



**Pre-Proposal Meeting
Request for Proposals
17 City-Owned Parcels
16th St. & Broadway Rd.**

January 20, 2026



**NEIGHBORHOOD
SERVICES
DEPARTMENT**

 City of Phoenix



Welcome!

 City of Phoenix

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LEGAL NOTICE

The purpose of the Pre-Offer Conference is to provide a casual atmosphere to discuss the City's intent and to determine whether the City's requirements are clearly stated.

Although an exchange of information may take place, the official position of the City is that which is delivered in the solicitation document or in the form of a written solicitation addendum. Therefore, nothing said here today should be construed as a change to the written requirements in the solicitation document.

Any changes will be in the form of a solicitation addendum. Vendors must acknowledge receipt and acceptance of any/all addenda through the NSD Solicitations webpage.

Please note that it is the responsibility of the Offeror to read the entire solicitation document. Offerors must direct any/all questions to the Procurement Officer, in writing, to my email chris.christensen@phoenix.gov.

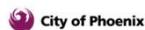


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AGENDA

- RFP Process
- Desired Projects
- Proposal Instructions
- Proposal Evaluation
- General Terms/Conditions
 - Solicitation Transparency Policy

City of Phoenix	
Request for Proposals (RFP) for the Purchase and Development of 17 City-Owned Lots Located along 16th Street at Broadway Road (NSD-RFP-26-003)	
SCHEDULE	
ACTIVITY (All times are local Phoenix time)	DATE
Issue RFP	December 30, 2025
Pre-Proposal Meeting at 10:00 a.m.	January 20, 2026
Submittal of Written Questions Deadline by 2:00 p.m.	January 30, 2026
Responses to Written Questions	February 6, 2026
Intent to Submit (Attachment G) Deadline by 2:00 p.m.	March 27, 2026
Proposal Deadline by 2:00 p.m.	April 3, 2026
Evaluation and Proposers Interviews, if applicable	May 2026
Posting Notice of Award Recommendation	June 2026
Requests for alternate formats to: Chris W Christensen, Procurement Officer City of Phoenix Neighborhood Services Department Telephone: 602-534-4444 (7-1-1 Friendly) chris.christensen@phoenix.gov	
https://www.phoenix.gov/administration/departments/nsd/solicitations.html	
This RFP does not commit the City to award any contract. All dates subject to change.	



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RFP PROCESS

Questions and Answers (Q&A)

- Written questions only
 - Some answers available today
 - All answers published on the NSD Solicitations and Development Opportunities webpage
- Written answers supersede verbal answers
- Email notification when Q & A available



Submittal of Written Questions Deadline

Deadline to Submit Written Questions is January 30, 2026



- 2 pm local Phoenix time
- Email chris.christensen@phoenix.gov
- Include the name of the RFP and number in the subject line

- Posting Responses to Written Questions by February 6, 2026

<https://www.phoenix.gov/administration/departments/nsd/solicitations.html>

Intent to Submit Deadline

**Friday, March 27, 2026
2 pm local Phoenix time**

- Email Attachment G to chris.christensen@phoenix.gov
- Proposer will be provided unique upload link upon receipt

**CITY OF PHOENIX
Neighborhood Services Department
17 CITY-OWNED LOTS RFP (NSD-RFP-26-003)**

**ATTACHMENT G
INTENT TO SUBMIT**

Submittal of this form is notification to the City of Phoenix of your intention to submit a proposal for the Purchase and Development of 17 City-Owned Parcels under Solicitation Number NSD-RFP-26-003. The Procurement Officer will create a unique upload link for your proposal along with the 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 chris.christensen@phoenix.gov by no later than March 27, 2026, 2:00 p.m. The upload link will remain active until 2:00 p.m., Phoenix local time on April 3, 2026.

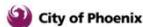
Project Name		
Proposer		
Email Addresses (you may provide access to multiple email addresses to upload documents).		
Email 1		
Email 2		
Email 3		
Email 4		
Email 5		
Email 6		

Printed Name and Title of Authorized Representative _____

Authorized Representative's Signature _____ Date _____

Proposer's Legal Name (and DBA, if applicable) _____

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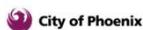


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Proposal Deadline

**Friday
April 3, 2026
2 pm local Phoenix time**

- Submit proposal via unique upload link
- Proposals received after deadline will be deemed non-responsive

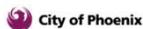


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Proposal Requirements

- Proposer may choose to propose on any or all three packages of Lots
- If proposing on more than one package of Lots, the Proposer is required to submit separate proposals

City intends to award and execute separate contracts for each package of Lots.



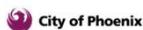
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Minimum Qualifications

- Purchase Price (minimum)
 - Package #1 Lots Appraised Value - \$750,000
 - Package #2 Lots Appraised Value - \$795,000
 - Package #3 Lots Appraised Value - \$1,450,000

Any proposal offering a cash payment less than the minimum purchase price must include the quantifiable value for each additional tangible public benefit to demonstrate the total proposed purchase price meets or exceeds the minimum purchase price.



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Minimum Qualifications - continued

- At minimum, 50% of the residential and/or multifamily units for the **Package 2 and 3 Lots** will be made available to households with income levels not to exceed 80% AMI, as defined annually by HUD
- Affordability requirements will be secured through a Declaration of Affirmative Land Use Restrictive Covenant for a minimum of 20 years



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Minimum Qualifications - continued

- A member of the proposing team to have completed and managed at least one residential and/or multifamily and/or mixed-use development project in the last five years

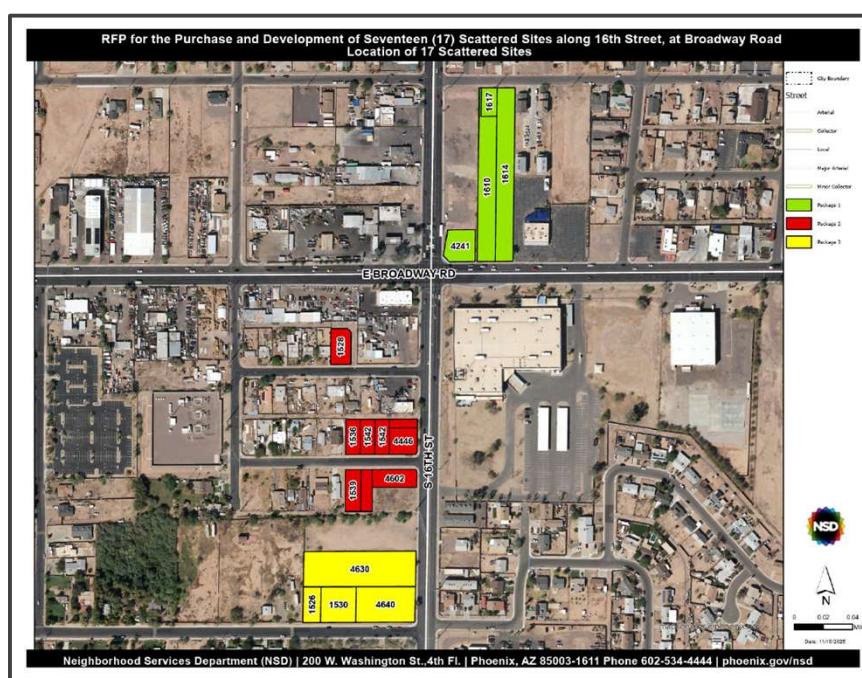
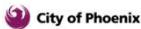
Any proposal that does not demonstrate the minimum qualifications in its proposals may be deemed non-responsive and disqualified.



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Subject Lots



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Package 1 Lots

Size: Approx. 1.91 acres

Current zoning*:

- C-2 (Intermediate Commercial)
- C-3 (General Commercial)
- R-5 (Multifamily Residential)

Regulatory Overlays:

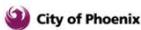
- Rio Salado Interim Overlay District

Redevelopment Area:

- Target Area B Redevelopment Area



*Rezoning application initiated. More information to come.



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Package 2 Lots

Size: Approx. 1.29 acres

Current zoning:

- R1-6 (Single-Family Residential)

Regulatory Overlays:

- South Phoenix Village and Target Area B Overlay District

Redevelopment Area:

- Target Area B Redevelopment Area



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Package 3 Lots

Size: Approx. 2.13 acres

Current zoning:

- R-5 (Multifamily Residential)

Regulatory Overlays:

- South Phoenix Village and Target Area B Overlay District

Redevelopment Area:

- Target Area B Redevelopment Area



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DESIRED PROJECTS

- Mixed-use development
- Affordable residential infill opportunities
- Create a development that is compatible with the neighborhood in scale, type of development, historic setbacks, etc.
- Be initiated and completed within a reasonable time acceptable to the City



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DESIRED PROJECTS - continued

- Be consistent with all applicable regulations, guidelines, adopted plans, such as the HPP and TAB RDA plans
- Incorporate elements of sustainability into the design
- Minimum 50% of units for each proposal available to households with income levels not to exceed 80% AMI
- Require minimal, if any, City assistance
- Create a design that supports the neighborhood with future participation in the Gated Alley Program



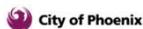
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PROPOSAL INSTRUCTIONS

- All timely proposals will be reviewed to determine whether the minimum qualification requirements have been met
- If only one proposal is received for any Package, the City may proceed without convening an Evaluation Committee

Conform to format as described in Section III. A (page 12).



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Tab 1 – General Information

- Executed Affidavit (Attachment A)
- Signed Conflict of Interest & Solicitation Transparency Disclosure (Attachment B)
- Executive Summary (maximum 2 pages)
 - Concise summary and narrative of the overall proposal
 - Primary Contact
 - Lead Developer



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Tab 2 – Concept to Activate Site

- Development Details (Attachment C)
- Narrative description of proposed project
- Proposed development's feasibility
 - Research/market demand data
 - Method of property control
 - Project budget
 - Project pro forma, if applicable

CITY OF PHOENIX
Neighborhood Services Department
17 CITY-OWNED LOTS RFP-26-003

ATTACHMENT C
DEVELOPMENT DETAILS

Each proposer must complete and submit this form with its proposal.

Name of proposer: _____

Development details for Package # _____

• Residential SF: _____
 • Other SF (detail): _____
 • Number of Residential Units: _____
 • Number of Units by Residential Type:

- Rental Units: _____
- For Sale Units: _____

 • Number of Units by Market Type:

- Affordable/Income-Restricted: _____
- Market Rate: _____
- Mixed-Income: _____

 • Number of Parking Spaces: _____
 • Building Height (feet and stories): _____
 • Estimated Number of Construction Jobs: _____
 • Estimated Number of Permanent Jobs: _____
 • Estimated Value of Project: \$ _____

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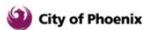
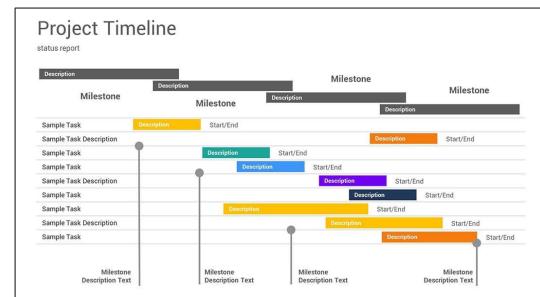


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Tab 2 – Concept to Activate Site - continued

- Conceptual building elevations and/or site plans
- Circulation plans, if applicable
- Project timeline
 - Include major milestones
 - All phases of the project
 - Reasonable assumptions
- Construction mitigation plan
 - Identify potential impacts
 - Outline viable mitigation strategies



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Tab 3 – Return to the City

- Offered Purchase Price (Attachment F)
- Description of tangible public benefits
 - Must be quantified if part of the offered purchase price
- Requested City assistance
 - **No identified or guaranteed City assistance**

CITY OF PHOENIX
Neighborhood Services Department
17 CITY-OWNED LOTS RFP (NSD-RFP-26-003)
ATTACHMENT E

OFFERED PURCHASE PRICE

Each proposer must complete and submit this form with its proposal for each Lot proposer wishes to bid on.

Name of proposer: _____

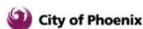
Offered purchase price for Package _____

Offered Purchase Price \$_____

The City will not be responsible for any proposer errors or omissions.

* - Any proposal offering a payment less than the minimum purchase price listed in Attachment D must include the quantifiable value for each additional tangible public benefit under Tab 3 – Return to the City, to demonstrate the total proposed purchase price meets or exceeds the minimum purchase price.

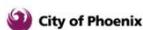
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Tab 4 – Qualifications, Experience and Financial Capacity

- Proposed development team's Q & E
 - Track record of similar scale and complexity
 - Key individuals, companies, and organization structure of the proposer
 - Roles and responsibilities
 - Similar projects successfully completed



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Tab 4 – continued

- Provide documentation to demonstrate financial capacity to execute and complete proposal successfully, including
 - Clear funding strategy
 - Identify all financing sources
 - Documentation from potential lenders of interest
 - Cite other successful projects completed with proposed financing entities, if applicable
 - Evidence of financing for prior projects



Exceptions Not Allowed

- **Proposer must not take any exceptions to any terms, conditions, or material requirements of this solicitation**
- **Proposals submitted with exceptions may be deemed non-responsive and disqualified from further consideration, in the City's sole discretion**
- **Proposers must conform to all requirements specified in this RFP**

PROPOSAL EVALUATION

Evaluation Panel

- Review and evaluate written proposals
- Determine a consensus score for each criterion
- Recommend proposer to be awarded the contract
- Panel may interview all the proposers or a short list of proposers

Details in Section IV. A. (page 15).



Evaluation Criteria

- Proposals evaluated based on the following criteria:
 - Concept to Activate the Site (0 - 400 points)
 - Return to the City (0 - 150 points)
 - Qualifications, Experience and Financial Capacity of Proposer (0 - 450 points)



GENERAL TERMS & CONDITIONS

Solicitation Transparency Policy

- All proposers and their representatives, under penalty of disqualification, will **only** discuss this business opportunity and their proposals with the procurement officer identified on page 1
- **Proposers that violate this policy will be disqualified**

Full policy in Section V. A. (page 16).



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- ✓ Submit Written Questions Deadline
January 30, 2026, by 2 pm
- ✓ Intent to Submit Deadline
March 27, 2026, by 2 pm
- ✓ Proposal Deadline
April 3, 2026, by 2 pm

**Thank you for
your participation!**



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Request for Proposals for the Purchase and Development of 17 City-Owned Parcels Located along 16th Street Broadway Road (NSD-RFP-26-003)
 Pre-Proposal Meeting Attendee List
 January 20, 2026

Company Name	First Name	Last Name	Email
Christian Relief Services	Dawn	Augusta	highergroundaz@gmail.com
FOCUS NA Phoenix	Georgia	Lipane	glipane@gmail.com
FOCUS Phoenix	Christopher	Lopez	clopez@focusna.org
Hawk Builders LLC	Ryan	Lucero	ryan@hawkbuilders.net
Individual	Lorraine	Rodriquez	destiniosborn146@gmail.com
Individual	Brad	Weinig	
Individual	Michael	Kimmelman	
Individual	Raz	Torres	
Individual	Keith	Brous	
Inunity LLC	Andy	Gray	andy@inunitysm.com
Landline LLC	Ryan	Aweida	ryan@landln.com
Marcus Shields	Marcus	Shields	presspros@gmail.com
McCormack Baron Salazar	Louis	Bernardy	louis.bernardy@mccormackbaron.com
MRM Construction	Melissa	Torres	azluxstay@gmail.com
No Backboard Basketball League	Mark Tee	Armstrong	marknobackboard@gmail.com
Rooted EdVentures	Casey	Warmbrand	rooted.edventures@gmail.com
SAHM	Destini	Osborn	mymomlife6@gmail.com
SN Group LLC	Omar	Abdallah	omar@relawaz.com
Tiger Mountain Foundation	Fred	Stevens	fred.stevens@tigermountainfoundation.org
TigerMountain Foundation	Darren	Chapman	darren.chapman@tigermountainfoundation.org
Triadvocates	Roxanna	Pitones	roxanna@triadvocates.com