

**City of Albuquerque  
Metropolitan Redevelopment Agency**

**Request for Proposals  
Central & Alcazar  
7200 Central Ave SE**



**Selection Number: RFP #01-2023**

**Issuance Date:**  
July 19, 2023

**No Pre-Proposal Conference**

**Deadline for submitting questions:**

August 11, 2023

Direct Formal Inquiries (Exhibit A) to: [crlithgow@cabq.gov](mailto:crlithgow@cabq.gov)

Questions will not be answered by phone

*Responses to Formal Inquiries will be posted to the RFP Website*

**Deadline to submit Proposals:**

August 31, 2023 at 4:00pm, Local Mountain Standard Time

Via Electronic Upload: <https://sftp.cabq.gov/link/IUNkzwHnucs/>

**RFP Website:**

<https://www.cabq.gov/mra/request-for-proposals>

## GLOSSARY OF TERMS

Throughout this Request for Proposals the terms that begin capitalized letters are defined below:

**ADC:** Albuquerque Development Commission. The Commission for the Metropolitan Redevelopment Agency.

**City:** The Incorporated City of Albuquerque.

**Development and Disposition Agreement:** The terms of the awarded contract between the successful Proposer and the City that contribute the Property to the successful Project/Proposal.

**MRA:** The City of Albuquerque Metropolitan Redevelopment Agency.

**MR Area(s):** Legislatively designated Metropolitan Redevelopment Areas.

**Project:** The real estate development that is built as a result of this of the RFP.

**Property:** The real property located at 7200 Central Ave SE, Albuquerque, NM 87108.

**Proposal:** Any submitted response to this RFP.

**Proposer:** A person or entity responding to this RFP.

**Request for Proposals (RFP):** This document providing information and specific requirements for Proposers to submit Proposals under the terms outlined herein.

**A. Introduction.** The City of Albuquerque (“City”), through its Metropolitan Redevelopment Agency (“MRA”), invites developers to submit Proposals for Projects on MRA-owned land in the Near Heights MR Area located at 7200 Central Ave SE. See Exhibit B for a subject area map. This Request for Proposals (“RFP”) is intended to select a single Proposer to develop the entire property. Proposals must include housing development, but may also include a mix of uses (retail or commercial) that support the International Marketplace identified in the Near Heights Redevelopment Area Plan. Responses to this RFP will be used to select a single Proposer to enter into an Exclusive Negotiation Agreement, if necessary, whereby the City and Proposer will outline the roles, responsibilities, and timeline for the Proposer and the City to conduct further planning, advance design, and secure project financing, which will ultimately result in a Development and Disposition Agreement between the Parties.

MRA seeks Proposals which have a compelling project and development team assembly. The Proposer will need to demonstrate the capacity and experience to deliver on the vision outlined in their Proposal. Ultimately, the MRA seeks teams that can demonstrate the capacity to deliver projects that best fulfill the goals expressed in the Threshold and Evaluation Criteria.

**B. Near Heights Redevelopment Area Plan.** The Property is located in the Near Heights Metropolitan Redevelopment Area. The Near Heights Redevelopment Area Plan (2000) (“Plan”) envisioned this Property and adjacent properties as part of an International Marketplace built to support the needs of diverse cultures and ethnic communities that surround it. The objective of the marketplace development project was “to redevelop substantial portions of the project area in order to change the present land uses into more productive and compatible uses. Combined, these uses should create a new activity center whose programs would be a catalyst for other redevelopment in the Near Heights in general and along East Central Avenue in particular.” A portion of this vision has been completed with the construction of the Talin Market World Food Fare in 2004 and the redevelopment of the Buddhist Temple to the south. The Plan notes that the success of an international market would require sufficient population to support its retail activity. It also notes the need for design that ensures shoppers feel safe and secure to encourage visitor traffic and repeat customers.

**C. Property Information.** The Property was previously home to the Blue Spruce bar, which was identified as an ideal property for City acquisition in the Plan since it was “characterized by local residents as a nuisance and a blight on the area due to the high incidence of policy activity at the address” (Plan, 2000). The City acquired the property in 2004 through direct purchase from the property owner. The purchase included a second adjacent parcel, which was then combined into a single parcel (now the Property). A replat of the Property is included as Exhibit C. In 2007, MRA and the Department of Family & Community Services completed streetscape improvements to the surrounding sidewalks, which included cultural design motifs and podium tile mural installations.

**D. Form of Development Assistance.** As authorized by the New Mexico Redevelopment Code (3-60A-1 to 3-60A-48 NMSA 1978) and the corresponding Albuquerque Ordinance, the City can offer the following resources proposed Projects:

- a. **Land at Fair Value:** Through this RFP, the City is making the Property available at “Fair Value.” Once an MR Area is designated and the respective Redevelopment Plan has been adopted, the local governing body may utilize §3-60A-12 of the New Mexico State Code to dispose of property under municipal control:

“A municipality may sell, lease or otherwise transfer real property or any interest therein acquired by it in a metropolitan redevelopment area and may enter into contracts with respect thereto for residential, commercial, industrial or other uses, or for public use, or may retain such property or interest for public use, in accordance with the plan. The purchasers or lessees and their successors and assigns shall be obligated to devote the real property only to the uses specified in the metropolitan redevelopment plan for a period of years as set out in the sale or lease agreement and may be obligated to comply with other requirements which the municipality may determine to be in the public interest, including the obligation to begin within a reasonable time any improvements on real property required by the plan. The real property or interest shall be sold, leased, otherwise transferred or retained at not less than its *fair value* [emphasis added] for uses in accordance with Redevelopment Law as determined by the governing body of the municipality or by the metropolitan redevelopment agency, if so authorized.”

Fair Value considers the community, economic, and social benefits of the planned redevelopment. Fair Value will be determined individually based on the public good derived from the successfully selected Project. MRA projects that involve the disposition of land must be approved by City Council.

- b. **Assistance with City Development Process:** Upon selection of the development team(s), MRA will assist the successful Proposer by co-sponsoring any associated land use approvals necessary to accomplish the Project. Services will include advice and assistance with zoning review, site plan or subdivision approvals, and plan check and building permits, and expediting City response times when possible. The successful Proposer, at their expense, will be responsible for the preparation of all documentation to obtain any associated approvals and/or permits required to complete the project, as well as all permit fees. The City may waive the associated impact fees, if any.
- c. **Other Public Funding Sources:** Other public funding sources may exist for the Project that are not listed in this RFP, including MRA’s [Redevelopment Tax Abatement program](#). The City encourages Proposers to pursue other public, private, or philanthropic funding sources, if necessary, to ensure financial feasibility. Proposers should keep in mind public incentives are subject to applicable local, state and federal laws and regulations, potential voter approval, funding availability and policies that govern those incentive programs.

**E. Threshold Criteria.** All Projects must substantially meet the following Threshold Criteria:

- a. ***Creates housing units.*** Proposed Projects must include a minimum of 30 new housing units. Mixed use projects with office/retail/cultural/community elements are also welcomed.
- b. ***Elimination of blight & contribution to relevant MR Area Plan.*** The Property offered in this RFP is in the Near Heights Redevelopment Area. The proposed Project must alleviate the blighted conditions and further one or more of the goals and/or strategies identified in the Near Heights Metropolitan Redevelopment Plan. The Plan can be accessed online: <https://www.cabq.gov/mra/redevelopment-areas/near-heights>. This Property is not a part of the Near Heights Expansion Area. Proposers should refer to

**the original Near Heights Metropolitan Redevelopment Area Plan (2000) for relevant strategies.**

**F. Evaluation Criteria.** The additional criteria listed below outline how the project will be evaluated, and where Proposers can earn points during the evaluation process.

- a. **Development team experience. – 100 points.** Proposers must provide a description of their team’s demonstrated expertise and track record in the development of similar projects that have revitalized communities and furthered economic development. This description should include the team’s experience in financing, building and operating similar projects on time and on budget.
  - i. Complete the Experience Matrix (see **Exhibit D - Proposal Information Sheet**), listing all development projects completed in the past 10 years.
  - ii. Provide at least two detailed examples of past successful developments of similar size and mix of uses that the Proposer was involved in or redevelopment projects for which the Proposer took the lead.
  - iii. Proposer shall provide letter(s) of support from a financial institution that has financed Proposer’s projects in the past.
- b. **Community benefits matrix – 100 points.** Projects must fill out the Community Benefit Matrix. **Proposers should only identify/select elements in the Community Benefit Matrix that are financially feasible and which they are committed to incorporating into their final design. Community Benefit items identified in Proposals will be incorporated into the Development and Disposition Agreement and will be required to be included in the completed Project.** Projects will be evaluated based on points earned each category. Projects should aim to meet a minimum of 75 points to be considered competitive. The Community Benefit Matrix provides a diverse array of design and development qualities, offering up to 410 points to choose from. This RFP caps the points available to be earned under this Evaluation Criterion at 100, though Proposals with Community Benefit Matrix scores over 100 are welcomed. Categories include:
  - i. Sustainability (up to 205 points available)
  - ii. Economic Impact (up to 50 points available)
  - iii. Placemaking (up to 140 points available)
  - iv. Community Wealth Building (up to 50 points available)
- c. **Meets an unmet housing or community need – 100 points.** Beyond the required minimum of 16 new housing units, a total of 100 points are available based on the Project’s ability to meet one or more of the following housing or community characteristics:
  - i. **Unmet housing need.** Projects should meet an unmet housing need and provide housing diversity in the Subject Area. Applications must provide market data to document the unmet housing need.
  - ii. **Unmet community need.** Project that includes an office, retail, culture, or community component shall provide an unmet community need.

Applications must provide market data to document the unmet community need.

iii. Additional housing. Projects can receive additional points by providing more than the threshold required 30 housing units.

d. **Project Schedule – 50 points.** Provide a project schedule beginning with conceptual design through to construction completion. Projects will be evaluated based on the achievability of the Proposer’s time schedule and the Proposer’s ability to complete the project satisfactorily in a timely manner. Projects with earlier construction completion dates will be scored higher.

**G. Submission Content.** Expressions of Interest will consist of a Project Narrative, Financial Summary (**Exhibit E**), and the Community Benefits Matrix (**Exhibit F**). All submitted files should be named list the Project title first, the Submission Content second, and the Proposer entity last. For example: “Central Apartments – Project Narrative – GenericProposerLLC.”

a. **Project Narrative.** The Project Narrative should be **no longer than 20 pages.** Site control documentation, site plans, optional renderings and exhibits do not count toward the page limit. The submission should include sections, ordered as it appears below, that address the following:

i. **Proposal Information Sheet.** Complete the Proposal Information Sheet attached as **Exhibit D** and include it as the first page of your Project Narrative.

ii. **Project summary.** The development team must articulate a vision and development strategy for the Project that includes sustainable, innovative and revenue-producing development possibilities, which must include housing but may also include mixed-uses such as retail, office, community, or cultural uses. Proposers should describe the target number of stories, mix of uses, unit types and project size (square footage range is acceptable). A basic site plan must be provided. Sketch elevations or renderings can be included but are not required.

iii. **Threshold Criteria.** Describe how the Project meets all of the Threshold Criteria in Section C. Please provide a narrative response to each criterion in the order listed in this RFP.

iv. **Evaluation Criteria.** Describe how the Project meets all of the Evaluation Criteria described in Section D. Please provide a narrative response to each criterion in the order listed in this RFP.

v. **Financing Structure.** Identify generally the type of financial structure the team plans to pursue, including whether the project will apply for private or public financing (such as HUD 221d(4) or USDOT RRIF). List the anticipated need for gap financing.

vi. **Site control.** Provide documentation proving site control for the Project, such as a deed, ground lease (minimum 50 years) or option to purchase.

vii. **Letter of Acknowledgement.** Complete and sign **Exhibit G**.

b. **Financial Summary.** Complete, *in its entirety including all tabs*, the Excel Financial Summary attached as **Exhibit E**. Financial structure, costs, etc. may be based on preliminary estimates. Must be uploaded as an excel document.

- c. **Developer’s Proforma.** Submit the Proposer’s original proforma for the Project.
- d. **Community Benefits Matrix.** Fill in the Community Benefits Matrix with points earned for each category (**Exhibit F**). Must be uploaded as excel document.

## H. Evaluation Process

- a. **Review for Responsive Proposals.** MRA staff will conduct an initial review of all submitted Proposals to determine if the proposal is responsive and meets the Threshold Criteria. Responses may be rejected as non-responsive if they are not in accord with the RFP, incomplete, or do not meet the Threshold Criteria, in the sole discretion of the Metropolitan Redevelopment Agency Director.
- b. **Financial Review.** The City may elect to hire third-party consultants to conduct an underwriting analysis of the Project. The third-party consultants may reach out to the Proposers to request additional financial information. If Projects are not considered financially feasible with available sources and uses, Proposals may be deemed non-responsive.
- c. **Advisory Committee Review.** If there is more than one Proposer who is considered Responsive, the MRA will convene an Advisory Review Committee (“the Committee”) to rank the proposals based on the Evaluation Criteria. The Committee will consist of at least five members selected by the City’s Chief Administrative Officer.

The Committee will evaluate all responsive Proposals and measure each Proposer’s response against the Evaluation Criteria set forth in Section D. resulting in a numerical score for each Response. There is a total of 300 points available in the categories listed. The Committee will use this evaluation criteria as a guide in making their recommendation to the Albuquerque Development Commission. The Committee will recommend to ADC that one or more Proposers enter into an Exclusive Negotiation Agreement with the MRA.

- i. The Committee may send questions to Proposers to seek clarification on portions of their Responses.
- ii. The Committee may conduct interviews of the top Proposers following the initial review. The City may request supplemental information during the selection process.
- iii. The Committee may request assistance from third-party technical advisors who may review the Responses and advise the committee.
- iv. The Committee will recommend a selection of one or more Proposers. The Committee’s recommendation will then be forwarded to the Albuquerque Development Commission. The Albuquerque Development Commission may accept the recommendation, reject the recommendation, or direct the MRA staff to conduct further analysis. The Albuquerque Development Commission is not authorized to select a different Response.

## I. Exclusive Negotiations Agreement

Based on the Committee and ADC recommendation (if applicable), MRA staff will execute an Exclusive Negotiations Agreement (“ENA”), which will outline the roles, responsibilities, and timeline for the Proposer and the City to conduct further planning, concept development, and

secure or apply for necessary funding for the proposed Project. The ENA is a temporary agreement pending execution of a Development and Disposition Agreement. If the Proposal is complete enough to skip the ENA, the MRA may choose to enter directly into a Development and Disposition Agreement, at MRA's sole discretion.

#### **J. Development and Disposition Agreement**

Once the ENA has been signed, MRA and Proposer(s) will negotiate a Development and Disposition Agreement. The Development and Disposition Agreement for the Project will include performance requirements and mandatory reversionary/clawback provisions that will be triggered including contract termination if the performance requirements are not satisfied. The Albuquerque Development Commission will be responsible for recommending approval of any Development and Disposition Agreement to City Council, or may direct MRA staff to negotiate different terms. A sample Development & Disposition Agreement is included as Exhibit H. Any disposition of MRA/City-owned land requires City Council approval, in a form such as the one provided in Exhibit H. The sample agreement is for basic informational and planning purposes only. The content and terms of this Agreement are subject to change based on specific Proposals submitted in response to the RFP for which this template has been released; mutual negotiation between the City and the selected Respondent; changes to City policy; and/or changes to local, state, or national law.

#### **K. Submittal Process.**

- a. **Schedule for Response to RFP.** The deadlines related to this RFP are on the cover page. The City reserves the right to revise this schedule in the event that it is needed. Failure to submit a timely Response pursuant to the RFP and any addendum may be grounds for deeming a submittal non-responsive. If a revision to this schedule must occur, the addenda will be posted to the City's website:  
<https://www.cabq.gov/mra/request-for-proposals>
- b. **RFP Addenda.** It is the responsibility of all Proposers to examine this entire RFP and seek clarification of any requirement that may not be clear and to check all responses for accuracy before submitting a Response. Negligence in preparing a Proposal may result in the submittal being deemed non-responsive in the City's sole discretion. The Proposer shall be responsible for fully understanding the requirements of the RFP and subsequent documents. Failure to responding to any publicized amendments shall render the Proposal incomplete and nonresponsive. It is the Proposer's responsibility to keep apprised of answers to questions and any amendments to this RFP by frequently checking the following website: <https://www.cabq.gov/mra/request-for-proposals>
- c. **Formal Inquiries.** During the Project awarding process, commencing with issuance of this RFP and continuing until award of a contract for the Project (or cancellation of the award), no employee, member or agent of any Proposer shall have any communications regarding this award with any member of the City, the Committee, the ADC, their advisors or any of their contractors or consultants involved with the awarding of the Project, except for communications expressly permitted by this RFP. Any Proposer engaging in such prohibited communication may be disqualified at the sole discretion of the City.
  - i. All formal inquiries or requests for significant or material clarification or technical interpretations or notification to the City of errors or omissions



relating to this RFP must be directed, in writing, to the contact listed on the cover page. Requests must be submitted on the Inquiry Form (**Exhibit A**) provided on the City's website. The City will post these inquiries and affiliated responses to the website within 8 business days of receipt of the inquiry. The source of the question will not be disclosed until the contract has been awarded.

- d. **Preparation of Response.** The City will not reimburse the cost of developing, presenting, submitting or providing any response to this solicitation. All materials and Responses submitted in response to this solicitation become the property of the City and will not be returned.
  - e. **Authorized Representative.** Any Proposer submitting a Response shall be deemed to have read and understood all the terms, conditions and requirements in the RFP and any addenda. **Submissions must include a completed RFP Letter of Acknowledgement (Exhibit G) signed by an individual authorized to legally bind the Proposer.**
  - f. **Submission of Responses.** Responses may be submitted at any time until the due date and time on the RFP cover. Responses must be uploaded to Metropolitan Redevelopment Agency via the City of Albuquerque's Super-Flash File Transfer Protocol ("SFFTP") file directory at <https://sfftp.cabq.gov/link/IUNkzwHnucs/>. **Thoroughly review Exhibit I for upload instructions to ensure your file is properly uploaded.** No telephone, email or facsimile Responses will be considered. Late submissions will not be accepted.
  - g. **Rights Reserved by City.** The City reserves the right to reject any or all offers. The City may elect to waive informalities and minor irregularities in offers received. Nothing in this RFP implies a contractual obligation with any firm, nor will the City reimburse costs for submittal requirements. All responses and accompanying documentation to the RFP will become the property of the City at the time the Responses are submitted. Responses should include all criteria, including any additional criteria set forth by addenda, to be considered complete. Any Response that does not meet this requirement may be considered non-responsive.
  - h. **Appeal Procedures.** Within 15 days after the Albuquerque Development Commission's final selection, any Proposer not selected may appeal the decision to the City Council. For more information regarding the appeal process, please refer to Section 14-8-4-8 of the Metropolitan Redevelopment Agency Ordinance.
- L. Timeline.** The rough timeline to reach a fully signed Development and Disposition Agreement for this RFP is generally expected as follows:
- a. Evaluation Process & ADC Hearing (selection of Proposal): 1 – 3 months
  - b. Exclusive Negotiation Agreement: 2 weeks
  - c. Development Agreement Negotiations: 4 – 9 months
  - d. ADC Recommendation & City Council Hearings: 3 – 5 months
  - e. Development & Disposition Agreement Signature Routing: 2 – 4 weeks
  - f. **Total Time from RFP Response: 10 – 18 months**

**M. Attachments.** Attachments to this REFI include:

- a. Exhibit A – Formal Inquiry Form
- b. Exhibit B – Subject Area Map
- c. Exhibit C – Site Replat
- d. Exhibit D – Proposal Information Sheet
- e. Exhibit E – Financial Summary (excel)
- f. Exhibit F – Community Benefit Matrix (excel)
- g. Exhibit G – Letter of Acknowledgement
- h. Exhibit H – Sample Development Agreement Template
- i. Exhibit I – SFFTP Upload Guide
- j. Exhibit J – Evaluation Criteria
- k. Exhibit K – Accepted third party diverse-owned business certifications (community benefits matrix)
- l. Exhibit L – Modified W-9 (community benefits matrix)