



Regency Garage Lease and Redevelopment Request for Proposals (RFP) Pre-Proposal Meeting

August 20, 2025

City of Phoenix
COMMUNITY & ECONOMIC
DEVELOPMENT DEPARTMENT

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Agenda

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

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Site Tour Overview

- Meet after the meeting
 - Southwest Corner of 2nd and Adams Streets
(across from Convention Center)
- Signed waiver required to participate
- No questions will be answered during tour

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Questions & Answers (Q&A)

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

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Q&A Deadline

- Submit questions by September 5, 2025
 - 2:00 p.m. local Phoenix time
 - Email: procurement.request.ced@phoenix.gov
- Answers available by September 16, 2025
 - RFP Webpage

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Proposal Deadline



**Tuesday
October 28, 2025
2:00 p.m.
local Phoenix time**

Late proposals will be disqualified.

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Minimum Qualifications

- 1 vertical mixed-use development in last 5 years with at least 7 stories
- Proposed development must include hotel
- 1st year's lease payment ≥ \$750,000
 - Annual increase ≥:3% during lease term
- Ground lease term ≤ 99 years

Any proposal that does not include these minimum qualifications will be disqualified.

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Proposal Guarantee

- \$100,000 cashier's check (1 check)

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Business Opportunity Site



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Business Opportunity

- Lease for development that includes hotel
- Considerations
 - Adams Street Activation Area
 - Downtown Enhanced Municipal Services District
 - Streetscape Improvement District
- Desired Project Details
 - Section II (C)

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Proposer Instructions

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

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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)
- 12-point Arial font

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	Tab 1 – General Info
	➤ Affidavit (Attachment A) ➤ Conflict of Interest & Solicitation Transparency Disclosure Form (Attachment B) ➤ Executive Summary (Max 1 page) ➤ Primary Contact ➤ Lead Developer

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	Tab 2 – Concept to Activate Site
	➤ Development Details Form (Attachment C) ➤ Narrative describing proposed development ➤ Desired Project elements ➤ O&M after construction ➤ Conceptual building elevations & site plan ➤ Include phasing, if any ➤ Circulation plans ➤ Transit, vehicular, bicycle, pedestrian access ➤ Within and around Site ➤ Loading/unloading areas

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	Tab 2 – Concept to Activate Site (Part 2)
	➤ Proposed development's feasibility ➤ Research/market demand data ➤ Property control/acquisition ➤ Letters of interest ➤ Detailed budget ➤ Operating pro forma (10 years) ➤ Timeline ➤ Construction mitigation plan

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	Tab 3 – Return to the City
	➤ Proposed Lease Terms ➤ Annual payments for full term ➤ Number of years ➤ Quantified tangible public benefits description ➤ Any requested City assistance ➤ No identified or guaranteed City assistance

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	Tab 4 – Proposer's Qualifications and Experience
	➤ Documentation of 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

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	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

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Evaluation Criteria

- Concept to Activate the Site (0-375 points)
- Return to the City (0-350 points)
- Proposer's Qualifications and Experience (0-275 points)

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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)

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Q&A Session

- Written questions only

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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.
- **Violators will be disqualified from this process.**
- Full policy in **Section V (A)**

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Thank you for attending!

Meet: 2nd Street & Adams (SEC).

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Regency Garage Lease and Redevelopment RFP
Pre-Proposal Meeting Attendees
August 20, 2025

Company Name	First Name	Last Name	Email	Phone Number
Allen Philp Architects	Matt	Kosednar	mkosednar@allenphilp.com	480-990-2800
Alston Construction	Lea	Cheshareck	LCheshareck@alstonco.com	480-716-5394
Architekton	Aaron	Stouffer	aaronstouffer@architekton.com	480-894-4637
Architekton	AJ	Sulka	bigears1122@gmail.com	
Architekton	Alesea	Cosgrove	aleseacosgrove@architekton.com	
Architekton	Ryan	Grade	ryangrade@architekton.com	480-248-9950
Architekton	Tom	McClure	tommccclure@architekton.com	
Balfour Beatty	Allison	Black	Ablack@Balfourbeattyus.com	480-978-7316
Balfour Beatty	Ryan	O'Donnell	rodonnell@balfourbeattyus.com	
Berger Holdings	Todd	Mark	todd@bergerholdings.com	602-496-2424
Brookfield	Josh	Arzhintar	josh.arzhintar@brookfieldrp.com	602-347-6858
Buehler Engineering	Carrie	Bailes	cbailes@buehlerengineering.com	602-225-1575
Caruso Turley Scott	Karl	Despins	Kdespins@ctsaz.com	480-774-1724
Chanen Construction	Dean	Howard	dean.howard@chanen.com	602-266-3600
Chanen Construction	Rivers	Anderson	rivers.anderson@chanen.com	602-266-3600
Circle West Architects	Anastasiia	Yurchenko	anastasiia@circlewest.net	480-609-1000
Dibble Corp	Shannon	Mauck	shannon.mauck@dibblecorp.com	623-935-2258
Floor Associates	Shawn	Byron	shawn@floorassociates.com	602-445-7130
GH2 Architects	Robert	Wadsack	rcw@gh2.com	480-699-1945
Kraus-Anderson Construction Company	Jaki	Scott	jaki.scott@krausanderson.com	480-899-3240
Kraus-Anderson Construction Company	Nick	Leimer		
LINKlab	Sheena	Solano	sheenasolano@link-lab.com	602-686-9996
LINKlab	Shimyrre	Britt	shimyrrebritt@link-lab.com	
LINKlab	Sooyoun	Park	sooyounpark@link-lab.com	
LINKlab	William	Paluch	williampaluch@link-lab.com	808-797-4068
Mancini	Benjamin	Ayers	bayers@manciniduffy.com	520-477-4129
Mortenson Development	Erich	Rectenwald	erich.rectenwald@mortenson.com	952-992-0684
Mortenson Development	George	Forrsitall	George.Forristall@mortenson.com	

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Company Name	First Name	Last Name	Email	Phone Number
Multistudio	Aaron	Herring	aaron.herring@multi.studio	
Multistudio	Francesca	Miller	Francesca.miller@multi.studio	602-777-1987
Multistudio	Krista	Shepherd	krista.shepherd@multi.studio	602-708-4588
Multistudio	Steve	Valev	steve.valev@multi.studio	
Norris Design	Greg	Rowan	growan@norris-design.com	602-254-9600
PCL Buildings Inc.	Stephanie	Handley	SAHandley@pcl.com	480-620-6813
Phoenix Community Alliance	Patrick	McDaniel	pmcdaniel@dtphx.org	269-535-9226
PK Associates Consulting Structural Engi	Yvonne	Koehler	ykoehler@pkstructural.com	480-922-8854
Portman	Chris	Wichann	cwichmann@portmanholdings.com	216-212-6022
Portman	Mike	Greene	mgreene@portmanholdings.com	404-702-9111
ProDims	Bob	Wirth	bwirth@prodims.com	480-902-0570
Rafael Construction	Alexandra	Maggi	alexandra.maggi@rafaelcompanies.com	602-903-0180
RSP	Erin	Yi	Erin.Yi@rsparch.com	480-889-2020
RSP	Joe	Ellis	Joe.Ellis@rsparch.com	602-549-9642
The Davis Experience	Jennifer	Swanton	jswanton@thedavisexperience.com	619-889-2547
Tynan Group	Chuck	Nystuen	cnystuen@tynangroup.com	602-432-4665
Tynan Group	Gabby	Diaz Rodriguez	gdiazrodriguez@tynangroup.com	925-982-7374
Tynan Group	Sydney	Shaw	sshaw@tynangroup.com	602-792-1016
Walter P Moore	Bryan	Salt	Bsalt@walterpmoore.com	602-914-7801
Worker Power	Jordan	Greenslade	jgreenslade@workerpower.com	
Worker Power	Margaret	Shultz	mshultz@workerpower.com	319-333-8944