

Regency Parking Garage Disposition and Redevelopment Request for Proposals (RFP) August 12, 2019

August 12, 2019
Phoenix City Hall

City of Phoenix
COMMUNITY & ECONOMIC
DEVELOPMENT DEPARTMENT



Agenda

- RFP Basics
- Site Tour
- Business Opportunity
- Proposer Instructions
- Evaluation Criteria
- Questions & Answers Session
- Transparency Policy



Questions & Answers (Q&A)

- Written questions only
 - Some answers available today
 - All answers published on web
- Written answers supersede verbal answers
- Email alerts when Q&A available online



Q&A Deadline

- Submit questions by August 22, 2019
 - 11:00 a.m. local Phoenix time
 - Email: procurement.request.ced@phoenix.gov
- Answers available by August 29, 2019
 - solicitations.phoenix.gov/Solicitations/Details/527



Site Tour

- Meet at 10:00
 - Southeast corner of 1st Street and Adams
- Signed waiver required
- No questions will be answered during tour



Proposal Deadline



**Tuesday
September 24, 2019
11:00 a.m.
local Phoenix time**

Late proposals will be rejected.

Minimum Qualifications

- Proposer
 - Successful completion of:
 - At least 1 vertical mixed-use development
 - At least 7 stories
 - In last 5 years
 - Shared parking model as defined in Section II C
- **Any proposal that does not include these minimum qualifications will be disqualified.**

Minimum Cash Return

- Minimum purchase price
 - \$11,750,000
 - or
- Minimum annual cash return
 - \$587,500/year
 - At least 20 years
- **Any proposal that does not include this minimum qualification will be disqualified.**

Proposal Guarantee

- \$100,000 cashier's check (1 check)
- **Any proposal without a proposal guarantee will be disqualified.**

Business Opportunity Site




Business Opportunity


- Disposition for redevelopment
- Considerations:
 - Adams Street Activation Area
 - Downtown Enhanced Municipal Services District
 - Streetscape Improvement District
- Desired Project Details
 - Section II (E)

Proposer Instructions


- Proposal Packet
 - 1 original proposal
 - 7 color copies of proposal
 - 1 e-copy on CD or flash drive
 - Proposal Guarantee
- Sealed package marked with:
 - Proposer's name
 - Name of RFP

 **Proposer Instructions**


- Form of Proposal
 - Tabbed as described in Section III (B)
 - Loose-leaf ringed binder
 - Numbered pages
- Encouraged Page Limit
 - 25 double-sided pages (excluding Tab 1)

 **Proposer Instructions**


- Form of Proposal
 - Tabbed as described in Section III (B)
 - Loose-leaf ringed binder
 - Numbered pages
- Encouraged Page Limit
 - 25 double-sided pages (excluding Tab 1)

 **Tab 1 – General Info**


- Affidavit (Attachment A)
- Conflict of Interest & Solicitation Transparency Disclosure Form (Attachment B)
- Executive Summary (Max 2 pages)
 - Primary Contact
 - Lead Developer

 **Tab 2 – Concept to Redevelop Site and Provide Public Parking**

- Development Details Form (Attachment C)
- Narrative description of proposed development
- Conceptual building elevations & site plan
- Circulation plan(s)
- Proposed development's feasibility
- Detailed budget and operating pro forma
- Timeline
- Construction mitigation plan

 **Tab 3 – Return to the City**

- Proposed Purchase Price or Lease Terms
- Tangible public benefits description
- Any requested City assistance
 - **No identified or guaranteed City assistance**

 **Evaluation Criteria**

Evaluation Criteria	Points
Concept to Activate the Site and Provide Public Parking	0-375
Return to the City	0-350
Proposer's Qualifications and Experience	0-275



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

- Details in Section IV (A)



Q&A Session

- All written questions

- No questions on tour



Transparency Policy

- All proposers and their representatives, under penalty of disqualification, will refrain from contacting anyone involved in this process for the purpose of influencing the process.

- All questions must be directed to the procurement officer.

- Full policy in **Section V (A)** of the RFP

Regency Parking Garage Disposition and Redevelopment
Pre-Proposal Meeting Registrants
August 12, 2019

Company Name	First Name	Last Name	Email	Phone Number
Adolfson & Peterson Const.	Christian	Green	cgreen@a-p.com	480-756-1867
Advanced Structural Engineering	Karen	Ratliff	karen.ratliff@advancedstructuraleng.com	602-264-1010
Central-MX	Estanislao Manuel	Soto	esoto@central-mx.com	52 15579995102
Dibble Engineering	Kent	Norcross	kent.norcross@dibblecorp.com	602-957-1155
Downtown Phoenix Partnership	Dan	Klocke	dklocke@dtphx.org	602-744-6407
Downtown Phoenix Partnership	Sara	Weaver	sscovilleweaver@dtphx.org	602-291-3694
Gensler	Benjamin	Ayers	benjamin_ayers@gensler.com	602-523-4900
Gensler	Jay	Silverberg	jay_silverberg@gensler.com	602-523-4900
Glisir Capital Partners	Justin	Marino	justinm@glasircp.com	480-344-1746
Hines	James	Bulsiewicz	James.Bulsiewicz@hines.com	602-385-4027
Hines	Brandon	Dillingham	Brandon.Dillingham@hines.com	
LGE	Andrew	Greybar	andrewg@lgedesignbuild.com	480-966-4001
LGE	Grant	Kingdon	grantk@creationequity.com	602-600-6363
Mountain Parking Equipment	John	Mendoza	JohnMendoza@MtnPark.com	602-736-6190
Norris Design	Greg	Rowan	growan@norris-design.com	602-254-9600
PK Associates	Cliff	Paul	CliffP@pkastructural.com	480-922-8854
PK Associates Consulting	Yvonne	Koehler	ykoehler@pkastructural.com	602-510-7854
Reef	Ron	Coughlin		808-256-6262
Reef	Katie	Richerbach	katie.richerbach@reefparking.com	607-407-9590
RSP Architects	Bob	Colletta	bob.colletta@rsparch.com	480-889-2000
RSP Architects	Michelle	Schwartz	Michelle.Schwartz@rsparch.com	480-889-2024
Southern Land Company	Alex	Woodin	alex.woodin@southernland.com	720-531-8926
Speedie and Associates	Jamie	Schindeldecker	jamies@speedie.net	602-344-4720
Sunbelt Holdings	Justin	Graham	Justin@sunbeltholdings.com	480-609-2330
Sundt	Sarah	Owen	snowen@sundt.com	
The Berger Company	Todd	Mark	todd@bergerholdings.com	480-922-5965
The Berger Company	Barry	Nidiffer	barry@bergerholdings.com	
Toll Brothers	Todd	Bowden	tbowden@tollbrothers.com	480-596-5836
Toll Brothers	Tyler	Hardy	thardy@tollbrothers.com	480-540-8535
Weitz	Kirk	Fonfara	Kirk.Fonfara@weitz.com	602-614-6710
Wood Patel	Brooke	Vink	bvink@woodpatel.com	602-336-7915

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Notification Requesters

Clearway Energy	Katie	Gajewski	katie.gajewski@clearwayenergy.com	602-281-9878
Cushman & Wakefield	Don	Arones	don.arones@cushwake.com	602-224-4432
Cushman & Wakefield	Hunter	Gray	hunter.gray@cushwake.com	602-224-4400
Dibble Engineering	Stephanie	Munoz	stephanie.munoz@dibblecorp	602-957-1155
Verdek	Rudy	Garcia	rgarcia@verdek.com	602-686-0347