

**City of Albuquerque
Metropolitan Redevelopment Agency**

**Request for Proposals (RFP) #02-2026
Development of 12201 Central Avenue NE**



Selection Number:
RFP#02-2026

Issuance Date:
April 6, 2026

Informational Webinar:
Wednesday, April 8, 2026 at 2:30pm
Register Here:

https://cabq.zoom.us/webinar/register/WN_2RCIbyqARVGi1qjZfsSDog

Deadline for submitting questions:
May 6, 2026, at 5pm Mountain Standard Time

Direct Formal Inquiries (Exhibit A) to:
Stephanie Shumsky, Project Manager, sshumsky@cabq.gov

Deadline to submit Proposals:
May 13, 2026 at 5pm, Mountain Standard Time, Via Electronic Upload
<https://sftp.cabq.gov/f/927dc1fdaf9f6ffd>

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

GLOSSARY OF TERMS

Albuquerque Development Commission (ADC): The Commission for the Metropolitan Redevelopment Agency (MRA); the ADC reviews and approves MRA projects.

The City: The Incorporated City of Albuquerque.

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

Exclusive Negotiation Agreement: If this RFP results in more qualified applications than there are available funds, the City reserves the right to enter into an Exclusive Negotiation Agreement with selected Proposer(s) to further develop the details of the proposed project prior to entering into a Development Agreement. The City of Albuquerque will consider this point the preliminary notice of award and will no longer consider other project proposals at this point. During Exclusive Negotiation, the City will review the proposed development for alignment with project goals, Metropolitan Redevelopment Area priorities, and affordable housing requirements. The City will work with the selected team(s) to work out project details and develop more detailed plans and financial documents that meet local, state, and federal requirements.

Metropolitan Redevelopment Agency (MRA): An agency of the City of Albuquerque, legally enabled by State Statute § 3-60A and City Ordinances 54-1979, 76-1983, and 2015-008. MRA is dedicated to incentivizing urban redevelopment and community building in designated Metropolitan Redevelopment Areas across Albuquerque.

Metropolitan Redevelopment Area(s) (MR Areas): Designated areas of Albuquerque that have been legislatively deemed blighted and are economically underperforming relative to the City as a whole.

Metropolitan Redevelopment Area Plan (MR Plan): Each MR Area has an adopted Plan, which is approved by City Council and that guides the City's redevelopment strategies. Plans are developed in close coordination with the community and lay out the goals for each given Metropolitan Redevelopment Area. As a Rank 3 Plan, an MR Plan does not supersede other planning documents, such as the City's IDO or Community Planning Area assessments. Other applicable plans include:

- Comprehensive Plan (2017): <https://www.cabq.gov/planning/plans-publications/abc-comprehensive-plan.cabq.gov>
- East Gateway Community Planning Area: <https://cpa.abq-zone.com/east-gateway>
- Integrated Development Ordinance: <https://www.cabq.gov/planning/codes-policies-regulations/integrated-development-ordinance-1>
- Route 66 Action Plan (R-14-115): <https://documents.cabq.gov/planning/FacilityPlans/RT66%20Action%20Plan.pdf>

Project: Development in conformance with property zoning.

Property: The land area subject to this RFP. May also be called the “Lot” or “Parcel”.

Proposal: Any submitted response to this RFP.

Proposer: A person or entity responding to this RFP.

Request for Proposals (RFP): This document providing information and specific requirements for Proposers to submit Proposals under the terms outlined herein.

A. Introduction

The City of Albuquerque (“City”), through its Metropolitan Redevelopment Agency (“MRA”), invites developers to submit proposals for development of a vacant, City-owned lot located at 12201 Central Avenue NE. This lot is adjacent to an existing restaurant, various businesses, and a residential neighborhood. The desired use(s) are those allowed by the property’s zoning, which is Mixed-Use High Intensity (MX-H). Desired uses do not include cannabis related businesses, car washes, gas stations or used car lots. The Property lies within the East Gateway Metropolitan Redevelopment Area (“MR Area”).

This Request for Proposals (“RFP”) is intended to identify proposals for Projects that score well relative to the scoring criteria and that are financially feasible with donation of the land by the City. Additional incentives are not part of this RFP, but may be pursued separately and may include MRA’s Redevelopment Tax Abatement (<https://www.cabq.gov/mra/tax-abatement>) and Department of Health, Housing, and Homelessness affordable housing resources (if applicable).

Responses to this RFP will be used to select Proposer(s) with which to enter into a development agreement with the City. The development agreement will stipulate the timing of land disposal, project construction, completion, and occupancy.

Property Information

MR Area/Location: East Gateway MR Area (<https://www.cabq.gov/mra/redevelopment-areas/east-gateway>)

Address: 12201 Central Avenue NE, Albuquerque, NM 87123 (Exhibit B)

Legal: Lot 1-B-1, a portion of Lot 15, and Lot 16 of the Gallagher Addition, S27T10NR3E, N.M.P.M. (currently being re-platted into one lot by the City)

Size: 1.1576 acres

Zoning: MX-H (Mixed-Use High-Intensity Zone District) / Major Transit Corridor

According to the City’s Integrated Development Ordinance, the purpose of the MX-H zone district is to *“provide for large-scale destination retail and high-intensity commercial, residential, light industrial, and institutional uses, as well as high-density residential uses, particularly along Transit Corridors and in Urban Centers. The MX-H zone district is intended to allow higher-density infill development in appropriate locations.”*

Flood Zone: X

Current Owner: City of Albuquerque

Council District: 9

B. Purpose

The purpose of this RFP is to help the City select a Project that will close housing and service gaps in a high-need area, while also helping the area to maintain its unique character. Therefore, proposals should align with the East Gateway Metropolitan Redevelopment Plan (<https://www.cabq.gov/mra/redevelopment-areas>), which prioritizes the following: 1) Public improvements such as landscaping and sidewalk furniture; 2) Redevelopment activities that support public transit along the corridor; 3) Redevelopment of underutilized and vacant parcels; 4) Beautification, such as façade improvements and iconic signage; 5) Safety improvements to reduce crime, such as cleaning up vacant properties and installing streetlights that also illuminate

pedestrian areas; and 6) Implementation of the Route 66 Action Plan, which was adopted by the City Council in 2014.

In addition, proposed Projects must conform to the Property's zoning and should not require special exceptions, zone map amendments, variances or conditional uses in order to be viable. See IDO Permissive Uses at:

<https://documents.cabq.gov/planning/agis/IDO/UseTables/AllowableUses-MX-H.pdf>.

In submittals, Proposers must provide sufficient detail to show that the project is compelling, financially feasible and includes an experienced development team. The Proposal should convey plans for uses that comply with the property's zoning, reasonable and realistic construction phasing and timelines, and financing structures. The Proposer will need to demonstrate the relevant background to deliver on the proposed vision.

Ultimately, the City seeks Proposals that demonstrate the capacity to deliver a Project that best fulfills the goals expressed in the relevant MR Area Plan and meets the criteria set out in this RFP. Successful Proposer(s) will work closely with City staff on the details of the Project through a negotiated Development Agreement.

C. Form of Financial & Other Assistance

For this RFP, the City's contribution consists of the Property. There is no direct financial contribution. As authorized by the New Mexico Redevelopment Code (NMSA 1978, 3-60A-1 to 3-60A-48) and the corresponding Albuquerque MR Ordinance (§14-8-4), MRA can contribute the following resources, if available, towards Projects:

1. ***Assistance with City Development Process:*** Projects located in MR Areas receive impact fee waivers. Upon selection, the City may also assist the successful Proposer(s) on associated land use approvals necessary to accomplish the Project, if needed. Services may include advice on zoning review, site plan approvals, and plan check and building permits. The successful Proposer will, at their own expense, 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.
2. ***Security:*** The MRA recognizes the need for security leading up to and during the construction process. As such, the City will request Albuquerque Police Department mobile trailer(s), if desired, until the selected awardee can secure private security.
3. ***Other Funding Resources:*** The City encourages Proposers to pursue other funding sources as necessary to ensure financial feasibility. Other public funding sources may exist for the Project that are not listed in this RFP, including MRA's Redevelopment Tax Abatement program and other available housing funding (e.g., CBDG, HOME, Workforce Housing Trust Funds, Housing Forward ABQ funds, LIHTC, etc.). See Exhibit I for a list of financing resources. Proposers should keep in mind that 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—they should not represent a core financial strategy for the Project given their uncertainty.

Note: If awarded City lands (or funds) for affordable housing, the Project must comply with federal Fair Housing requirements. If provided, affordable housing units should be comparable in types and finishes, and disbursed throughout the development and not segregated to a specific floor and/or type of unit. Furthermore, units should have equal access to building amenities. The Americans with Disabilities Act (ADA) requirements apply to all Project Elements, where applicable.

D. Evaluation Criteria

Please submit a Project Narrative detailing how the Proposal aligns with each of the following Evaluation Criteria. Additional submittal and formatting requirements are detailed in section E.1., below.

1. ***Alignment with Metropolitan Redevelopment Area Plan – up to 50 points.*** The Property for this RFP is located within the East Gateway Metropolitan Redevelopment Area. Proposals must align with goals priorities in the relevant Plan and describe how the proposed Project helps to alleviate the blighted conditions identified in this Area. Specifically, describe how Plan goals relate to the provision of commercial uses, high-density residential uses and/or mixed-use(s). A copy of this Plan is available on-line at: <https://www.cabq.gov/mra/redevelopment-areas/east-gateway>.
2. ***Project details – up to 20 points.*** The desired Project consists of uses and structures that are permissive in MX-H zoning. Proposers must include details on uses and a general site plan. Additional renderings are welcome. These documents do not count against the page limit. Preference is for a project that meets an unmet need in the area, such as housing and retail. The City will not prioritize Projects that include as a primary component: cannabis uses, adult uses, liquor or tobacco sales.
3. ***Alignment with Community Benefit Matrix – up to 40 points (plus up to 10 bonus points for high scores).*** Proposers must fill out the Community Benefit Matrix (Exhibit E). Proposers should only identify or select the elements in the Community Benefit Matrix that are financially feasible and which they are committed to incorporating into the final design. Please include attachments, as required for each scored area, in order to receive points. Community Benefit items identified in Proposals will be required to be included in the Project, per the Development Agreement. Categories include:
 - a. Sustainability
 - b. Economic impact
 - c. Placemaking
 - d. Residential development priority
 - e. Up to 10 bonus points awarded for scores over 40 points, per table below.

While the Community Benefit Matrix allows developers to score up to 135 points (120 base points and an additional 15 points for housing), only 40 points are required to meet

the Evaluation Criterion in this RFP. Projects scoring more than 40 verifiable points will receive up to 10 bonus points, as follows:

Score on the Community Benefit Matrix	Number of Bonus Points
Up to 45	1
46-55	2
56-65	3
66-75	4
76-85	5
86-95	6
96-105	7
106-115	8
116-125	9
126-135	10

4. **Development team experience – up to 20 points.** Proposers must provide a description of their team’s demonstrated expertise and track record in the development of similar projects that have helped to revitalize communities and furthered economic development. This description should include the team’s experience in financing, building, and operating similar projects on time and on budget.
 - a. Experience: Complete the Experience Matrix in the Proposal Information Sheet (Exhibit C), listing all development projects completed in the past 10 years.
 - b. Past examples: Provide at least two detailed examples of past successful, completed, developments of similar size and mix of uses in which the Proposer was involved, or redevelopment projects for which the Proposer took the lead.

5. **Project schedule – up to 20 points.** Provide a project schedule beginning with conceptual design through construction completion. Projects will be evaluated based on the achievability of the Proposer’s time schedule and the Proposer’s demonstrated ability to complete the project satisfactorily in a timely manner.

6. **Financial plan and financial fitness – up to 50 points.** MRA expects that the Proposer will be able to demonstrate the financial feasibility of the proposed Project. In addition to a written narrative, please include the following attachments (which do not count against the page limit):
 - a. Complete *all tabs* of the Financial Summary in Exhibit D. Be as detailed and complete as possible. Financial structure, costs, etc. may be based on preliminary estimates.
 - b. A letter(s) of support from financial institution(s) that have financed their projects in the past (these letters do not count against the narrative page limit). This letter is meant to attest to the financial capacity and responsibility of the applicant. The letter should be from a bank or credit union and provide some detail on the length of the relationship, level of support provided (e.g., loan amounts), and the outcome (e.g., repayment history); and

- c. Two years of audited financial statements, if available. Proposers must provide Income Statement, Balance Sheet, and Cash Flow analyses. If audited statements are *not* available, please provide statements that have been reviewed by a certified/licensed accountant.

E. Submittal - Content and Order

All submitted files should be named using the following standard: Project Title first, the Submission Content second, and the Proposer Entity last. For example: “12201 Central NE – Project Narrative – Proposer Name LLC” / “12201 Central NE – Proposal Information Sheet – Proposer Name LLC” Proposals must contain the following components in the following order:

1. ***Project Narrative.*** The Project Narrative includes all of the evaluation criteria information. It should be no longer than 30 pages. The Project Narrative must have sequentially numbered pages and use common and legible font type (e.g., Times New Roman, Arial, Calibri). Font should be 11-point size or larger; figures and tables can employ smaller-sized font. Any pages beyond the 30-page limit may not be read or considered, unless otherwise exempted from this requirement. The Project Narrative should be uploaded as a PDF. Site control documentation, site plans, optional renderings and exhibits should be included as separate PDF attachments and do not count against the page limit.

Projects will be scored according to the following evaluation criteria:

Criteria	Maximum Points	Percent of Total
Alignment with Metropolitan Redevelopment Area & Plan	50	25
Project Details	20	10
Alignment with Community Benefit Matrix	40	20
Development Team Experience	20	10
Project Schedule	20	10
Financial Plan and Financial Fitness	50	25
TOTAL	200	100
Bonus Points (for greater than 40 points on the Community Benefits Matrix, per section 3 above)	10	

2. ***Required attachments.*** The following are required components of the submittal package but do not count against the Proposal page limit.
 - a. Proposal Information Sheet. Complete the Proposal Information Sheet and Experience Matrix, attached as Exhibit C.
 - b. Site plans and renderings. A draft site plan must be provided that contains enough detail to confirm proposed development components as described in the Proposal and the Community Benefits Matrix. Sketch elevations and renderings are highly recommended to help reviewers understand the vision for the project. The City of Albuquerque’s suggested color palettes (Exhibit J) offers suggestions for building

- colors and design elements.
- c. **Community Benefit Matrix.** Fill in the Community Benefit Matrix with points earned for each category (Exhibit E). *Must be uploaded as Excel document.*
 - d. **Financial summary.** Complete, *in its entirety including all tabs*, the Excel Financial Summary forms attached as Exhibit D. Financial structure, costs, etc. may be based on preliminary estimates. *Must be uploaded as an Excel document.*
 - e. **Financial letter of support.** A detailed letter of support on the Proposer's financial fitness from a financial institution that has financed Proposer's projects in the past is required.
 - f. **Financial statements.** Two years of audited financial statements, if available, or equivalent documents prepared and/or reviewed by a certified/licensed accountant.
 - g. **Letter of acknowledgement.** Complete and sign Exhibit F.
 - h. **Recommended color palettes.** Exhibit J.
3. **Other attachments.** Additional attachments are allowed but *are not required*. These attachments do not count against the page limit, however please be judicious with the addition of optional attachments. These documents should contribute to the reviewers' understanding of the project and the experience of the project team. Other attachments may include the following:
- a. Letter(s) of support from partners and stakeholders
 - b. Evidence of success on past projects. (e.g., news clippings, annual reports, financial documents)
 - c. Project team short bios/résumés
 - d. Diverse business owner certificate, if applicable (Exhibit H)

F. Evaluation Process

1. **Review for Responsive Proposals.** City staff will conduct an initial review of all submitted Proposals to determine if they are complete and responsive, meaning it includes all required components (properly labeled and within page limits, as applicable). Responses shall be rejected if they are incomplete in the sole discretion of the Metropolitan Redevelopment Agency Director.
2. **Advisory Committee Review.** In the case where there is more than one responsive Proposal, the MRA will convene an Advisory Review Committee ("the Committee") to rank the Proposals based on the Project Narrative and required attachments. The Committee will consist of at least three individuals selected by the Metropolitan Redevelopment Agency Director and approved by the City's Chief Administrative Officer. Committee members may come from the MRA, the City's Planning Department, Economic Development Department and/or the Department of Health, Housing & Homelessness, as well as practitioners in the community. If determined to be necessary, the City may elect to hire third-party consultants to conduct an underwriting analysis to review the Project budget and any other requested financial documentation.

The Committee will evaluate all responsive proposals and measure each against the Evaluation Criteria set forth in Section E, resulting in a numerical score for each proposal. The Committee will use the Evaluation Criteria as a guide in making a recommendation to the Albuquerque Development Commission (ADC).

- a. The Committee may send questions through the MRA staff to Proposers to seek clarification on portions of the responses.
- b. The Committee may conduct interviews of Proposers following the initial review of their Proposals.
- c. The City may request supplemental information during the selection process. If supplemental information is requested, it will be required of all responsive Proposers.
- d. The Committee may request assistance from third-party technical advisors, including financial advisors, who may review the responses and advise the Committee.
- e. The Committee will recommend a selection of one or more Proposers to advance to either Development or Exclusive Negotiation Agreement. The Committee's recommendation will be forwarded to the ADC for consideration at their next scheduled hearing.
- f. The ADC may accept the recommendation, reject the recommendation, or direct City staff to conduct further analysis. The ADC is not authorized to select different Proposals than those selected by the Committee.

G. Additional Negotiations

Proposals do not constitute final design plans and are subject to change through mutual negotiation and agreement. Among those selected, and depending on the ADC recommendation (if applicable), MRA may request additional information about the project, team roles and responsibilities, and timeline for the selected Proposer(s). The City may request further planning, concept development, and financial analysis of the proposed Project and its use of City-owned land (or funds, if applicable).

Proposer(s) may also be required to provide additional documentation and plans to demonstrate need, further outline development plans, and solidify a project timeline, as applicable. City staff will be available to provide technical assistance and guidance.

H. Development Agreement

The Development Agreement for each Project will include performance requirements and provisions that will be triggered including contract termination and land and/or improvements reversion if the performance requirements are not satisfied.

Note: Any loan or grant of City funds or land disposal requires City Council approval, which may take 3-6 months, and a favorable outcome for the development is not guaranteed. Please make note of this timeline when determining project schedules.

I. Submittal Process

1. ***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>.
2. ***RFP Amendments.*** MRA may publish changes to the terms of this RFP at any time prior to the deadline via amendments, which will be posted to the MRA's RFP webpage. It is the responsibility of all Proposers to examine this entire RFP, check back regularly for amendments on the website, and seek clarification of any requirement that may not be clear. Proposers must check their responses for accuracy before submitting a Proposal. Negligence in preparing a Proposal may result in the submittal being deemed non-responsive at the City's sole discretion. The Proposer shall be responsible for fully understanding the requirements of the RFP and subsequent documents. Failure to respond to all publicized amendments shall render the Proposal incomplete and nonresponsive, and will therefore not be considered. 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: <https://www.cabq.gov/mra/request-for-proposals>.
3. ***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 communications regarding this award with any member of the City, the Committee, the ADC, 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 Proposer engaging in such 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 person listed on the cover page. Questions and requests for clarification must be submitted on the Inquiry Form (Exhibit A) attached to this RFP. The City will post these inquiries and affiliated responses to the website within eight business days of receipt of the inquiry. The source of the question will not be disclosed until the contract has been awarded.

4. ***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.
5. ***Authorized Representative.*** Any Proposer submitting a Response shall be deemed to have read and understood all the terms, conditions and requirements in the RFP and any addenda. Submissions must include a completed RFP Letter of Acknowledgement (Exhibit F) signed by an individual authorized to legally bind the Proposer.

6. ***Submission of Responses.*** Responses may be submitted at any time until the due date and time stated in this RFP. 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/f/927dc1fdaf9f6ffd>. Thoroughly review Exhibit G 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.
7. ***Rights Reserved by the City.*** 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. All responses and accompanying documentation to the RFP will become the property of the City at the time the Responses are submitted. 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.
8. ***Appeal Procedures.*** Within 15 days after the Albuquerque Development Commission’s selection of finalists, any Proposer not selected may appeal the decision to the City Council. For more information regarding the appeal process, please refer to Section 14-8-4-8 of the Metropolitan Redevelopment Agency Ordinance.

J. Attachments

Attachments to this RFP include:

- Exhibit A - RFP Inquiry Form
- Exhibit B - Property Map
- Exhibit C - Proposal Information Sheet
- Exhibit D - Financial Summary (Excel)
- Exhibit E - Community Benefit Matrix (Excel)
- Exhibit F - Letter of Acknowledgement
- Exhibit G - SFFTP Upload Guide
- Exhibit H - Third party diverse-owned business certifications
- Exhibit I - Gap Financing Resources
- Exhibit J - COA suggested color palettes 2026