

**NOTICE & REQUEST FOR PROPOSALS
TOWN OF GILBERT**

Services: Development and Disposition of Land

RFP Number: 322000000

Proposal Opening/Deadline for Submittal: 2 p.m., October 11, 2021

Location: Email to Terry Kelley (terry.kelley@GilbertAZ.gov)

Town Staff Contact/ telephone number: Terry Kelley, (480) 503-6951

Bid documents may be downloaded from: www.gilbertaz.gov/rfp at no charge.

Date and Location for Submittal of Sealed Proposals: Submittals for this Request for Proposals (RFP) will be emailed to Terry Kelley, (terry.kelley@GilbertAZ.gov) until the time and date cited above. The bid shall be in PDF format and all required information must be included. Once your bid is received, you will receive email confirmation from Terry Kelley and your bid will be included in the **As Read List**. The **As Read List** will be posted on the Town's website. Submittals must be emailed to Terry Kelley of the Purchasing Division Office prior to the exact time and date indicated above. Late submittals will not be considered under any circumstances.

Project Summary: Gilbert, AZ is issuing this Request for Proposal (RFP) to solicit proposals from development firms for developing small-scale, pedestrian oriented mixed-use development. This site located in the Gilbert Heritage District is referred to as the South Anchor in the Gilbert 2018 Redevelopment Plan. The site contains both north and south parcels of land with approximately .87 acres of land North of Washington Avenue and approximately 1.31 acres of land South of Washington Avenue, for a combined total of 2.18 acres (approximately). The corresponding APN's to the South Anchor site include: 30218027, 30218028, 30218029, 30218030, 30218031, 30218032, 30218033, 30218034, 30218035A, 30218038A.

Proposal Requirement: Each submittal will be in accordance with requirements, set forth in the RFP, which may be downloaded from www.gilbertaz.gov/rfp. Any response which does not conform in all material respects to the RFP will be considered non-responsive.

Right to Reject Proposals: Gilbert reserves the right to reject any or all submittals, waive any informality in a submission or to withhold the Award for any reason Gilbert determines.

Equal Opportunity: Gilbert is an equal opportunity employer. Minority and women's business enterprises are encouraged to submit proposals on this solicitation.

TOWN OF GILBERT, ARIZONA

**TOWN OF GILBERT, ARIZONA
NOTICE OF REQUEST FOR PROPOSAL**

SOLICITATION TITLE: **DEVELOPMENT AND DISPOSITION OF LAND:**
2.18 acres of land located on the north west corner of Gilbert and Elliot Roads. The site contains both north and south parcels of land and is approximately .87 acres of land North of Washington Avenue and is approximately 1.31 acres of land South of Washington Avenue, for a combined total of 2.18 acres (approximately). The corresponding APN's include: 30218027, 30218028, 30218029, 30218030, 30218031, 30218032, 30218033, 30218034, 30218035A, 30218038A.

SOLICITATION NO: **RFP: 322000000**

SUBMITTAL DUE DATE: **October 11, 2021**

SUBMITTAL DUE TIME: **2:00 pm (local Arizona time)**

EMAIL ADDRESS: Terry Kelley – terry.kelley@GilbertAZ.gov

HARD COPIES:
Terry Kelley
Purchasing Division
50 East Civic Center Drive
Gilbert, AZ 85296

Submittals for this Request for Proposals (RFP) will be emailed to **Terry Kelley, (terry.kelley@GilbertAZ.gov)** until the time and date cited above. The bid shall be in PDF format and all required information must be included. Once your bid is received, you will receive email confirmation from Terry Kelley and your bid will be included in the **As Read List**. The **As Read List** will be posted on the Town's website. Proposals must be emailed to Terry Kelley of the Purchasing Division Office prior to the exact time and date indicated above. Late submittals will not be considered under any circumstances.

Bidders may submit hard copies of the proposal to Terry Kelley at the address provided above. Hard copies are **not** a requirement. Hard copies must be submitted in a sealed package with the solicitation invitation number and the Offeror's name and address clearly indicated on the outside of the package. Hard Copies must be completed in ink or typewritten. Please note: hard copies are **not** required.

Proposal must be received via **email** by **2:00 p.m. October 11, 2021**. Any bid received after the time specified will be returned rejected. It is the bidder's responsibility to assure proposal are received via email by Terry Kelley (terry.kelley@GilbertAZ.gov) on or before the specified time. The email must be clearly marked with the bidder's name and the title "DEVELOPMENT AND DISPOSITION OF LAND: NORTH WEST CORNER OF GILBERT AND ELLIOT, RFP NUMBER 322000000.

VIRTUAL PRE-SUBMITTAL CONFERENCE: August 5, 2021
9:00 am local Arizona time
Webex Meeting
<https://gilbertaz.webex.com/gilbertaz/onstage/g.php?MTID=e30afd762929357757df64d8e72f4b897>
To join via phone: +1-415-655-0001 US Toll \ Access Code: 177 568 7628

Issue Date: July 13, 2020 by Terry Kelley

Town of Gilbert, Purchasing Division

General Information

1.1 Persons with Disabilities.

Persons with a disability may request a reasonable accommodation, such as a sign language interpreter, by contacting the Procurement Officer. Requests shall be made as early as possible to allow time to arrange the accommodation.

1.2. Proposer Registration.

Proposers shall register via the on-line Vendor Registration system at PublicPurchase.com in order to receive notification of Addenda to this Solicitation or notice of other solicitation opportunities. A Proposer who is not so registered must contact the Gilbert Contact person, **Terry Kelley at (480) 503-6951** to make other arrangements to receive notice of Addenda to this Solicitation. The Solicitation and all addenda will be posted on the Gilbert website at www.gilbertaz.gov/rfp.

1.3. Late Offers and Unsigned Offers.

Late offers will not be accepted. Unsigned offers will not be considered under any circumstances. It is the sole responsibility of the Offeror to ensure that its offer is received at or prior to the exact date and time indicated on the Notice Page.

1.4. Addendum.

This RFP may only be modified by a written Addendum. Offerors are responsible for obtaining all addendums.

1.5. Cost of Offer Preparation.

Gilbert will not reimburse any Offeror the cost of responding to a solicitation.

1.6. Duty to Examine.

It is the responsibility of each Offeror to examine the entire solicitation, seek clarification (inquiries), and examine its offer for accuracy before submitting the offer. Lack of care in preparing an offer shall not be grounds for modifying or withdrawing the offer after the offer due date and time, nor shall it give rise to any Agreement claim.

1.7. Inquiries. Any inquiry related to a solicitation, including any requests for or inquiries regarding standards referenced in the solicitation should be directed solely to the Procurement Officer listed on the cover page of the solicitation. The Offeror shall not contact or direct inquiries concerning this solicitation to any other Town employee unless the solicitation specifically identifies a person other than the Procurement Officer as a contact.

1.8. Submission of Inquiries.

All inquiries except those at the Pre-Submittal Conference shall be submitted in **writing (email)** and shall refer to the appropriate solicitation number, page and paragraph. Gilbert shall consider the relevancy of the inquiry but is not required to respond in writing.

1.9. Timeliness.

Any inquiry or exception to the solicitation shall be submitted at least ten (10) days before the offer due date and time for review and determination by Gilbert. Failure to do so may result in the inquiry not being considered for a solicitation addendum.

1.10. No Right to Rely on Verbal Responses.

An Offeror shall not rely on verbal responses to inquiries. A verbal reply to an inquiry does not constitute a modification of the solicitation.

1.11. Email Submission.

Proposal must be received via **email** by **2:00 p.m. October 11, 2020**. Any bid received after the time specified will be returned rejected. It is the bidder's responsibility to assure proposal are received via **email** by **Terry Kelley** (terry.kelley@GilbertAZ.gov) on or before the specified time. The email must be clearly marked with the bidder's name and the title "DEVELOPMENT AND DISPOSITION OF LAND: NORTH WEST CORNER OF GILBERT AND ELLIOT, RFP NUMBER 322000000.

1.12. Offer Amendment or Withdrawal.

An offer may be withdrawn at any time before the solicitation due date. Gilbert will not ensure confidentiality of any portion of the information submitted in the event that a public record request is made. Gilbert will endeavor to provide 48-hours’ notice before releasing materials identified by the Offeror as confidential or proprietary in order for the Offeror to apply for a court order blocking the release of the information.

1.21. Protests. A Protest must be in writing and be filed with the Purchasing Office.

A protest of a solicitation shall be received not fewer than five days before the closing date and time of the solicitation.

A protest of a proposed award requiring Town Council approval must be filed within 5 calendar days of the first posting of the award recommendation. Award recommendations are posted on the RFP web site at www.gilbertaz.gov/rfp If the protest due date occurs on a weekend or holiday the protest must be filed the next business day.

A protest must include:

- The name, address and telephone number of the protester
- The signature of the protester or its representative
- Identification of the project and the solicitation or agreement number
- A detailed statement of the legal and factual grounds of the protest including copies of relevant documents; and the form of relief requested

Gilbert will review the protest and may issue a written response.

2.1 Content. The Offer Section shall contain all of the following information:

2.1.1 Completed Offer Section.

Offers shall include the legal name of the entity in this section.

2.1.2 Evaluation Criteria.

The Offeror’s submittal should be organized by criteria.

3.1 Discussions with Offerors and Revisions to Submittals. Discussions and additional investigations may be conducted with responsible Offerors who submit submittals determined to be reasonably susceptible of being selected for award for the purpose of clarification to assure full understanding of, and responsiveness to, the solicitation requirements. Offerors shall be accorded fair and equal treatment with respect to any opportunity for discussion and revision of submittals, and such revisions may be permitted after submissions. In conducting discussions, there shall be no disclosure of any information derived from submittals submitted by competing Offerors. The purposes of such discussions shall be to:

3.1.1 Determine in greater detail such Offeror’s qualifications;

3.1.2 Explore with the Offeror the scope and nature of the project, the Offeror’s proposed method of performance, and the relative utility of alternate methods of approach

3.1.3 Determine that the Offeror will make available the necessary personnel and facilities to perform within the required time.

SUBMITTAL CONTENT

Evaluation

Clarifications. Gilbert reserves the right to obtain Offeror clarifications where necessary to arrive at a full and complete understanding of Offeror’s product, service, and/or solicitation response. Clarification means a communication with an Offeror for the purpose of eliminating ambiguities in the offer and does not give Offeror an opportunity to revise or modify its offer.

COMPANY INFORMATION

1. **COMPANY**

Firm Name: _____

Contact Name: _____

Principal Address: _____

Phone: _____

Local Address: _____

Phone: _____

Fax: _____

E-Mail: _____

Type of Organization: _____

Tax ID #: _____

Proposal Intent

Offerors are asked to submit a written proposal based on the criteria listed below, subject to any addenda that the Town may release prior to close of the offering period. Proposals will be reviewed and scored by the Town's evaluation panel and will serve as the basis for the interview between the Offeror and the Town's evaluation panel.

The Town is seeking to understand the Offeror's intent and development proposal based off the Town's vision for the South Anchor site through a well-written narrative outlining how the Offeror intends to approach the development. In addition, Offerors shall submit a conceptual site plan showing anticipated land uses and densities as well as architectural imagery that demonstrates design intent. The Town is seeking to balance the fulfillment of its vision for this property with a fair economic return, as such, Offerors shall submit a terms sheet that reflects their proposed terms for the acquisition of the property as well as development schedule that articulates the timeline to develop the property.

The Town acknowledges that proposals will be speculative and based on Offeror's best and current understanding of the site, market and the Town's goals at this time. That said, the Town is seeking complete proposals that demonstrate the Offeror's experience and soundness of approach to planning, financing and developing the site while meeting the intent of the 2018 Heritage District Redevelopment Plan.

Assumptions to Use for Proposal

- a. **Existing Zoning:** The property will remain under its current **Heritage Village Center (HVC) zoning** category. All entitlement and permitting will be completed in accordance with the Town's codes and standards. No additional General Plan amendment is needed to accommodate the anticipated project.
- b. **Redevelopment Plan:** Offerors are to assume that the current vision of the **Heritage District Redevelopment and Master Plan** are in full-effect for this proposal.
- c. **Utilities:** Offerors are NOT to assume all standard utilities (water, sewer, electric, gas and telecom) are present adjacent to or in vicinity of the site and may or may not be of sufficient capacities to accommodate the anticipated project.
- d. **Property Disposition:** Sale of the property will be contingent upon Town Council approval of (1) a proposal, and (2) a development and disposition agreement, including a purchase agreement. The evaluation panel may choose to recommend any number of proposals to the Town Council. Approval of a selected proposal by Town Council will initiate an approximately 60-day agreement negotiation/due diligence period. If negotiations are successful, the Town Council may consider the negotiated development and disposition agreement, including purchase agreement. If the Town Council approves a development and disposition agreement, including purchase agreement, Offeror will be expected to execute such development and disposition agreement and purchase agreement in the form and substance approved by the Town, and in accordance with the below schedule.
- e. **On-Site Infrastructure:** The design, financing and construction of site infrastructure is the sole responsibility of the Offeror. The Town will not make any capital or financing contribution to infrastructure. Proposals shall request minimal Town assistance and provide maximum return to the community.

PROPOSAL REQUIREMENTS

Evaluation Criteria

In responding to the RFP, Offerors shall organize their submission in such a way as to follow the general evaluation criteria listed below. The points indicate relative order of importance and weighting in scoring. Information included within the proposal may be used to evaluate Offerors as part of any criteria regardless of where that information is found within the proposal. Information obtained from the proposal and from any other relevant source may be used in the evaluation and selection process.

1. Firm Overview (05)

- a. a. Identify the full company name, mailing address, telephone number, and email address for the person (preferably the designated project manager) who will serve as the firm's primary contact person for the proposal, and provide company organization information.
- b. The Development Firm - Respondents must submit a list of members of the development firm including (as applicable) company name; legal status; company or corporation number; address; full names of officers, and brief biographical summaries of officers including development and management professionals, and any other applicable individuals whom would be considered key leaders who would be directly involved in this project if selected. Qualifications and experience of each with applicable projects should be briefly described.
- c. Legal Claims - Respondents must identify any recent or currently outstanding legal claims against the firm, team members or any key personnel, including the source of such claims, their amount, and status. Respondents shall reveal any criminal convictions of any key employees other than simple traffic convictions.
- d. Disclosure - If the firm, business or person submitting this offer has been debarred, suspended or otherwise lawfully precluded from participating in any public procurement activity, including being disapproved as a subcontractor with any Federal, state or local government, or if any such preclusion from participation from any public procurement activity is currently pending, the Offeror shall fully explain the circumstances relating to the preclusion or proposed preclusion in the offer. The Offeror shall include a letter with its offer setting forth the name and address of the governmental entity, the effective date of this suspension or debarment, the duration of the suspension or debarment, and the relevant circumstances relating to the suspension or debarment. If suspension or debarment is currently pending, a detailed description of all relevant circumstances including the details enumerated above shall be provided.

2. Previous Experience (15)

- a. Describe projects (no more than three) which best represent the firm's direct applicable experience and capability to acquire, finance, and develop a mixed-use development as contemplated by this solicitation. Include brief project descriptions, a statement regarding the duration, financial and operational involvement with each such project following completion, and the name, address and telephone number of principal investors, architects, and principal consultants for each project listed.
- b. Provide a list of all projects developed by the firm nationally in the last five years (exclusive of those provided in Section a. above). Include project name, location, project size and the role the firm played in the development of the project as well as the firm's current role in the project.
- c. Provide a list of any previous direct experience in the creation of successful public/private partnerships.

3. Intent and Vision Narrative (20)

Provide a Narrative Statement of intent and development proposal based off the Town's vision for the South Anchor site addressing the following:

- a. Expected mix of land uses and end-users
 1. Note any anticipated partnerships or end-users whom Offeror may intend to include in the development. Specific letters of intent or support from such end-users are encouraged and will be weighted in the scoring and may be included in the appendix. Offerors are encouraged to exercise discretion when including letters of support; Town values quality over quantity.
 2. Expected square feet of development (including floor area ratio (FAR) and expected percentage of each use (i.e. 30% commercial, 30% office, 40% residential).
 3. Review the [Heritage Village Center uses](#) on Page 92 of the Land Development Code and [Heritage Village Center Site Development Regulations](#) on page 67 of the Land Development Code and note any deviations or use permits you intend to apply for.

4. Basis for how the proposed plan supports or enhances the South Anchor vision in the Heritage District Redevelopment Plan.
 5. Projected phasing of:
 - Infrastructure
 - Horizontal development
 - Vertical development
 6. How the site would be positioned in the market, and Offeror's strategy for marketing.
 7. Construction mitigation plan that identifies, at a minimum, the public engagement strategy for encouraging neighboring business and resident input.
- b. Proposers to attach a Conceptual Site Plan showing anticipated land uses, FAR, type of construction, densities, and mix of uses.
 - c. Proposer to attach visual imagery which expresses the design intent for the South Anchor (i.e. architectural renderings, elevations, inspirational imagery, etc.)
 - d. The Paseo, a north/south pedestrian and bicycle path from Elliot Road to Juniper Road, is noted as an "Essential Public Amenity" in the **2018 Redevelopment Plan** and staff is currently working with Digg Studios to bring the project to 15 percent design; allowing for identification of vision, amenities and key elements of the Paseo. Describe your approach and experience in integrating critical public amenities into your development.
 - e. The South Anchor is a major entry and arrival point into the Heritage District. As such, the developer shall provide a welcoming gateway that sets the desired tone and denotes the significance of arrival in the Heritage District. Describe how your development will accomplish this arrival through architectural features as well as distinct signage and/or public art which reinforces the downtown identity.
 - f. The alleyways in the Lacy Tract neighborhood support residential needs while providing a clean, safe environment for rear pedestrian and vehicular utility access. How will your development address the local alley to ensure adherence to the **2021 Design Guidelines**.

4. Finance Plan (20)

How does Offeror propose to fund the project? Include the following:

- a. Proposed type of funding source(s). Offeror shall propose a clear strategy to fund all proposed development costs.
- b. Sources of and costs of debt and equity, including specific details on all anticipated funding sources as well as the types and amounts of equity, financing, grants and other funding sources for the proposed development.
- c. Anticipated funding contingencies
- d. Provide existing finance/equity relationships
 1. Documentation of other projects for which the Offeror has successfully worked with the proposed funding sources.
 2. Letters/written evidence of funding commitments are encouraged and will be weighted in the scoring.
 3. If tax credits/opportunity zone are part of the proposed financing plan, evidence of Offeror's successful tax credits proposals.

5. Proposed Term Sheet (20)

Provide a Proposed Term Sheet that addresses each of the following items:

- a. Purchase price.
- b. An Offeror's commitment to a single closing on the entire parcel is encouraged and will be weighted in the scoring.
- c. Proposed earnest money, including amount(s) and schedule for deposit, and proposed timing of non-refundable status.
- d. Closing date(s).
 1. Proposed terms for potential extension of closing date(s), including amounts of additional earnest money to be deposited and additional consideration to be paid for extension of closing date(s).
 2. Offeror's agreement to pay all escrow fees and costs, recording fees, title insurance costs, and due diligence costs, including costs of survey(s) and environmental assessment(s).
 3. Offeror's acknowledgement that it shall acquire the real property "as-is, where-is", with all defects and liabilities, latent or apparent, subject only to reasonable representations and warranties of the Town. If Offeror requires any specific representations and warranties from the Town, Offeror shall specify provide the proposed verbiage of all such representations and warranties.

4. Offeror's acknowledgement that it shall be solely responsible for the fees and costs of any broker employed by Offeror, and that the Town shall not pay any brokerage fees or costs.
5. Offeror's acknowledgement that it shall provide a customary agreement to indemnify, defend, and hold harmless the Town and its officers, officials, agents, and employees from claims arising from the actions or negligence of Offeror or any of its owners, officers, directors, agents, employees or subcontractors, and provide customary insurance coverage in support of the same.

6. Proposed Timeline (10)

Provide a comprehensive schedule of the major planning and development milestones for calendar year 2021, 2022- and five-years following Offeror's purchase of the property, including site acquisition, planning and design, entitlements, plan review, permits, construction, occupancy and/or lease-up.

Development should be completed within the shortest time frame possible with as little adverse impact as possible to residents and nearby businesses during the construction stage(s) of the development.

7. General Questions (10)

Answer each question expressly. Do not incorporate answer into previous narratives – repeat as necessary.

- a. Given that this project could take several years to fully develop, how is your team structured and prepared to take on a project of this duration? Please submit a list of development team members who are not in-house that you anticipate working with on this project (architects, engineers, contractors, attorneys, etc.).
- b. How does the Offeror expect to generate revenue on development of the site?
- c. Outline what role(s) Offeror would expect to play on this project, i.e.:
 1. Master Planner
 2. Horizontal Developer
 3. Vertical Developer
 4. Broker
 5. Other
- d. How would Offeror propose to address maintenance and programming of public open and event spaces within the project?

Submittal Instructions

RFP responses shall be succinct and submitted in the form of:

1. PDF file emailed to Terry Kelley (terry.kelley@gilbertaz.gov)

The RFP response is limited to **fifty (50) pages** on the PDF file. Emphasis should be on completeness and clarity of content. Each response should reference the criteria section being addressed. Pages should be numbered consecutively. The following information is not included in the page limit:

- a. Cover letter on company letterhead, maximum of one (1) page
- b. Support or commitments from proposed tenants and/or end users
- c. Banking and/or financial commitments include no more than three (3) total and attach as an appendix
- d. Proposed term sheet attached as an appendix

Note: Failure to respond to all requested information may be considered non-responsive and may disqualify a firm from further consideration.

Note: Mandatory interview/charrette/working session is anticipated the week of November 1, 2021 or the week of November 8, 2021.

Town's Reservation of Rights

The Town reserves the right to take any course of action the Town deems appropriate at the Town's sole and absolute discretion, which may include:

1. Waiving any defects or informalities in any proposal or proposing procedure;
2. Accepting or rejecting any or all proposals or any part of any or all proposals;
3. Canceling the RFP in part or in its entirety;
4. Reissuing the RFP with or without modification;
5. Extending the deadline for proposals; and/or
6. Requesting additional information from any or all Offerors.
7. Making such additional investigations as it deems necessary to establish the competence and financial stability of any Offeror submitting a proposal.

The Town shall not be responsible for any oral instructions given by any Town employee, consultant, or official regarding RFP specifications, instructions, or documents. Offerors are responsible for obtaining all information posted on the website regarding this RFP.

Right to Disqualify

The Town reserves the right to disqualify any Offeror who fails to provide information or data requested herein or who provides materially inaccurate or misleading information or data. The Town reserves the right to disqualify any Offeror on the basis of any real or apparent conflict of interest that is disclosed by the proposals submitted or any other data available to the Town. This disqualification is at the sole discretion of the Town. By submission of a Proposal hereunder, the Offeror waives any right to object now or at any future time, before any body or agency, including but not limited to, the Town Council of the Town, or any court, as to the exercise by the Town of such right to disqualify or as to any disqualification by reason of real or apparent conflict of interest determined by the Town.

PROJECT DESCRIPTION AND EXPECTATIONS

Gilbert, AZ is issuing this RFP to solicit proposals from development firms for developing small-scale, pedestrian oriented mixed-use development. This site located in the Gilbert Heritage District is referred to as the South Anchor in the **Gilbert 2018 Redevelopment Plan**. The site contains both north and south parcels of land with approximately .87 acres of land North of Washington Avenue and approximately 1.31 acres of land South of Washington Avenue, for a combined total of 2.18 acres (approximately). The corresponding APN's to the South Anchor site include: 30218027, 30218028, 30218029, 30218030, 30218031, 30218032, 30218033, 30218034, 30218035A, 30218038A.

The **South Anchor Project** is expected to broaden the built environment in the Heritage District by locating people generating uses within the Heritage District. The ideal project would be mixed-use, in accordance with the **Heritage Village Center (HVC) zoning** district and diversify the economic base within the Heritage District on a value per acre measurement of the productivity for the land-use pattern. The ideal respondent will have a proven record and reputation for executing similar and successful downtown/urban mixed-use development projects.

Gilbert is aware that livable places consist of good design, infrastructure and sustainability and are made better through citizen input and feedback. Gilbert is inspired by the feedback received during the creation and adoption of the 2018 Redevelopment Plan, and as such, Gilbert is seeking a development partnership that delivers signature retail and mixed uses on the prominent and accessible southern gateway of the Heritage District utilizing citizen input in the delivery of the project.

[Click Here](#) for more information about the South Anchor site in the Gilbert Heritage District.

TOWN OF GILBERT OVERVIEW

Once known as the “Hay Shipping Capital of the World,” Gilbert, Arizona has evolved into one of the fastest growing communities and the largest town in the United States. Encompassing 72.6 square miles, just southeast of Phoenix, Gilbert has transformed from an agricultural community to a thriving and economically-diverse suburban community. Incorporated in 1920, Gilbert owes its beginnings to William "Bobby" Gilbert who provided land to the Arizona Eastern Railway in 1902 to construct a rail line between Phoenix and Florence, Arizona.

Gilbert, AZ is located in the southeast portion of the Phoenix metropolitan area and is a fast-growing community. While Gilbert is growing to be one of the largest municipalities in Arizona, the community remains youthful and vibrant. Quick stats as follows:

- 2019 population of 260,000+
- Gilbert’s population doubled every five years from 1980-2000, and at build out, Gilbert anticipates a population of over 300,000 people
- Median age of 33.6 and 68 percent of the population under the age of 45
- Approximately 70 percent of Gilbert’s psychographic make-up consists of Up and Coming Families, Boomburbs, and Soccer Moms
 - These groups are characterized as being younger families with median ages in the low to mid 30’s focused on planting roots in the suburban periphery of metro areas; they are well-educated with 70% having some form on college education and over 50% having a college degree; and these groups are hardworking, with a labor force participation rate of over 70 percent
- Gilbert’s nationally A+ ranked K-12 education system including Gilbert Public Schools, Chandler Unified School District, and Higley Unified School District as well as unique magnet and charter schools, average a 90% graduation rate
- According to the ESRI demographic and income comparison, more than 40% of Gilbert residents hold a bachelor’s degree or higher
- Median household income is \$83,857
- Average household income is \$99,819
- Gilbert, Arizona was recognized as the most prosperous city in the country according to the Economic Innovation Group (EIG) and is touted as being a “young up-and-comer” with 99.9% of the population living in prosperous zip codes

For more information about Gilbert and its demographics, [CLICK HERE](#).

SUBJECT SITE INFORMATION

Parcel Number 30218027, 30218028, 30218029, 30218030, 30218031, 30218032, 30218033, 30218034, 30218035A, 30218038A.

Major Cross Streets Northwest Corner Gilbert and Elliot Roads

Distance to Interstates/Freeways 3 miles south of the US 60 and less than six miles north of the Loop 202

Utilities

- Water/Wastewater Town of Gilbert/Adjacent to the Site
- Natural Gas Southwest Gas/In Proximity
- Electric Arizona Public Service/Adjacent to the Site
- Telecommunications Cox Communications/In Proximity
- CenturyLink/In Proximity

GILBERT, AZ’S VISION AND EXPECTATIONS

Gilbert desires to select a development firm that demonstrates the experience, business acumen, industry position, and resources to best develop a mixed-use site in accordance with the Heritage Village Center (HVC) zoning category and general vision adopted through the 2018 Redevelopment Plan by Mayor and Council.

The property is located within the **HVC zoning district**, and is intended to foster small-scale, pedestrian oriented mixed-use development, consistent with the **2018 Heritage District Redevelopment Plan, Gilbert Land Development Code, General Plan, and 2021 Heritage District Design Guidelines**. The zoning encourages a mixture of uses, including retail, service, office, lodging, entertainment, high-density loft above residential, public and quasi-public and cultural uses. In addition, HVC:

- Encourages quality design, variety in building elevation(s), landscape, mix of uses and developments that maximize value per acre;
- Ensures historic compatibility in land use, building form, architecture, and design as identified in the 2021 Heritage District Design Guidelines;
- Supports mixed commercial and residential uses that balance FAR and density and type of construction (Type II);
- Reinforces the historic character of the downtown;
- Attracts pedestrian uses that will enhance the ambiance of the downtown; and
- Serves as the South Anchor to the Heritage District that fosters a distinct sense of arrival.

Gilbert is seeking a project that includes a mix of the elements listed above and will not consider projects for this site which are primarily residential or single use. The project shall be focused on providing a mix of commercial services that enhance the district such as retail, office, and restaurant and may also include residential as a supportive component of the overall development. The residential component, if included, should be loft-above with the ground floor of the development containing commercial uses. This solicitation is meant to find the ideal private sector partner whom would work with Gilbert and its residents to develop the appropriate and feasible mix of uses which best support the community's vision for this redevelopment area. Examples of desired Project uses include:

- Neighborhood Retail & Services: Sale of convenience goods (food, drugs, and sundries) and personal services that meet the daily needs of an immediate neighborhood trade area.
- Retail: Establishments engaged in the sale of merchandise, and goods.
- Restaurants Full Service: Eating and Drinking Establishments providing food and beverage service to patrons who order and are served while seated at tables and pay after eating. When alcoholic beverages are served, at least 40% of gross revenue must be from the sale of food to be classified as a full-service restaurant. Takeout service may be provided.
- Restaurants Limited Service: Eating and Drinking Establishments providing food prepared on-site, sold to patrons who pay before eating. Food and beverages may be consumed on the premises, taken out, or delivered. No table service is provided.
- Grocery/Market: A store primarily engaged in retailing a general range of food products, which may be fresh or packaged.
- Office: Professional or administrative offices.
- Shopkeeper Live/Work: Housing product that provides resident with storefront on ground level and living quarters above.
- Loft Above Housing: Housing units located above ground-level retail.

The expectations include developing a node of neighborhood-serving uses with the potential for office space and other service related businesses. This area is referred to as the South Anchor in the Gilbert Heritage District/redevelopment area and envisions anchor retail uses for this prominent and accessible corner. Located within the Lacy Tract neighborhood and nearby the Gilbert Public School District offices as well as the Boys and Girls Club, the South Anchor must be a safe, walkable, neighborhood-scale development to serve the community south of the railroad tracks. This includes accommodating other nearby destinations such as the Boys & Girls Club, Community Center, and neighboring churches.

Design:

This is a highly visible corner serving both as a gateway to the Gilbert Heritage District and the Lacy Tract neighborhood. As such, the design of this site should demonstrate strong urban design that engages people generating uses, as well as being sensitive and accessible to the adjacent neighborhood. Gilbert is not seeking prototypical suburban development of this site: i.e. auto-dominated pad development, surrounded by surface parking. Rather, Gilbert desires a site where people have a sense of arrival at the south end of the Heritage District with development that engages the street and site access balances the needs of cars, bicycles, pedestrians and transit users (with an eye towards what's next in personal transportation). Gilbert also recognizes the necessity of design accommodation to maximize the potential success of businesses and tenants whom would elect to be a part of this project; and in that regard this solicitation process is seeking a development partner whom understands this dynamic and has direct experience in the design and development of similar projects.

While project design is not a consideration factor in this stage of the solicitation process, the Project should blend architecture, landscape architecture, and city planning together to make urban areas functional and attractive for people generation in the Heritage District. Gilbert recently undertook an effort to update and adopt a [2018 Redevelopment Plan in the Heritage District](#) and [2021 Heritage District Design Guidelines](#), which provides a comprehensive vision and expectation for future development within the District.

This site is identified within that plan as the “South Anchor” and is provided with a detailed overview of what the community expects regarding site programming and design. To best understand Gilbert’s design and planning understanding for this site, review the following:

- [Gilbert Land Development Code](#)
- [Heritage District Village Center Zoning District](#)
- [Heritage District Redevelopment Plan 2018](#)
- [Town of Gilbert Heritage District Design Guidelines 2021](#)

Not Envisioned for the South Anchor:

- Ground floor residential uses along Gilbert Road and Elliot Road
- Suburban or garden-style apartment complex
- Surface parking lots
- Buildings greater than two stories in height that do not include a building step-back adjacent to single family residential along Ash Street
- Modern architecture that does not reflect the design guidelines

Parking:

It is anticipated that Project parking will be accommodated entirely on-site. As noted in the adopted [2018 Redevelopment Plan](#), the development of surface parking lots on the Elliot Road frontage is strongly discouraged. A shared parking structure as shown in the Redevelopment Plan is an element that is strongly encouraged.

Financial Consideration and Transaction Structure:

Gilbert is expected to be compensated with the Fair Market Value for the sale of this site. “Fair Market Value” will be considered a component of the selection as will the uses and densities proposed for the Project to ensure the sale price fairly represents the anticipated development. A phased take-down of the site is not anticipated or supported by Gilbert at this time. Gilbert will not provide any seller-financing associated with this transaction. Gilbert is not seeking any space for municipal facilities of any kind nor will Gilbert provide leasing support or guarantees.

Selection Process and Timelines

- a. Gilbert will appoint an evaluation panel. Using the criteria and weighting listed herein, and in order of preference, the evaluation panel will rank the respondents with the intent of creating a short list of respondents.
- b. Gilbert will invite the short list of respondents to a proposal during the Request for Proposals (RFP) process. The RFP will seek detailed information about the proposed development project, development team members, timeline, impacts and benefits as well as the proposed financial structure.
- c. The following tentative schedule has been established for this solicitation (this schedule is provided as a courtesy and is subject to change):
 - July 13, 2021 – RFP Posted by Purchasing
 - August 5, 2021 – 9am (local Arizona time) Pre-Submittal Conference
 - August 12, 2021 – All questions pertaining to the 2.18-acre South Anchor Site located on the north west corner of Gilbert and Elliot Roads RFP due at 5pm (local Arizona time)
 - August 17, 2021 – Final addendum with answered questions created and posted
 - October 11, 2021 – RFP due at 2pm (local Arizona time)
 - Week of November 1, 2021 or November 8, 2021 – Interviews/Charrette/Working Sessions with RFP respondents and Ranking committee