

Jefferson St. Parcels at 14th St. Lease and Redevelopment Request for Proposals (RFP) Pre-Proposal Meeting

June 30, 2021
Phoenix City Hall

City of Phoenix
COMMUNITY & ECONOMIC
DEVELOPMENT DEPARTMENT

Agenda

- RFP Basics
- Scope of Work
- 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 July 16, 2021
 - 2:00 p.m. local Phoenix time
 - Email: procurement.request.ced@phoenix.gov
- Answers available by July 27, 2021
- <https://solicitations.phoenix.gov/Solicitations/Details/993>

Proposal Deadline



**Thursday
August 17, 2021
2:00 p.m.
local Phoenix time**

Late proposals will be rejected.

Minimum Qualifications

- Proposer
 - 1 Vertical mixed-use development at least 3 stories in the last 5 years
- Proposed Development must include
 - Market, affordable and workforce residential
 - ≥ 50% = affordable or workforce
- Proposed Lease Rate
 - 1st year ≥ \$36,350
 - 3% annual increase
- **Any proposal that does not include the minimum qualifications will be disqualified.**

Proposal Guarantee

- \$10,000 cashier's check (1 check)
- ***Any proposal that does not include a proposal guarantee will be disqualified.***

Business Opportunity Site



Business Opportunity

- Lease only
- Considerations
 - Mixed-Use Development
 - Mixed-Income Residential
- Desired Project
 - Section II (F) (pages 7-8 of RFP)

Proposer Instructions


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

Proposer Instructions


- Form of Proposal
 - Tabbed as described in Section III (B)
 - Loose-leaf ringed binder
 - Numbered pages
 - 12 point Arial font
- 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)
- Commitment Form (Attachment C)
- Federal Certifications (Attachment D)
- Executive Summary (Max 2 pages)
 - Primary Contact
 - Lead Developer

 **Tab 2 – Concept to Activate Site**


- Development Details Form (Attachment D)
- Narrative describing proposed development
- Conceptual building elevations & site plan
- Circulation plan(s)
- Proposed development's feasibility
- Detailed budget and operating pro forma
- Timeline
- Construction mitigation plan
- **Must reflect the minimum qualifications**

 **Tab 3 – Return to the City**


- Lease Payment Schedule
 - **Must reflect the minimum qualifications**
- Tangible public benefits description
- Any requested City assistance
 - **No guaranteed City assistance**

 **Tab 4 – Proposer's Qualifications and Experience**


- Documented experience to meet the minimum qualifications
- Key individuals and companies on proposed development team
- Proposed Development Team's Q&E
 - Track record of similar scale and complexity
 - Key individuals, companies and organization structure of proposer
 - Roles/responsibilities
 - Similar projects successfully completed

 **Tab 4 – Proposer's Qualifications and Experience (Part 2)**

- Proposer's Financial Capacity
 - Clear funding strategy
 - Potential lenders of interest
 - Documentation of successfully working for the proposed equity/financing/granting entities
 - Tax credit info, if applicable

 **Evaluation Criteria**

- Concept to Activate the Site (0-375 points)
- Return to the City (0-325 points)
- Proposer's Qualifications and Experience (0-300 points)

 **Q&A Session**

- All written questions



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

Jefferson Street Parcels at 14th Street RFP
 Pre-Proposal Meeting Registration List
 June 30, 2021

Company Name	First Name	Last Name	Email	Phone Number
Desman	Hoshi	Engineer	hengineer@desman.com	303-740-1700
Fishbeck	Greg	Ehmke	gehmk@fishbeck.com	269-599-1723
GLHN Architects & Engineers, INC	Sedona	Scheopner	sscheopner@glhn.com	520-881-4546
Holly Street Studio	Steven	Warnick	steven@hollystreetstudio.com	602-258-8555
KHAVL Transport LLC McKinley	Patricia	Mckinley	khavlmck@gmail.com	480 559 7742
McCormack Baron	Marina	Salazar	marina.salazar@mccormackbaron.com	213-236-2696
Newport SW LLC	David	Wohl	dwohl@newportpartners.com	520-248-8213
Renaissance Development LLC	Richard	Yarbough	rdbo@aol.com	602-257-5064
PK Associates Consulting Structural Eng	Yvonne	Koehler	ykoehler@pkstructural.com	602-510-7854
Plan*et Communities	Leslie	Dornfield	leslie@plan-et.us	602-864-0791
ProDims	Bob	Wirth	bwirth@prodims.com	480-902-0570
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Synergy Incorporated	Ryan	Broms	ryan@synergyi.com	206-510-0171
The Richman Group of California	Jason	Rastegar	rastegarj@richmancapital.com	310-402-7706
Virgil Berry Realty	Virgil	Berry	virgilberry@berryrealty.com	
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	Armida	Lopez	armida.lopez@gmail.com	928-257-7444