

City of Albuquerque

Request for Proposals Design-Build

Solicitation Number: RFP 01-2012

205 Silver Avenue NW
Albuquerque, NM 87102



Issuance Date: July 6, 2012
Due Date: November 2, 2012, 4:00 p.m. (MST)
Due date and time shall be strictly observed.

Site Tour Proposed Grocery Location

July 18, 2012

9:00 A.M.

205 Silver Avenue NW
Albuquerque, NM 87102

City of Albuquerque Planning Department
Metropolitan Redevelopment

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**REQUEST FOR PROPOSALS FOR AVAILABLE PROPERTY:
205 Silver Ave. SE
Albuquerque NM 87102**

1.0 Introduction

The City designated the Downtown 2010 Metropolitan Redevelopment Area in 2000 (R-00-21) and adopted a Metropolitan Redevelopment Plan in 2003. The goal of the Redevelopment Plan is to create a revitalized Urban Center that is both identifiable and unique and is a center for jobs, livable, walk able, vibrant, urban center of Albuquerque.

A key recommendation of the Plan is to provide neighborhood serving retail and encourage economically viable redevelopment for new uses. The Downtown 2010 Sector / MR Plan identified a grocery store as a “catalytic project” with a high potential to contribute to the revitalization of the Plan area. The Plan also identifies public/private partnerships as the most likely vehicle for redevelopment opportunities to occur in the Downtown Neighborhood area.

In a continuing effort to meet the goals of the Redevelopment Plan and to further the goal of creating healthy economic environments and the generation of new private investments that increase job opportunities as well as land values, Metropolitan Redevelopment (MR) is seeking a partnership for the redevelopment a vacant lot to locate a neighborhood serving retail grocer in the Downtown area. In addition to being economically feasible, proposed uses should complement the neighborhoods, and further the goals of applicable adopted Plans and Policies for the area.

The City is looking for innovative and effective solutions to partner with a development team to end the Food Desert (a term that describes geographic areas where mainstream grocery stores are either totally absent or inaccessible) and erect a compelling urban project. The nature of the partnership is not defined, but will be determined by the nature of the proposal.

1.1 Background Information

The project is located at 205 Silver (Silver Avenue between 2nd and 3rd Street). At present the site is a vacant lot, partially covered with asphalt and dirt. It is approximately 0.97 acres. Recently, as of May 10, 2012, the Planning Department of the City of Albuquerque updated the zoning on the site to the Arts and Entertainment District of the 2010 Downtown Sector Plan. This allows as a “Permissive” use for neighborhood serving retail to go directly to Administrative Review and building permit. The Proposer is encouraged to read the Downtown 2010 Plan. The Plan outlines development entitlements as well as requirements for building in the downtown area that will be helpful in developing a proposal.

The objective of this RFP is to attract a developer/grocer who can develop the site for neighborhood services that is focused on a grocery store with a minimum of 6,000 sq. ft. of retail grocery space for this site, including possible retail, pharmacy and package liquor sales. Package liquor may be permissible in conjunction with the grocery store, but only with permission of any churches and schools that are within 300 feet of the site. The City of Albuquerque will assist in the facilitation of obtaining this permission if desired by the developer. The allowance for the Downtown 2010 Sector Plan is that Residential is “Permissive” on the second floor and above. While there are no Parking requirements in the Downtown 2010 Plan we would like the developer to provide approximately 40 parking spaces on site.

1.2 Project Schedule

The deadline for submitting RFP questions due date stated below apply to this RFP. The City also anticipates the following additional Project milestone dates. This schedule is subject to revision by the RFP and addenda to this RFP.

Issue RFP	July 15, 2012
Site Tour	July 27, 2012 (9:00 am 205 Silver @ Site)
Deadline for submitting RFP questions	July 30, 2012 (2 weeks after RFP issued)
Proposals due	November 2, 2012
Evaluation of proposals	November 3, 2012 to November 23, 2012
Notification to ADC for recommendation	December 20, 2012

1.3 City Project Manager; Ex Parte Communications

Mr. Gabriel Rivera is the City's Project Manager. As the City's Project Manager, Mr. Rivera is the sole contact person and addressee for receiving all communications about the Project. Only written inquiries will be accepted. Below, all inquires and comments regarding the Project and the awarding thereof must be made by e-mail or letter to:

Mail Delivery: Mr. Gabriel Rivera, Project Manager
City of Albuquerque, Planning Department
600 Second Street NW / 3rd Floor 87102

E-mail jgrivera@cabq.gov

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 Submitter 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 (or, subsequent to issuance of the RFP).

Any Submitter engaging in such prohibited communication may be disqualified at the sole discretion of the City.

1.4 Questions and Clarifications; Addenda

Questions and requests for clarification regarding this RFP must be submitted in writing to the City's Project Manager as described in Section 1.3.

The City reserves the right to revise this RFP at any time. Such revisions, if any, will be announced by addenda to this RFP.

The City will use the following guidelines when responding to questions and requests for clarification and issuing addenda:

- The City will answer questions and requests for clarification questions and post the answers to the City’s Planning website www.cabq.gov/Planning.
- The City will send an e-mail notification to the contact person for all Submitters as soon as each addendum or clarification is issued.

1.5 Project Goals

The following goals have been established for the Project:

A) Quality

Design, build, and construct a quality project with a pre-leased grocery store

B) Objective

Single or Multi-story building that follows the requirements in the Downtown 2010 Plan and results in a grocery store with options for other components such as residential, pharmacy, retail, etc.

C) Team

Experienced, professional team with expertise in designing, developing and constructing ground-up, single or multi-story, development project

D) Timing

Start of construction will not occur until there is a pre-leased grocery store.

2.0 Evaluation Process

The process to find the most qualified and compatible developer will be a two to three-phase process.

One: Planning staff, will form an RFP advisory committee, that will review all proposals and provide a recommendation to the Albuquerque Development Commission (ADC).

Two: The City may request supplemental information during the selection process. A short list of the most qualified development groups will be notified and given an opportunity to present their proposals to the ADC. The ADC, the official governing body of Metropolitan Redevelopment Agency, will make the final selection of a developer(s) for the Project site. Upon acceptance of a proposal by the ADC, MRA will begin negotiations with the successful offeror.

Three: (Rejection) The City reserves the right to reject any or all offers and to waive informalities and minor irregularities in offers received. Nothing in this request for proposals implies a contractual obligation with any firm, nor will the City reimburse costs for submittal requirements. If no proposals are accepted by the ADC, Metropolitan Redevelopment will try to negotiate an agreement with any of those who had submitted a proposal, or reserves the right to negotiate terms with any other non-submitter.

2.1 RFP Evaluation and Scoring

The City will evaluate all responsive RFP's and measure each Submitter's response against the project goals and selection criteria set forth in this document, resulting in a numerical score for each proposal. The City will use the following criteria and weightings:

- A) Submitter Organization and Experience (30 points)
 - Experience on projects of similar scope and complexity
 - Experience with grocery store design, implementation and leasing
 - Experience with Residential design, implementation and leasing
 - Experience with urban design

- B) Key Personnel Experience (10 points)
 - Experience and qualifications of each team member, including but not limited to the developer, architect, engineer, contractor, and potential grocer.
 - Key Management/Staff experience, capabilities and functions on similar projects
 - Financial statement from each member of team

 - Letters of recommendation from clients within the last 5 years

- C) Project Understanding Approach (30 points)
 - Critical understanding and ability to implement the Project scope to attract a grocer to the downtown site
 - Ability to partner with and/ or attract a grocer with a sustainable business plan, based on existing and future market conditions

- D) Vision, Innovation, Design of the Building (10 points)
 - Integration of components that make the site ideal to attract a grocer
 - Urban designed grocery store
 - Potential for pharmacy, and other neighborhood retail, etc.
 - Residential

- E) Project Management Approach (20 points)
 - Approach to effective coordination between the Submitter's team and the City, and how the project will be completed on time and within budget
 - Proposed coordination between the Submitter's designer and construction contractor

2.1.A Organization and Experience

All responses to this Request for Proposals must include the following information describing the Developer:

Identification of Development Entity The City will accept responses from entities or a combination of entities including, but not limited to, private corporations, for-profit developers, non-profit developers and private individuals. Joint ventures or partnerships formed for the purpose of strengthening team qualifications are acceptable. Legal and financial development entities formed for the development will provide a description of their legal and financial responsibilities and liabilities as a part of the submittal package.

2.1.A.1 Project Introduction

Provide a Cover Letter stating the business name, address, business type (e.g., corporation, partnership, joint venture) and roles of the Submitter and each member of the development team.. Identify one contact person and his or her address, telephone number, and e-mail address. This person shall be the single point of contact on behalf of the submitter organization responsible for correspondence to and from the organization and the City. The City will send all Project-related communication to this contact person. The Cover Letter shall be limited to one page.

The Introduction must also include a Table of Contents. The Table of Contents shall be limited to one page.

This information will be used to identify the submitter and its designated contact, and will be reviewed on a pass/fail basis.

2.1.A.2 Submitter Experience

Describe experience with regard to the specifics of your team's professional expertise in designing, developing and constructing ground-up, multi-story, mixed-use development and residential the Submitter and each Major Participant have managed, designed and/or constructed. If the Submitter does not yet exist or is newly formed, please explain. For a project in which several of the proposed participants were involved, the Submitter may provide a single project description. Highlight the following aspects of experience relevant to the Project that the participants listed above have obtained or completed:

- Experience on projects of similar scope and complexity;
- Experience with grocery store projects;
- Experience with residential;
- Experience with urban design

2.1.A.3 Submitter Information

To allow receipt of any addenda or other information regarding this RFP, each Submitter is solely responsible for ensuring that the City's Project Manager as described in Section 2.4 has its contact person's name, phone number and email address. If an entity intends to submit a

proposal as part of a team, the entire team is required to submit a single RFP as a single Submitter.

2.1.B Key Personnel and Experience

Identification of Developers and Team Members The response to this RFP shall include the following information with respect to the Developer and, if applicable, other members of the team:

1. Name, address, telephone, email and fax number of the development entity. Responses shall identify a specific contact person(s).
2. Identification and organization of development entity (individual, company, corporation, partnership, joint venture, etc.).
3. Identification of principals of the development organization (e.g. corporate officers, principal stockholders, general and limited partners) and manager responsible for the project.
4. Indicate any relationship the development entity may have with a parent corporation, subsidiaries, joint ventures, or other entities.
5. Development team should include an architect. Include the architect's resume with a list of relevant projects, particularly with historic properties.
6. Identification of the roles and expertise of the Developer, or if applicable, the development team. For example, identify the architectural firm, principal associates or consultants working with the development team on the project.
7. If the developer has any ownership interest in the Downtown 2010 Metropolitan Development Area, the proposal should include detailed information on the nature and type of those property ownership interests.

2.1.B.1 Organizational Chart(s)

Provide an organizational chart(s) showing the flow of the "chain of command" identifying participants who are responsible for major functions to be performed and their reporting relationships, in managing, designing and building the Project.

For each organizational chart, provide a brief, written description of significant functional relationships among participants and how the proposed organization will function as an integrated design-build team.

2.1.B.2 Key Personnel

Resumes of Key Personnel shall be limited to two pages each. If an individual fills more than one position, only one resume is required.

2.1.C Project Understanding Approach

Demonstrate the Submitter's familiarity with the Project and provide at a conceptual level their approach to successfully deliver a completed Project. Keep in mind that some of the following

terms and requirements come from the Albuquerque Bernalillo County Comprehensive Plan and the Downtown 2010 Plan. Both documents control and or influence the development of the site.

- Project Ability to Partner

The City designated the Downtown 2010 Metropolitan Redevelopment Area in 2000 (R-00-21) and adopted a Metropolitan Redevelopment Plan (the Plan) in 2003. The goal of the Redevelopment Plan is to create a revitalized Urban Center for jobs that is both identifiable and unique providing a livable, walkable and vibrant atmosphere.

A key recommendation of the Plan is to provide 'neighborhood serving retail' (which is defined in the Downtown 2010 Plan) and encourage economically viable redevelopment for new uses. The Downtown 2010 Sector / MR Plan identified a grocery store as a "catalytic project" with high potential to contribute to the revitalization of the Plan area. The Plan also identifies public/private partnerships as the most likely vehicle for redevelopment opportunities to occur in the Downtown Neighborhood area.

In a continuing effort to meet the goals of the Redevelopment Plan and to further the goal of creating healthy economic environments and the generation of new private investments that increase job opportunities, as well as land values, Metropolitan Redevelopment (MR) is seeking a partnership for the redevelopment of the vacant lot to locate a neighborhood serving retail grocer in the Downtown area. In addition to being economically feasible, proposed uses should complement the neighborhoods, and further the goals of applicable adopted Plans and Policies for the area.

2.1.D Vision, Innovation, Design of the Building

Development Proposal The following items need to be specifically addressed:

1. Include a conceptual site plan showing existing and proposed land uses, square footage, building location, vehicular access points, loading areas, parking, landscaping, curb cuts, sidewalks, lighting, appropriate setbacks, screening and dimensions. Representative color elevations showing the entire street frontage along Silver Avenue between 2nd and 3rd Street for the proposed Site is required. Floor plans are optional.
2. Indicate any challenges related to compliance with the City's SU-3 zoning code, Arts and Entertainment District.
3. Identify any green building design elements to be used, including all sustainability factors that are to be incorporated into the completed project.
4. Include a separate narrative section of no more than a page in length that describes why the development team believes their concept is economically viable.
5. If market rate housing is proposed, provide an affordability analysis for both ownership and/or rental units.
6. Address conditions of participation with the City.
7. Describe how the project will incorporate the desired goals of the Downtown 2010 Sector Plan to provide neighborhood retail for the Downtown area.

2.1.E Project Management Approach

Financial Capability The response to this RFP shall include the following information with respect to the Developer and other members of the team:

1. Clearly identify the purchase price or ground lease rental rate or other terms being offered to the City for the Site.
2. A full, detailed description of the proposed financing structure for the project. Identify source(s) of equity and sources of construction and permanent financing.
3. A five-year financial proforma that includes costs, expected income, proposed funding sources and the developer's expected profit or return.
4. Supporting Lender's Commitment Letters from participating financial institutions should also be included. Names, addresses and telephone numbers of banks, financial and lending institutions and individuals who have provided financial assistance to the Submitter or who have participated financially in any of the Submitter's projects during the last five years and/or other pertinent documentation or evidence of financial capacity and ability to provide guarantees required during the development process must be provided.
5. Provide tenant commitment letters if available, from Grocery Store operator / tenant or other tenants if more than one use proposed.
6. Financial history and current net worth of the developer and any partners involved with the project.

Proprietary Data: The file relating to this RFP, including the proposals offered by the Submitters, shall be open to public inspection after the development agreement has been executed. A Submitter may designate trade secrets or other proprietary data to be confidential by separating that material from the Submitter's main proposal, placing it in a sealed envelope and marking it as "Confidential". **Pricing and makes and models or catalog numbers of the items offered, deliveries, and terms of payment should not be so designated.** The City of Albuquerque will endeavor to restrict distribution of material separated, placed in a sealed envelope and designated as "Confidential" to only those individuals involved in the review and analysis of the proposals. If a request for inspection of records under the New Mexico Inspection of Public Records Act (Sections 14-2-1 et seq, NMSA 1978) is received, however, which request encompasses such materials, they will be disclosed. The City assumes no responsibility to maintain the confidentiality of any materials submitted in response to this RFP.

Format Submittals shall be 8 1/2" x 11" in size. Illustrations, graphs, charts and renderings size shall not be larger than 11" x 17". Color prints are acceptable.

Quantity Ten (10) colored copies of the Submittal are required; one copy should be unbound and suitable for reproduction. Only copies of the proposal are to be submitted; fax copies, computer discs and emails will not be accepted.

2.1.E.1 Estimated Cost

There are no cost requirements maximums or minimums, however the main goal of the City is to achieve what was described in 1.2 Project Goals.

3.0. Project Assistance and Incentives

The proposed site is in the Downtown 2010 Metropolitan Redevelopment Area and allows for benefits of no City impact fee charges for commercial or retail space. Metropolitan Redevelopment can negotiate the sale, lease or transfer of land per State Metropolitan Redevelopment Code 3-60A-12 A.A. The applicant can consider the option of looking at Metropolitan Redevelopment Bonds, which abate property taxes for up to 7 years.

Other available grants or other funding opportunities: The proposed site is eligible for State provided New Market Tax Credits (NMTC) made available by the New Mexico Finance Authority. These credits are intended to address the issues related to ending 'Food Deserts' (Area or community that lacks access to fresh fruits, vegetables and meats or proteins). For further information on these credits the contact person at the State is John Brooks, Director of Commercial Lending, 505-992-9638, jbrooks@nmfa.net

Assistance with the City Development Process: The City will provide the applicant with guidance and support during the permitting process. This site is clean, clear and entitled, and only requires a building permit.

4.0 Changes to Organizational Structure

Team members and individuals (including key personnel) identified in the RFP may not be removed or replaced without the written approval of the City. The City may revoke an awarded contract if any team members (including key personnel) identified in the RFP are removed or replaced without the City's approval. To qualify for the City's approval, the written request must document that the proposed removal or replacement will be equal to or better than the team members or (including key personnel) provided in the RFP. The City will use the criteria specified in this RFP to evaluate all requests. Request for removals, replacements and additions must be submitted in writing to the City's Project Manager.

5.0 Equal Employment Opportunity

Depending on the source of funding, the Submitter will be required to follow State of New Mexico and/or Federal Equal Employment Opportunity (EEO) policies.

6.0 Applicable City Plans and Policies

Available online at: <http://www.cabq.gov/planning/publications/> or printed copies may be purchased at City Planning, 600 2nd St. NW Albuquerque NM 87102. West side - first floor.

Albuquerque-Bernalillo County Comprehensive Plan of 1988, amended 2003 sets out goals and policies concerning land use, environmental protection and heritage conservation. The property is located in the area designated Established Urban by the Comprehensive Plan with the goal to “create a quality urban environment which perpetuates the tradition of identifiable, individual, but integrated communities within the metropolitan area and which offers variety and maximum choice in housing, transportation, work areas, and life styles, while creating a visually pleasing built environment.” Applicable Established Urban Area policies include:

- “The location, intensity, and design of new development shall respect existing neighborhood values, natural environmental conditions and carrying capacities, scenic resources, and resources of other social, cultural, and recreational concern.”
- “Quality and innovation in design shall be encouraged in all new development; design shall be encouraged which is appropriate to the Plan area.”
- “Redevelopment and rehabilitation of older neighborhoods in the Established Urban Area shall be continued and expanded.”

The City adopted the **Downtown 2010 Plan / Metropolitan Redevelopment Plan** in 2000. The goal of the Plan is to create a neighborhood that is both identifiable for its unique U.S. Route 66 character and is a livable, walkable, vibrant commercial and residential part of Albuquerque. A key recommendation of the Plan is to preserve existing historic buildings and encourage redevelopment for appropriate new uses. Mixed uses are encouraged by the Plan. The Downtown 2010 Plan contains design standards and general building types that are required for new development. This information is located on pages 35 and 44 of the plan. The Downtown 2010 Plan identifies as a “catalyst project” a grocery store in the Downtown area. The Downtown 2010 Plan includes the following stated objectives:

- Downtown 2010 will be the catalyst for returning Downtown to its former prominence as the community’s premier gathering place and as the center of Albuquerque’s Historic District
- First Class Pedestrian Experience
- Top Quality Urban Environment -“Urban retail destination”
- Highly Desirable Urban Neighborhood -“Provide a variety of retail goods and services in Downtown to serve a broad range of residents, employees and visitors.”
- True Center for Arts/Entertainment/Culture-“Encourage sidewalk retail and dining activity in the public right-of-way.
- Well Managed Urban Environment-“Park Once and Walk”

7.0 Bonding Capacity

Bonding will be required. Once the development agreement is prepared, and prior to the award of the contract, a letter from a surety or insurance company stating that the Submitter is capable of obtaining a performance bond and payment bond covering the Project is required.

8.0 Notification of Finalists

Upon completion of the evaluation, scoring and selection process, the City will send the list of selected Submitters (if any) to all Submitters. The City will publish the list on its website www.cabq.gov/Planning.

9.0 Debriefing Meeting

Once the City announces the selection (if any), the City may arrange debriefing meetings with Submitter organizations. The purpose of a debriefing meeting is for the City to provide informal and objective comments to a Submitter on the City's review of their RFP, and provide feedback that may help the Submitter improve their RFP's for future awards. A debriefing meeting also provides an informal setting to discuss this RFP and the awarding process.

10.0 Procedural Requirements for Submittal

All submittals are due:

(November 2, 2012, 4:00 PM MST)

Location:

City Hall

City Clerks Office, 1 Civic Plaza 87102 (Basement)

Please direct any questions to:

Mr. Gabriel Rivera

City of Albuquerque

Planning Department

600 2nd Street NW 3rd Floor

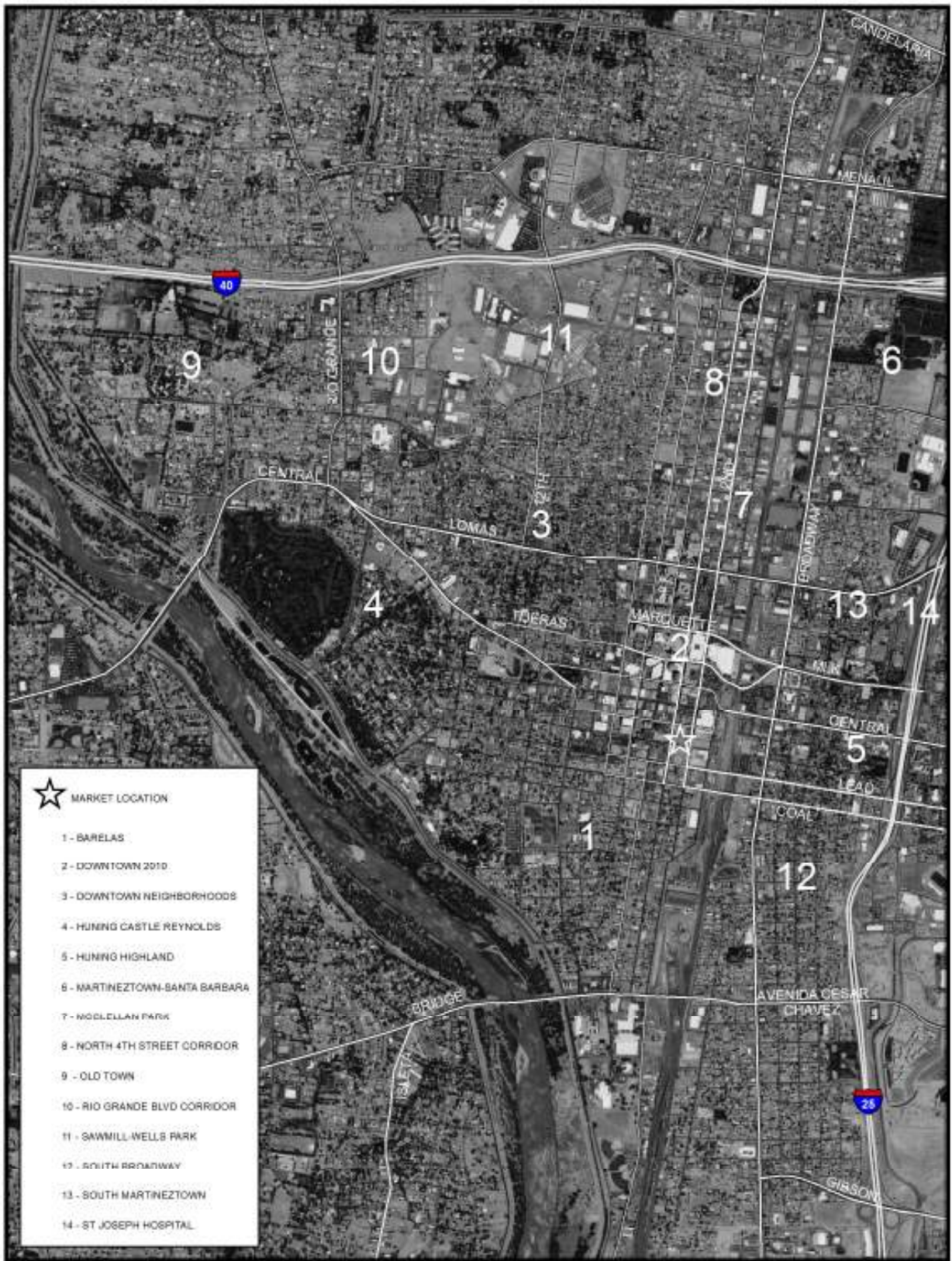
Albuquerque, NM 87102

(Ph): (505) 924-3356

E-mail: jgrivera@cabq.gov



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Date: 7/13/2012 Path: I:\AG\GILE\PROJECTS\gabe\Rivero\RS-Jan12-01\market\market_area.mxd



City of Albuquerque

From the Desk of
Gabriel Rivera, Senior Planner
Metropolitan Redevelopment Section
600 Second Street, 3rd Floor, NW
PO Box 1293
Albuquerque, NM 87102

DATE: July 12, 2012

TO: Downtown Grocery Demographics

SUBJECT: Geographical Area: I-40 (North), I-25 (East), Bridge Blvd (South), River (West)

2010 Census Data:

- Current Residents = 8,465
- Current Employees = 29,706

SUBJECT: Proposed and Approved Residential units in Downtown ABQ

- 71 Units at 12th and Aspen / Sawmill Crossing Town homes (Approved/EPC)
- 200 Units at 5th and Gold / Efficiency Apartments (Phased and Approved/EPC)
- 45 Units at 6th and Central / Anazazi Condo Units (Proposed/Title cleaned and cleared by bank)
- 45 Units at 3rd and Central / Bank Building Condo Units (Proposed)
- 80 Units at 5th and Copper / Copper Plaza Apartments (Proposed)
- 71 Units and 24 Town homes at 2nd/3rd and Silver / Casitas de Colores (Approved at City Council)
- 68 Units (Efficiency / Two and Three Bedrooms) Broadway and McNight (I-40)
- 60 Units / 4th and Summer (Planning Stage)
- 530 Rental Units / UNM Master Plan Lomas and University (Mentions lack of Grocer options)
- 864 Beds Lobo Village / Cesar Chavez and I-25
- 1,100 Beds / Condo Units Sunport and I-25

TOTAL UNITS/BEDS = 3,158

PROJECTED RESIDENTS	3,158
CURRENT RESIDENTS	+ 8,464
TOTAL	11,622

TOTAL RESIDENTS	11,622
CURRENT EMPLOYEES	+ 29,706
TOTAL	41,328

TOTAL DOWNTOWN RESIDENT/EMPLOYEE POPULATION = **41,328**

