



# HOUSING

*Phoenix*

# REQUEST FOR PROPOSALS

Development of a new mixed-use, mixed-income, multifamily rental housing project.

## Pre-Submittal Conference

In-person and via WebEx  
Thursday, February 22, 2024



# HOUSEKEEPING

All questions must be provided in writing

- **In-person:** Fill out the form
- **Virtually:** Enter question in the chat

# RFP TIMELINE

**Proposer's Inquiries**

**March 1, 2024, by 2:00 pm**

**Intent to Apply Deadline**

**April 12, 2024, by 2:00 pm**

**Deadline to Apply**

**April 19, 2024, by 2:00 pm**

**Selection of Proposals**

**May 2024\***

**Council Approval**

**June 2024\***

\*Dates subject to change

**Note:** Responses to inquiries will be posted to the solicitation webpage, and an email notification will be sent out



# Central and Columbus Development

## Solicitation Details

**Solicitation/Project Number**

IFB FY24-086-10 (MBT)

**Department**

Housing

**Contract Specialist/Procurement Officer**

Melanie Bynoe-Torzala

**Pre-Offer Conference/Pre-Submittal Meeting**

02/22/2024 9:00 AM

**Date Due**

04/19/2024 2:00 PM

**NIGP**

906-57 - Land Development and Planning - Architectural

## Additional Information

The City of Phoenix through its Housing Department invites electronic proposals from a qualified organization(s) to serve as the Developers for the development of the vacant City-owned property generally located at 32 East Columbus Avenue, Phoenix, Arizona 85012.

## Associated Files

- [RFP FY24-086-10 Central and Columbus Development.pdf](#)  
(pdf)
- [Central Columbus\\_Phase 1 Enviro Report.pdf](#)  
(pdf)

# REQUEST FOR PROPOSALS WEBPAGE

<https://solicitations.phoenix.gov/Solicitations/Details/1723>

# APPLICATION

## Submittal Requirements

- Digital Submissions Only
- Submit an “Intent to Apply” by April 12
- Receive a link for uploading application



**ATTACHMENT A**  
**INTENT TO APPLY**

Submittal of this form is notification to the City of Phoenix of your intention to submit a proposal for development Affordable Rental Housing under Solicitation Number RFP FY24-086-10. The Procurement Officer will create a unique upload link for your proposal which will be used for submission of all materials. You will receive notification by email once this upload link has been created.

To participate in this solicitation, you are required to complete and submit this form to [hou.procurement@phoenix.gov](mailto:hou.procurement@phoenix.gov) by no later than **April 12, 2024, 2:00 p.m.** The upload link will remain active until **2:00 p.m.** Phoenix local time on **April 19, 2024.**

# INTENT TO APPLY

Project Name	
Proposer	
Email Addresses (you may provide access to multiple email addresses to upload documents)	
Email 1	
Email 2	
Email 3	
Email 4	
Email 5	
Email 6	

PRINT NAME	TITLE
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SIGNATURE	DATE
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# EVALUATION CRITERIA

1,000 Point Scale

**Concept to Redevelop the Site**      **350 points**

**Return to the City**      **325 points**

**Proposer's Qualifications and Experience**      **325 points**



# SOLICITATION TRANSPARENCY

Beginning January 29, 2024

**NO DIRECT OR INDIRECT CONTACT**

## **Schedule a meeting**

Melanie Bynoe Torzala

Procurement Officer

602-262-4927

[hou.procurement@phoenix.gov](mailto:hou.procurement@phoenix.gov)



East of Central Avenue  
between Weldon &  
Columbus Avenues

3.2 acres (138,000 SF)

Zoned WU T5:7 MT

# SITE MAP





# MINIMUM QUALIFICATIONS

1. Completed 2 mixed-use development projects in the last 5 years (4+ stories)

*Please see the RFP for the full minimum qualification language*





# MINIMUM QUALIFICATIONS

CONTINUED

2. Minimum 250 total units
3. Minimum 50% of units at 80% AMI and below, mixed-income
4. Units sized for families

*Please see the RFP for the full minimum qualification language*



# MINIMUM QUALIFICATIONS

CONTINUED

5. Mixed-use project with active ground floor use
6. Publicly accessible amenity space
7. Enhanced pedestrian amenities
8. Fire Department space
9. Incorporate zoning stipulations (Z-38-19-4)

*Please see the RFP for the full minimum qualification language*



Avalon Villas

12





# MINIMUM QUALIFICATIONS

CONTINUED

10. Adherence to PBV requirements (if utilized)
11. Occupy 50% of the total units in 48 months
12. No familial relationship between architect and general contractor

*Please see the RFP for the full minimum qualification language*



# PROJECT-BASED VOUCHERS

- Choice Neighborhoods off-site replacement units
- 75 vouchers
  - 25: 1-bedroom, 25: 2-bedroom, 25: 3-bedroom
- Families pay 30% of income towards rent, PBVs pay the difference

## Current Payment Standards

1 Bed: \$1,760

2 Bed: \$2,088

3 Bed: \$2,863

## CHOICE NEIGHBORHOODS







# GROUND LEASE

- 99 years
- An addendum was posted with a current market appraisal
- The annual market lease: **\$456,000 (NNN)**
- **The City will not entertain the sale of the property**



# DESIRED PROJECT

1. Mixed-use ground floor commercial accessible to the public
2. Community space and family-oriented amenities
3. Midtown TOD Policy Plan
4. Sustainable elements



# QUESTIONS

## MELANIE BYNOE TORZALA

City of Phoenix Housing Department  
251 West Washington Street, 4th Floor  
Phoenix, AZ 85003-1611

[hou.procurement@phoenix.gov](mailto:hou.procurement@phoenix.gov)

602-262-4927



# SITE TOUR



Central Ave

Weldon Ave

Site Tour

Columbus Ave