



CITY OF PHOENIX

AVIATION DEPARTMENT

**REQUEST FOR INFORMATION
AVN RFI 23-009**

TAL WI WI LAND SALE/DEVELOPMENT

**Annie Sleeper
Procurement Officer
2485 East Buckeye Road
Phoenix, AZ 85034
Phone: (602) 273-4389
annie.sleeper@phoenix.gov**

Date posted on website: July 29, 2022



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SECTION I - INSTRUCTIONS

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Please read before continuing to the RFI document. This list may not include every requirement; the purpose is to assist respondents, but respondents are expected to read and comply with the entire RFI.

RFI RESPONSE CHECK LIST

Check off each of the following as the necessary action is completed.

- All Submittals are included.
- Included any required drawings or descriptive literature.
- Included the specified number of copies of the Response as indicated in Submittal section.
- Addressed the mailing envelope to the Procurement Officer on the RFI front page, at the address listed, if submitted “In-Person” or via “Carrier”.
- The mailing envelope clearly shows your company name and address, the RFI number, and the Response opening date, if submitted “In-Person” or via “Carrier”.
- Mailed the response in time – Responses should be submitted by the date and time indicated in the Schedule of Events or addenda.
- If submitting electronically, identify the RFI number, AVN RFI 23-009, on the subject line of the email.



SECTION I - INSTRUCTIONS

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SECTION I – INSTRUCTIONS

1. DESCRIPTION – STATEMENT OF NEED:

- 1.1. The City of Phoenix (City) Aviation Department (Aviation) invites responses to this Request for Information (RFI) from qualified firms (Respondents) interested in providing off-airport purchase and development of approximately 820 acres of City owned property located in the vicinity of Litchfield Road and Olive Avenue in Maricopa County, Arizona (see **Exhibit A**). This could include private development compatible with zoning restrictions related to Luke Air Force Base (AFB), along with a cooperative development of a utility scale solar facility in several zoned areas where Aviation would retain the Renewable Energy Credits (RECs) for the power produced at the site.
- 1.2. This RFI is issued as a means of technical discovery and information gathering only. This RFI is for planning purposes only and should not be construed as a competitive solicitation nor should it be construed as an obligation on the part of the City to enter into any contracts or make any purchases. This RFI should not be construed as a means to pre-qualify vendors.
- 1.3. Participation in this RFI is voluntary. No purchases will be made as a result of this request. Any price information provided shall be used for comparison purposes only.
- 1.4. The City will not pay for the preparation of any information submitted by a Respondent or for the City's use of that information.

2. **CITY'S VENDOR SELF-REGISTRATION AND NOTIFICATION:** Vendors must be registered in the City's procurePHX Self-Registration System at <https://www.phoenix.gov/financesite/Pages/EProc-help.aspx> in order to receive notices, respond to solicitations and access procurement information. The product category codes for this RFI are 29082000 (Solar Energy Systems, Complete), 578630000 (Real Estate; Land and Improvements), 690590000 (Power Plants – Hydro, Marine, Petrol, Solar, Stream, Wind, Thermal), 906280000 (Energy Conservation, New Sources (Solar, etc), Architectural Services) and 906570000 (Land Development and Planning – Architectural).



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3. SCHEDULE OF EVENTS

ACTIVITY	DATE (All times are local Phoenix time)
Public Posting	Friday, July 29, 2022
Pre-Response Meeting via WebEx Live Meeting	Wednesday, August 17, 2022 at 9:00 a.m. Join by Phone: +1-415-655-0001 Access Code: 2465 418 9645 Meeting Link: https://cityofphoenix.webex.com/cityofphoenix/onstage/g.php?MTID=e7cde65d582921680bd18b71f45442cc9
Written Inquiries Due Date	Wednesday, August 31, 2022 at 2:00 p.m.
Written Inquiries Answer Deadline	Friday, September 9, 2022
RFI Due Date	Tuesday, October 18, 2022 at 2:00 p.m. Response Opening to begin at 2:15 p.m. Join by Phone: +1-415-655-0001 Access Code: 2467 141 6461 Meeting Link: https://cityofphoenix.webex.com/cityofphoenix/j.php?MTID=m0f41c3e4d2b16fbbf398ab9f105f0d6b

The City reserves the right to change dates and/or locations as necessary, and the City does not always hold a pre-response meeting or site visit.

To request a reasonable accommodation or alternative format for any public meeting, please contact the Procurement Officer (Annie Sleeper) at 602-273-4389 #/Voice or 711/TTY, or annie.sleeper@phoenix.com, no later than ten (10) days prior to the meeting.

- 4. OBTAINING A COPY OF THE RFI AND ADDENDA:** Interested Respondents may download the complete RFI and addenda from <https://solicitations.phoenix.gov/Solicitations/Details/1281>. Any interested Respondents without internet access may obtain this RFI by calling the Procurement Officer or picking up a copy during regular business hours at the City of Phoenix Aviation Department, 2485 E. Buckeye Road, Phoenix, AZ 85034. It is the Respondent's responsibility to check the website and verify all required information is submitted with their RFI Response.
- 5. PRE-RESPONSE MEETING:** The Pre-Response Meeting will be held via WebEx on the date and time listed in the Schedule of Events. To request a reasonable accommodation or alternative format, please contact the Procurement Officer (Annie Sleeper) at 602-273-4389 #/Voice or 711/TTY, or annie.sleeper@phoenix.com, no later than ten (10) days prior to the meeting.



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- 6. SUBMISSION OF INFORMATION:** Due to the national COVID-19 pandemic, the City is accepting electronic Responses, in addition to submitting sealed Responses (hardcopies). Respondents are responsible for submitting the Response (electronic or hardcopies) before the due date and time of the submittal deadline.

For “In-Person” and “via Carrier (i.e. USPS, FedEx, UPS, etc.)” Delivery: Responses will be received at the Aviation Headquarters located at 2485 East Buckeye Road, Phoenix, AZ 85034 in the lobby during normal business hours (8:00 a.m. – 5:00 p.m. local Phoenix time). Responses should be clearly marked on the outside of the package as designated in the RFI. The Respondent is responsible for managing potential delays due to COVID-19 and the City doesn’t make exceptions for the delays caused by the Carrier.

For “Electronic” Submittal: Please submit your Response via email to avn.solicitations@phoenix.gov. The maximum file capacity is 150MB. The date and time on the email will provide proof of submission and verification if the Response was received on or prior to the Due Date and Time specified. Please identify the RFI number, i.e. AVN RFI 23-009 on the subject line of the email when submitting your Response.

It is the responsibility of the Respondent to ensure that the Response is timely, including confirming that there are no technical reasons that any Response submitted electronically may be delayed.

- 7. INQUIRIES:** All questions that arise relating to this RFI should be directed via email to the Procurement Officer and must be received by the due date indicated in the Schedule of Events. The City will not consider questions received after the deadline.

No informal contact initiated by Respondents on the proposed service will be allowed with members of City’s staff from date of distribution of this RFI until after the closing date and time for the submission of Responses. All questions concerning or issues related to this RFI must be presented **in writing**.

The Procurement Officer will answer written inquiries in an addendum and publish any addendums on the Procurement Website.

- 8. WITHDRAWAL OF SUBMITTAL:** At any time prior to the RFI due date and time, a Respondent (or designated representative) may withdraw the submittal by submitting a request in writing and signed by a duly authorized representative. If Respondent withdraws the Response electronically by email to annie.sleeper@phoenix.gov, the request to withdraw must be in the form of a letter attached to the email that includes either an image of the duly authorized representative’s signature or an electronic signature from a verifiable source, such as Adobe Sign, DocuSign or a similar verifiable software program.



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9. LATE RESPONSES: The City, in its sole discretion, reserves the right to accept and review late Responses to this RFI only.

10. PUBLIC RECORD: All Responses submitted in response to this RFI will become the property of the City and become a matter of public record available for review pursuant to Arizona State law. A Respondent may request specific information contained within its Response is treated by the Procurement Officer as confidential or proprietary (collectively confidential) provided the Respondent clearly labels the information “confidential.” To the extent necessary for the evaluation process, information marked as “confidential” will not be treated as confidential.

Once the procurement file becomes available for public inspection, the Procurement Officer will not make any information identified by the Respondent as “confidential” available to the public unless necessary to support the evaluation process or if specifically requested in accordance with applicable public records law. When a public records request for such information is received, the Procurement Officer will notify the Respondent in writing of any request to view any portion of its Response marked “confidential.” The Respondent will have the time set forth in the notice to obtain a court order enjoining such disclosure. If the Respondent does not provide the Procurement Officer with a court order enjoining release of the information during the designated time, the Procurement Officer will make the information requested available for inspection.

11. RESPONDENT EXPERIENCE: The City encourages interested parties with a record of accomplishment in commercial development, solar development, and management of similar sized development projects to respond to this RFI.



SECTION II – SCOPE OF INFORMATION REQUEST

- 1. INTRODUCTION:** The City owns approximately 820 acres of undeveloped land north of Luke AFB at the intersection of Litchfield Road and Olive Avenue (See **Exhibit A**). The property is currently under lease by a farm that utilizes the property for the growth of agricultural products. Aviation is evaluating the most beneficial future for this land.

The goal of this RFI is to seek insight from Respondents that will generate the best return for Aviation. Returns may be measured in a financial benefit from the sale of the property and the benefit of a renewable energy source related to meeting carbon-free electricity goals established for Aviation. Consideration for the airspace protection of Luke AFB is also an important factor for future development of this land.

- 2. BACKGROUND:** Aviation acquired this land as a means of protecting Luke AFB airspace. Up to this point, Aviation has used this land for agriculture to accomplish this purpose. Title 28 of the Arizona Revised Statutes has since been amended, providing effective protections for Luke AFB. This legislation eliminated the need for Aviation to retain control of this property.

Aviation has enacted Net Zero Carbon Emission goals for all three City owned airports: Phoenix Sky Harbor International Airport, Phoenix Deer Valley Airport and Phoenix Goodyear Airport, collectively “Airports”. Obtaining these goals will require Aviation to acquire carbon-free electricity and/or RECs through a development partnership of a new utility scale solar facility from which Aviation can retain the RECs. Sale of the land is also needed to provide capital funding for the Airports’ capital program. In addition to the commercial value of the property north of Olive Avenue to the Respondent, solar development on the area south of Olive Avenue will provide a low cost power option for commercial development, create a source of income from the sale of power produced, and make full utilization of several zoned areas.

- 3. CURRENT ENVIRONMENT:** The total property consists of ten individual parcels as identified by the Maricopa County Assessor’s Office (see **Exhibit A**). The parcels are divided by Litchfield Road, Olive Avenue and Northern Parkway public roadways. The parcels are located off the north end of the Luke AFB runway. Some parcels contain structures related to the current farming use of the land. There is a Union Pacific Railroad line within the northern parcels.

There is a current ground lease in place for the entirety of the parcels. The ground lease term expires in October 2024. Currently there is no expectation for Aviation to extend this ground lease.



Aviation has explored developing and operating a City-owned utility scale solar facility at this location. Valuable tax incentives relating to renewable power development are not available to the City and prevent this option from being financially feasible for Aviation to execute as an in-house project. Development by private parties can take advantage of these financial incentives.

Airspace-related restrictions limit the height and types of any development opportunities that can be placed on certain parcels. Arizona Revised Statute 28-8481 provides guidance and restrictions on development options for this land. The FAA also imposes limits relating to development in the vicinity of airports. It is up to the Respondent to do their due diligence on the requirements. The redevelopment area is offered “as is” and in its present condition. The City makes no warrants regarding the condition of the parcel including, but not limited to, its soil condition or existing utilities. Environmental assessments were completed by the City at the time of acquisition and can be made available upon request.

The City owns water rights for this land and will retain these rights after sale.

4. PROJECT OVERVIEW: This project has three main objectives:

- Redevelop this land with a compatible use;
- Provide Aviation with the capital obtained through the sale of the property; and
- Provide Aviation with the necessary RECs to achieve its clean energy goals.

Participation in this RFI and any subsequent process is open to any private party interested in the purchase and development of this land. The land may be divided among multiple developers that Aviation determines to be a best use and benefit.

Deed restrictions and an Aviation easement will be instituted as part of any transaction for this property. If solar is determined compatible in the APZ 1 area (see **Exhibit B**), a Glare Study meeting FAA requirements would be required for the solar development to ensure no glare from the development creates a hazard for Luke AFB.

The solar RECs are an integral part of a potential development agreement for this property. If solar is determined to be incompatible in the APZ 1 area (see **Exhibit B**), an equivalent solar generation would be required elsewhere on the 820 acres to meet Aviation’s carbon-free electricity goals.



5. DEVELOPMENT OPTIONS: Aviation is interested in disposing of this property in its entirety. Development compatible with Luke AFB is essential. Development north of Olive Avenue may be composed of commercial uses compatible with current or amended zoning. Development south of Olive Avenue (or in combination with the area north of Olive Avenue if solar is found to be incompatible in the APZ 1 area) within this project will require production of a minimum of 80 megawatts of green solar power of which Aviation would retain the RECs. Development proposals may be joint ventures between solar developers and light industrial developers to maximize the development opportunity. Solar power produced from the site may be sold or used by the Respondent in the most financially beneficial form.

Under the Public Utility Regulatory Policies Act of 1978 (PURPA), an entity may develop solar power up to 80 megawatts, of which the local utility is obligated to purchase that power. The developer would benefit from using the power on-site or selling the power to the local utility. Aviation would retain the RECs as a means of obtaining the Aviation Zero Net Carbon goals.

6. ADDITIONAL PROJECT DEVELOPMENT TERMS AND INFORMATION:

6.1. Environmental: If selected in a subsequent process, Respondent will be required to complete a Phase I and Phase II Assessment as part of this development.

6.2. Phased Development: If selected in a subsequent process, Respondent may parcel out the approximately eight hundred twenty (820) acres into smaller parcels with different timelines for development of each parcel.



SECTION III – RESPONSE REQUIREMENTS

Respondent should provide a response including the following information for each design concept submitted:

- 1. COMPANY BACKGROUND AND EXPERIENCE:** Respondent to provide history of the company, including the date established, the type of ownership and the length of time that the business has been operating. Please discuss Respondent areas of expertise and list the following:
 - 1.1.** Describe the Respondent’s experience as it relates to the development of a light industrial development or a utility scale solar facility. Provide information on completed projects in the United States of America similar to the proposed development including information as to the size, name and location, comparability to the proposed project, and financial success of the development.
 - 1.2.** Describe the Respondent’s experience with managing the proposed development project.
- 2. DESIGN:**
 - 2.1.** Explore the possible uses and design criteria for a compatible development and/or solar facility.
 - 2.2.** Provide a conceptual site plan of the development area.
 - 2.3.** Provide a visual conception of the proposed development area.
 - 2.4.** Based on Respondent experience, provide information on the best design options for development. In the Respondent’s opinion, describe the best layout, design, and functionality. Provide an explanation on why this design option is the most beneficial and will generate the best return for Aviation.
- 3. DEVELOPMENT:**
 - 3.1.** Provide a narrative to describe the Respondent’s proposal on how to best develop the land and include recommendations on site preparation procedures.
 - 3.2.** Describe solutions to any potential obstacles including, but not limited to environmental issues, possible site condition, layout restrictions, etc.
 - 3.3.** Provide an estimated project timeline.
 - 3.4.** Describe what a phased development plan would look like for the development area.



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- 3.5. Provide an opinion on the potential feasibility of the land purchase and the development as described above
4. **MANAGEMENT OF COMMERCIAL FACILITIES:** Provide a response on how this development will be managed based on the management of past developments and solar facilities.
5. **DEVELOPMENT GENERAL INFORMATION:** In addition to written responses to this RFI, provide any additional relevant information in response to information gathering or market research (i.e. product brochures, marketing materials, technical manuals or diagrams, etc.) that could assist Aviation in identifying specific needs and use for the land.



SECTION IV – SUBMITTALS

- 1. DELIVERY OF RESPONSE:** Due to the national COVID-19 pandemic, the City is accepting electronic Responses for this RFI, in addition to accepting sealed Responses (hardcopies). Respondents are responsible for submitting the Response (electronic or hardcopies) before the due date and time of the submittal deadline.

For “In-Person” and “via Carrier (i.e. USPS, FedEx, UPS, etc.)” Delivery: Responses will be received at the Aviation Headquarters located at 2485 E. Buckeye Road, Phoenix, AZ 85034 in the lobby during normal business hours of 8:00 a.m. to 5:00 p.m. Responses should be clearly identified on the outside of the package. Responses should be submitted in a sealed package marked with the following information:

- Respondent’s Name
- Respondent’s Address
- AVN RFI 23-009
- RFI Response To: Tal Wi Wi Land Sale/Development

Please submit one (1) original, two (2) copies, and one (1) electronic copy (USB Drive) of the RFI response. RFI responses must include the name of the organization, contact name, title, address, direct phone number and email address of the person who is authorized to respond to questions regarding the submittal.

For “Electronic” Submittal: Please submit your Response via email to avn.solicitations@phoenix.gov. The date and time on the email will provide proof of submission and verification if the Response was received on or prior to the Due Date and Time specified. The maximum file capacity is 150 MB. Please identify the RFI number i.e. AVN RFI 23-009 on the subject line of the email when submitting your RFI Response.

The City shall not be responsible for any costs associated with preparing or responding to this RFI.

Please submit only the Response Requirements and all other required documentation. Do not submit a copy of the entire RFI document.

- 2. PREFERRED SUBMITTAL FORMAT:** The City requests that Respondents organize and submit their response (printed and electronic) in the following tabbed order with a 12-point font as specified below:

- Typewritten;
- Submitted in a binder, preferably using double-sided copying (if submitted “In-Person” or “via Carrier”);



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- Submitted with a one-page cover letter prepared on the company's letterhead and signed by an authorized employee of the company. Provide a brief summary in the cover letter that provides the company's expertise as it relates to this RFI.
- Submitted with a table of contents and tabbed accordingly reflecting the information requested in the corresponding section of this RFI and organized in the same manner:
 - **Tab 1: Company Background and Experience**
 - **Tab 2: Design**
 - **Tab 3: Development**
 - **Tab 4: Management of Commercial Facilities**
 - **Tab 5: Redevelopment General Information**

- 3. RESPONSE OPENING:** Due to the national COVID-19 pandemic emergency and in compliance with the Center of Disease Control and Prevention (CDC) and the Arizona Department of Health Services recommendations for health, safety, and social distancing, all Aviation Department public openings will be held via WebEx until further notice.

The opening of the Response Submittals will take place on the RFI due date and time through the following link:

<https://cityofphoenix.webex.com/cityofphoenix/j.php?MTID=m0f41c3e4d2b16fbbf398ab9f105f0d6b>

Join by Phone: +1-415-655-0001
Access Code: 2467 141 6461



SECTION V – EXHIBITS

EXHIBIT A

Aviation Property – Approximately 820 Acres

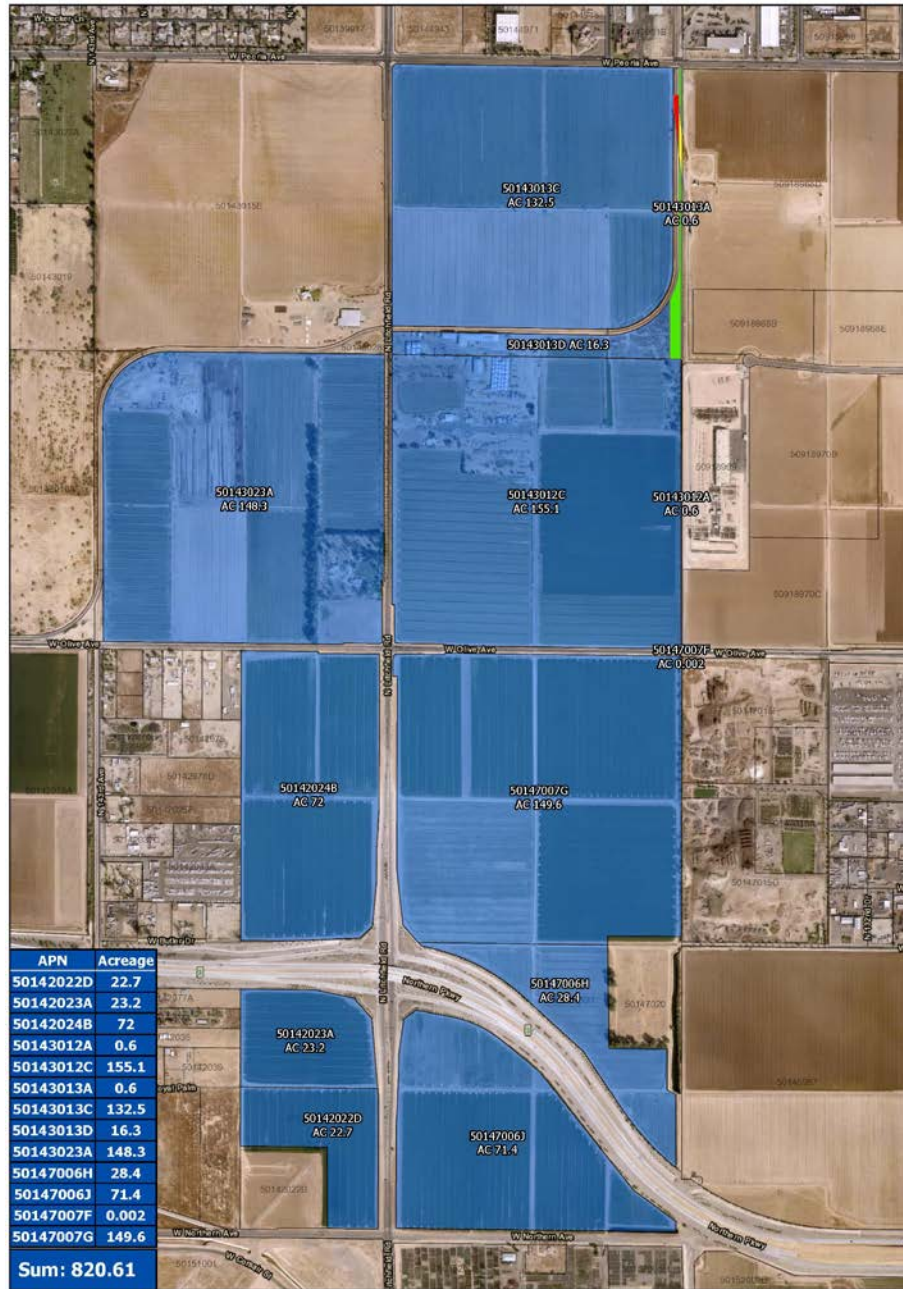




EXHIBIT B
Luke AFB Zoning Map

