Act, the Public Works Apprentice and Training Act, and payment of prevailing wage rates in accordance with the New Mexico Public Works Minimum Wage Act, § 13-4-10 to 13-4-17, NMSA 1978, on the entire development project regardless of whether the redevelopment project is deemed a public or private construction project.

Total Development Cost includes hard costs, soft costs, on and off-site infrastructure, and the market-rate value of land. Financial assistance will include all forms of financial

assistance including grants, loans, and tax abatements that result from MR Bonds. City contributed land and impact fee waivers will not be added to the value of financial assistance. The present value of future subsidy will be calculated using a 5% discount rate. Projected returns to the City in the form of loan repayments or equity proceeds will not reduce the amount of financial assistance. The City may identify additional funding needed to cover the increased cost associated with the Prevailing Wage requirement.

- G. 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.
- H. 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.
- I. Payment and Performance Bond:** Prior to the disposition, the Respondent must submit performance and payment bonds to the City in an amount generally commensurate with the cost of the Selected Respondent's failure to perform which shall be negotiated with, and agreed upon by, the City.
- J. 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
- K. Compliance with U.S. Department of Treasury Coronavirus Local Fiscal Recovery Fund Award Terms & Conditions.** ARPA grant fund recipients must meet specific requirements and follow rules set by the Department of Treasury. Selected Respondent(s) will be required to comply with the terms in Exhibit F, which will be included in the Development Agreement or Development & Disposition Agreement.

Part IV: Submittal Content

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

A. Development Overview

1. Contact Information

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

2. Project Summary

Provide a general overview of the planned development. Identify uses included in the overall development.

3. Site Control

Describe the terms under which the Proposer has site control. Provide documentation proving site control as an attachment.

4. Environmental

Provide a copy of an Environmental Phase I, as an attachment, if available.

B. Consistency with the City's Project Goals

1. Elimination of Blighted Conditions

Please describe how the Project alleviates blighted conditions identified in the relevant MR Area and MR Plan.

2. Contribute to the Goals Outlined in the Relevant Metropolitan Redevelopment Plan.

Explain how the proposed development will further the specific policies and goals of the relevant MR Plan.

3. Increase housing density and options

Describe the residential and (if applicable) mixed use components of the project and how it is supported by market demand. Address how the project increases the available housing options in the vicinity.

4. Placemaking

Describe how the site plan and building design positively contribute to the activity, energy and excitement of the immediate area. Describe how the Project engages with the public realm in a manner that creates an exciting destination that reflects the art, history, and culture of the community. Highlight any design/use/programmatic features that will attract people to the area and encourage additional activity.

6. 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.

- 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.

C. Team Experience

1. Experience

Proposer must provide a description of their team's demonstrated expertise and track record in the development of similar projects that have revitalized communities and furthered economic development. This description should include the team's experience in financing, developing and operating. Provide at least two examples of past successful developments of similar size and mix of uses that the Proposer was involved in or redevelopment projects for which the Proposer took the lead.

D. Design

1. Conceptual Design

Provide conceptual elevations and site plans. Show the proposed development(s) height, size, design, massing and interaction with the existing environment. Describe how the design reflects the appropriate form, includes a vibrant streetscape, and provides pedestrian connections to the surrounding area.

2. Proposed Change to Existing Zoning or Design Constraints

List entitlements need to construct the project. If a variance or a zone change of any kind is required, the Proposer should describe: 1) how the request is more advantages to the City; 2) the Proposer's outreach and evaluation of the neighborhood's support for the request, and 3) and what other option might be considered if the Proposer does not obtain the requested variance or zone change.

3. Parking

Identify the total number of off-street parking spaces that are required for the project, and the number provided for the proposed development(s). Describe how the project will take advantage of alternate transportation and shared parking to reduce parking demand/on-site parking.

4. Energy Efficiency & Sustainability

Indicate in detail if and how the project will create, produce or use renewable energy and renewable energy technology. Include any waste, water, and/or energy reduction measures that will be a part of the project. Identify ancillary components that will reduce urban heat island effects and contribute to the overall sustainability goals of the City, such as cool surfaces, green roofs, community gardens, etc. If the project is expected to receive any third-party verification, identify the certifying organization and the expected certification level. Redevelopment and conversion projects should identify how the project will increase the existing building's energy efficiency, especially in older or historic buildings. Priority will be given to projects that:

- i. Adaptively reuses existing building structures, such as converting office or hotel buildings to residential uses;
- ii. Includes Level 2 or higher Electric Vehicle (EV) charging stations (target 5% of available parking spaces);
- iii. Includes water efficient technology, fixtures, or other components (such as xeriscapes);
- iv. Includes cool surface treatments, such as cool pavements or cool roofs;
- v. Includes a green rooftop or rooftop garden; or
- vi. Utilizes/installs solar energy or is designed to be solar-ready (with necessary electrical infrastructure and structural support).

5. Crime Prevention

Show specifically how the design features of the Project meet the principles for Crime Prevention Through Environmental Design (CPTED).

5. Environmental

Provide a copy of an Environmental Phase I, as an attachment, if available.

E. Financial Structure

1. Documentation of Demand and Support for Pro-Forma Assumptions

Please include third-party market information that documents the demand for the development proposed. Include third-party documentation for key proforma assumptions including rents/price point projected, absorption rates, construction costs, and interest rates.

2. Financial Summary: Construction and Operating Budgets

Respondents will provide a narrative description, accompanied by a completed version of Exhibit E: Excel Financial Summary in an unlocked, editable format Excel file. A PDF version of the

financial summary should also be included in the PDF version of the submittal following the narrative description.

Respondents will include the following in the Exhibit E: Financial Summary and narrative:

Construction Budget

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

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

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

Operating Budget

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. Show estimated income broken down on a price per square foot basis
- c. Any gross and net commercial rental income (showing vacancy assumptions)
- d. Show estimated income broken down on a price per square foot basis
- e. Any other sources of income that are expected with the operation of the completed Project
- f. Administrative expenses (accounting and audit; advertising; legal; property management fee; management salaries and taxes; other administrative costs)
- g. Operating expenses (Gas; Electricity; Water and Sewer; Garbage/Trash; Other)

- h. Maintenance Expenses, including landscaping (Third party maintenance costs, including labor and materials; Maintenance/Janitorial staff salaries and taxes; Maintenance supplies; Repairs; Decorating; Other)
- i. Fixed Expenses (Real Estate Taxes; Insurance; Other)
- j. Reserves (Replacement, Operating, Other)
- k. Debt payments

If desired, Proposers may *additionally* submit a proforma using the Proposer's own format or template. If the Proposer elects to submit their own proforma, they should provide both a PDF in the full version of their submittal in addition to an Excel file in unlocked, editable format.

3. City Assistance

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 are being requested and what any contributions will be used for in the Project.

ARPA funds will be structured as a grant. The City will review the grant assistance in terms of subsidy per unit and the amount of other investment leveraged by the grant's contribution.

4. Operation and Management Structure

Explain how the project will be managed/maintained post development.

F. Financial Capacity

1. Letters of Interest

Provide letters of interest from all financial sources listed in the project budget. The letters of interest should clearly identify the amount and terms of proposed financing.

2. Other Financial Obligations

Identify all current or pending financial obligations of the Proposer that may impact the Proposer's ability to complete the proposed redevelopment in a timely manner and provide required collateral and guarantees. Identify other projects that the Proposer is contemplating and/or working on. Then, provide an analysis of the impact of other financial obligations and projects on the completion of the proposed Project.

4. Financing References

Provide two reference letters from financial and lending institutions that have provided financial assistance to the Proposer or team members, or who have participated financially in any of the Proposer's or team member's projects, during the last five years. Reference letters should show the amount of financial assistance provided and the name of the project.

5. Financial Statements

The selected Proposer must have the financial capacity to successfully complete and operate the proposed Project. Each Proposer must submit an accountant reviewed or audited financial statement (including balance sheet, income statement, cash-flow statement, and accompanying notes prepared according to generally accepted accounting principles) for the most recent fiscal

year for the developer and all partners owning 10% or more share of the development entity. If the Proposer or a partner/member/shareholder is an individual, rather than an entity, that individual may submit a statement of financial capability from the individual's bank and a personal financial statement in the format seen in Exhibit C, rather than an accountant reviewed or audited financial statement.

***Note:** To be considered confidential, the required financial information must be uploaded separately from the main proposal, and must include "CONFIDENTIAL DATA" in the PDF or Excel name. The contents of the CONFIDENTIAL DATA document may be disclosed to members of the RFP selection advisory committee or its advisors. The data may be returned to the Offeror after the selection decision has been officially and finally approved and the appeal period has expired. However, Offerors are advised that, if a request for inspection of records under the New Mexico Inspection of Public Records Act (Sections 14-2-1 et seq., NMSA 1978) ("IPRA") is received by the City for such materials, and the materials are not legally exempt under IPRA, the City is legally required to disclose those materials. The City shall, to the extent possible under IPRA, provide the Offeror with notice before any disclosure to allow the Offeror an opportunity, within the IPRA law's fifteen (15) day deadline, to initiate and obtain legal action (such as an injunction or other judicial remedy) to prevent the City's release of the materials designated as Confidential Data, should the Offeror wish to do so. The City shall not be responsible to the Offeror for any disclosure of records required by IPRA or an order of a court or other tribunal with jurisdiction over the City.

G. Timeline

1. Time Frame

Provide a proposed schedule of development performance in a Gantt Chart format, including project benchmarks such as obtaining all entitlements for the intended use, generation of construction docs, securing lending/investment commitments, commencement of construction/rehabilitation work and completion of construction. Please also address any proposed phasing involved with this project.

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

H. Other Information

Proposer must submit a signed Exhibit D: Letter of Acknowledgement.

Proposer must complete and submit Exhibit G: Byrd Anti-Lobbying & Disbarment and Suspension Certification.

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

Part V: Submittal Process

A. Schedule for Response to RFP

The deadlines related to this RFP 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 RFP and any addendum 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/mra/request-for-proposals>

B. RFP Addenda

It is the responsibility of all Respondents 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 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 RFP 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 RFP by frequently checking the following website:

<https://www.cabq.gov/mra/request-for-proposals>

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 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 RFP.

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 RFP 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 formatted on 8-1/2" x 11" pages, electronically tabbed or linked by sequential sections as identified in Section IV, Submittal Content for ease of reference. Required Excel documents shall be submitted simultaneously as a separate unlocked Excel files. 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. All submitted documents should be named to include the Respondent's company name and Project title, for example: "Excel Financial Summary – Downtown Lofts – GenericDeveloperLLC."
2. Any Respondent submitting a Response shall be deemed to have read and understood all the terms, conditions and requirements in the RFP 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 RFP will become the property of the City at the time the Responses are submitted.

F. Submission of Responses

Responses may be submitted at any time until the due date and time on the RFP cover.

Responses must be uploaded to Metropolitan Redevelopment Agency via the City of Albuquerque's Super-Flash File Transfer Protocol ("SFFTP") file directory at <https://sfftp.cabq.gov/link/d07WxV3-F8c/>. **Thoroughly review Exhibit F for upload instructions to ensure your file is properly uploaded.** No telephone, email or facsimile Responses will be considered. Late submissions will not be accepted.

PART VI: Evaluation and Selection

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 RFPs 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 100 points available in the categories listed. The Advisory Selection Committee will use this evaluation criteria as a guide in making their recommendation. The Advisory Selection Committee may take into consideration the amount requested and recommend one or more proposals to maximize the impact of funding available. The Advisory Committee may recommend partial awards. The Advisory Committee may also shift funding from one Subject Area to the other.

Responses shall be rejected if they are not in accord with the RFP, incomplete, or do not meet the objectives of the Redevelopment Code, in the sole discretion of the Metropolitan Redevelopment Agency Manager.

2. The Advisory Selection Committee may send questions to Respondents to seek clarification on portions of their Responses.
23
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.
7. The Selection Committee reserves the right to create a short list of Proposers using *Selection Criteria 1. Consistency with Stated Project Goal*, and *Selection Criteria 2. Team Experience*

ONLY. The short list short-listed Proposers will then be evaluated using the full list of stated Selection Criteria.

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

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.

Exhibits

Exhibit A: Subject Area

Exhibit B: Formal RFP Inquiry Form

Exhibit C: Personal Financial Statement

Exhibit D: Letter of Acknowledgement

Exhibit E: Excel Financial Summary Form

Exhibit F: Compliance with ARPA Federal Guidelines

Exhibit G: Byrd Anti-Lobbying & Disbarment and Suspension Certification (ARPA)

Exhibit H: SFFTP Upload Guide

Selection Criteria

Criteria	Maximum Points
1. Consistency with the stated Project Goals	20
<ul style="list-style-type: none">• Elimination of blight• Meets goals of the relevant Metropolitan Redevelopment Plan• Increasing housing and employment density and options• Enhancing placemaking and urban vibrancy• Supports local, small, minority, women and disadvantaged business enterprises	
2. Team Experience	15
<ul style="list-style-type: none">• Past performance and overall experience of individuals or project team on similar projects.	
3. Design	10
<ul style="list-style-type: none">• Design of the Project is appropriate for the location and urban context of the site.• The Project incorporates sustainable design features and renewable energy elements.• Demand for parking is adequately addressed and takes advantage of transit/shared parking opportunities to reduce parking on site• Project incorporates renewable energy and other measures to reduce carbon footprint, urban heat island effect, and/or water consumption and waste• Project incorporates Crime Prevention through Environmental Design concepts	
4. Financial Structure	30
<ul style="list-style-type: none">• Market demand and pro-forma assumptions are documented and justified• Project budget is realistic and support by evidence, including (but not limited to) construction, soft costs, developer fee, initial reserve amounts, and contingency• Pro-forma is realistic and achievable, including income expenses, reserve contributions, debt payments, etc.• City investment is leveraged with other funding resources• Structure of City investments provides a return to the City, if possible	
5. Financial Capacity	20
<ul style="list-style-type: none">• Proposer demonstrates adequate financial capacity to develop the proposed Project (evaluated through information provided in response to other Financial Obligations, Financing References and Financial Statements)	

- Proposer demonstrated adequate financial risk in the Project.

6. Timeline

5

- Evaluation of the achievability of the Proposer’s time schedule and the Proposer’s ability to complete the project satisfactorily in a timely manner

TOTAL POINTS

100