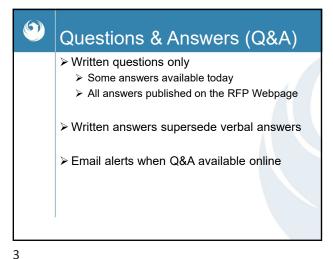


Agenda

> RFP Basics
> Scope of Work
> Proposer Instructions
> Evaluation Criteria
> Questions & Answers Session
> Transparency Policy

. 2



Q&A Deadline

> Submit questions by May 31, 2024

> 2:00 p.m. local Phoenix time

> Email: procurement.request.ced@phoenix.gov

> Answers available by June 10, 2024

> https://solicitations.phoenix.gov/Solicitations/Details/1787

Important Tuesday
July 9, 2024
2:00 p.m.
local Phoenix time

Late proposals will be rejected.

Minimum Qualifications (Part 1)

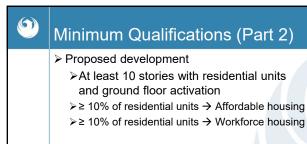
> Proposer

> Successfully completed at least 1 mixed-use development project within the last 7 years

> Any proposal that does not include the minimum qualifications will be disqualified.

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1st St and McKinley Lease and Redevelopment 5/13/24



qualifications will be disqualified.

6

### Minimum Qualifications ( Part 3)

- lease
  - ➤ Payment
    - >At least \$760,000 for the 1st year
    - ➤ Annual increase of 3% for term of lease
    - ➤ May offer combination of cash payment and public benefit
  - **≻**Term
    - ➤Not longer than 99 years
- Any proposal that does not include the minimum qualifications will be disqualified.

7 8

> Any proposal that does not include the minimum



## **Proposal Guarantee**

- > \$50,000 cashier's check (1 check)
- Any proposal that does not include the proposal guarantee will be disqualified.



### **Business Opportunity Site**



9



## **Business Opportunity**

- ➤ Lease only
- Desired project:
  - > Facilitate urban living
  - > Design elements to include:
    - >Functional and appropriate transition to adjacent buildings
    - ➤ Support and enhance arts community along Roosevelt Row
    - >Creative, unobtrusive parking solution

6

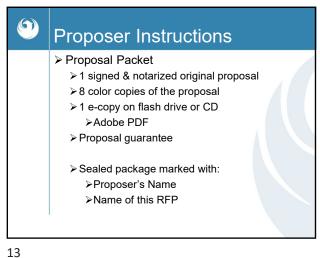
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## **Business Opportunity**

- > Desired project (continued):
  - Variety of dwelling and unit types to attract range of household income
  - > Create enhanced pedestrian oriented amenities
  - ➤ Be consistent with City approved plans, regulations and guidelines
  - > Include sustainability elements
  - ➤ Align with the goals of surrounding neighborhood

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Proposer Instructions

Form of Proposal

Tabbed as described in Section III (B)

Loose-leaf ringed binder

Arial 12 pt.

Pages numbered

Encouraged Page Limit

25 double-sided pages (excluding Tab 1)

13 14

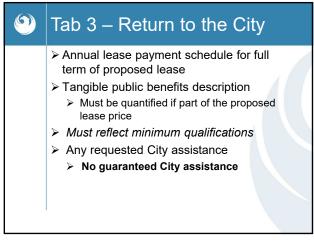


Tab 2 – Concept to Activate Site

> Development Details (Attachment C)
> Narrative consistent with Section II (E)
> Conceptual building elevations and site plan
> Circulation plan(s)
> Proposed development's feasibility
> Detailed budget
> Operating pro forma
> Timeline
> Construction mitigation plan

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Tab 4 – Proposer's Qualifications and Experience

> Key individuals

> Documentation of minimum qualifications

> Track record of similar scale and complexity

> 1 reference for each project listed

> Proposer's Financial Capacity

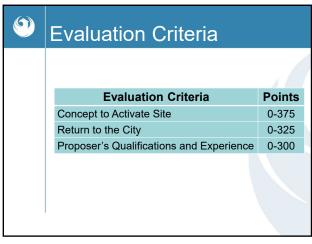
> Clear funding strategy

> Potential lenders of interest

> Documentation of successfully working for the proposed funding entities

> Tax credit info, if applicable

17 18



Evaluation Process

Evaluation Panel may:

Evaluate based on written proposals

Interview all proposers

Conduct a short-listing process and interview those proposers most likely to be successful based on the evaluation criteria

Details in Section IV (A)

19 20

9	Q&A
	➤ Written questions only

Transparency Policy

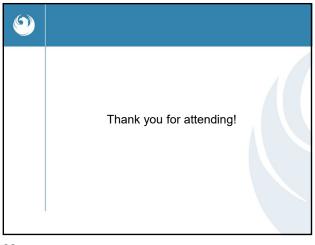
All proposers and their representatives, under penalty of disqualification, will refrain from contacting any City staff or officials to discuss this solicitation.

All questions must be directed to the procurement officer

Full policy in Section V (A) of the RFP

Companies currently doing business with City are not prohibited from discussing their current contracts.

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# First Street and McKinley Lease and Redevelopment RFP Pre-Proposal Meeting Attendees/Registrants May 13, 2024

Company Name	First Name	Last Name	Email	Phone Number
Advanced Structural Engineering	Eric	Domingo	eric.domingo@advancedstructuraleng.com	602-264-1010
Ceco Concrete Construction	Brian	Hemphill	brian.hemphill@cecoconcrete.com	480-838-4230
Caruso Turley Scott	Mark	Ririe	mririe@ctsaz.com	480-774-1704
Desman	Zach	Grunert	zgrunert@desman.com	303-740-1700
Dibble Corp	Jeff	McBride	jeff.mcbride@dibblecorp.com	602-663-8521
Freshsite Phoenix	Pat	McNamara	patmacis@gmail.com	480-332-6410
Impact Residential Development	Kevin	Fitzpatrick	kfitzpatrick@impactresidential.com	203-274-4359
Olsson	Abbey	Curry	acurry@olsson.com	602-748-1000
ProDims	Bob	Wirth	bwirth@prodims.com	480-902-0570
Rehoboth Community Development Corp.	Мауа	Henley	mhenley@rehobothphx-cdc.org	602-272-4133
Rehoboth Community Development Corp.	Doug	McCord	dmccord@art-team.com	
Rehoboth Community Development Corp.	Gwen	Relf	grelf@rehobothphx-cdc.org	
Rehoboth Community Development Corp.	Christian	Solorio	csolorio@art-team.com	
SFM Management	Jarvis	Williams	jarvis@sfm-mgmt.com	
Wood Patel	Rebecca	Diverty	rdiverty@woodpatel.com	602-335-8517
Wood Patel	Brooke	Taff		