

SALT LAKE CITY

FLEET BLOCK RFQ/P



REQUEST FOR
QUALIFICATIONS/PROPOSALS
FOR THE DEVELOPMENT OF
FLEET BLOCK
800 SOUTH between 300-400 WEST

ISSUED: March 31, 2025

DUE: May 30, 2025



REQUEST FOR QUALIFICATIONS/PROPOSALS
FOR DEVELOPMENT OF THE PROPERTY AT

800 South
300 - 400 West
SALT LAKE CITY, UTAH

RESPONSES DUE:

May 30, 2025

NOTICE

Participating parties must register with the Utah Public Procurement Place website in order to receive issued Addenda to this Request for Qualifications. It is the responsibility of all parties submitting responses to the RFQ to make inquiry as to the Addenda issued and to ascertain prior to submitting a response that all Addenda have been received. All such Addenda shall become part of the RFQ documents and all respondents shall be bound by such Addenda, whether or not received by the respondent.



City Hall with the Wasatch Range in the background.

EXECUTIVE SUMMARY

Salt Lake City (City) has issued this Request for Qualifications (RFQ) to partner with two Development Teams for the redevelopment of the northern quadrants of the City's former vehicle fleet maintenance and public works facilities ("Fleet Block"), a prime infill site generally located between 800 and 900 South, 300 and 400 West. This is a unique opportunity to transform the centrally located Fleet Block into a vibrant community asset that will contribute to the economic, social, and environmental betterment of the City.

Fleet Block is a unique development opportunity due to its strategic location. Located within the rapidly transforming Granary District and adjacent to the vibrant, walkable, Central Ninth Neighborhood.

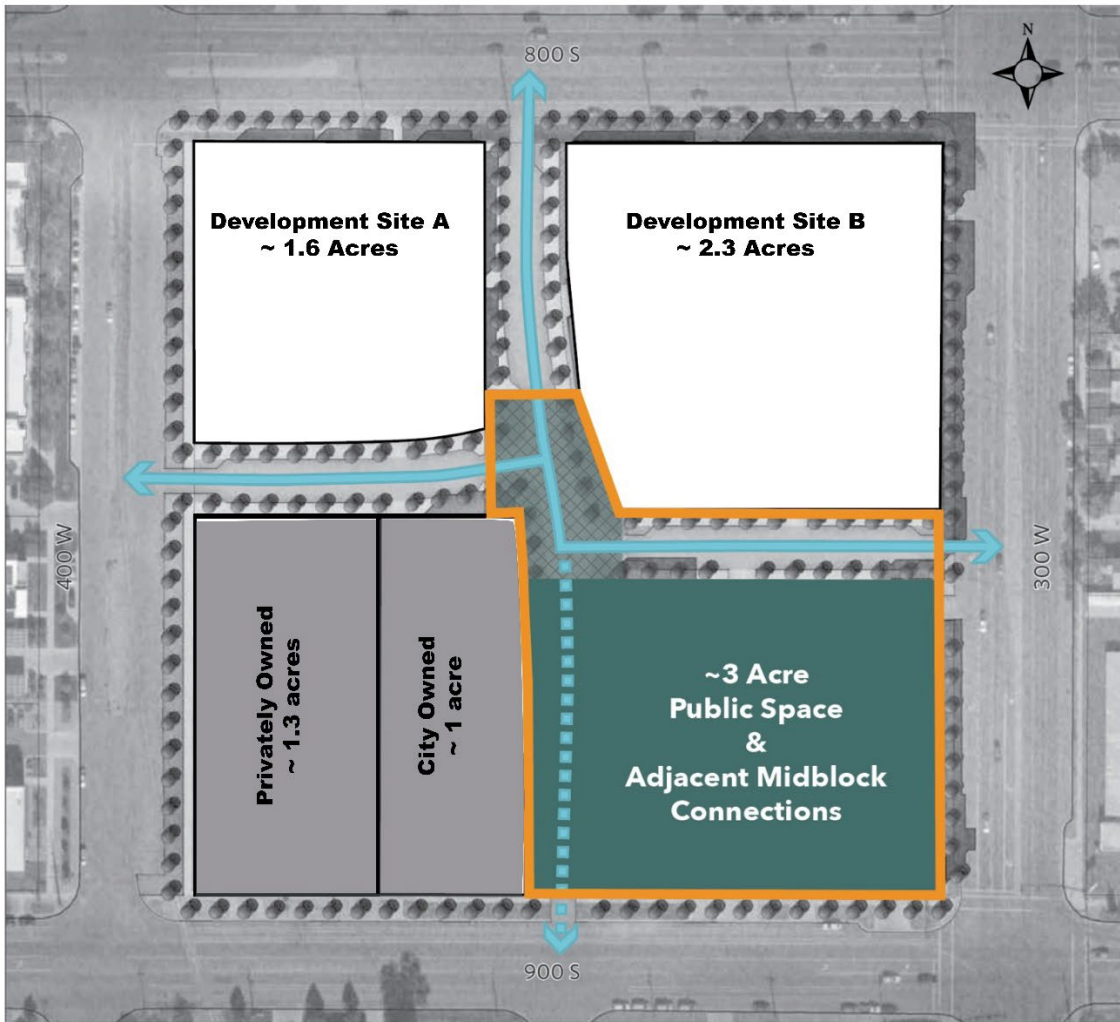
Fleet Block is at the intersection of prominent transportation infrastructure, with direct access to major bike paths including the 9-Line urban trail and the 300 West bikeway (which will be extended to 300 South in 2025). It is also located in one of two neighborhoods with access to every TRAX light rail line and UTA plans to expand TRAX along 400 West. Additionally, the City intends to transform 900 South into a linear urban park through implementation of the [Green Loop](#) project.

Transportation infrastructure, proximity to the Central Business District, and significant City investment create a unique opportunity for a transformative development opportunity. Fleet Block development will further the City's vision of a dense, walkable neighborhood and add more housing stock, public open space, and small business opportunities.

Redevelopment efforts for the 8.75 acres of City-owned property on the Fleet Block are well underway. In order to facilitate development on the block, the City has completed the following:

- **Rezone:** In 2023, the City rezoned the property to a form-based zoning district that allows for mixed-use development up to 85 feet in height by right, and up to 150 feet in height with Planning Commission approval. The City's affordable housing incentives allow for up to 186 feet in height when affordable units are included in a development. The Downtown Plan envisions the site as a dense urban node.
- **Public Open Space:** In 2022, the City allocated \$6,000,000 to design and develop open space on the Fleet Block. The City established approximately three acres on the southeast corner of the property as a "public square." The City's Department of Public Lands has selected a consultant to lead a community-based effort for conceptual design of the public square.
- **Site Preparation:** In March 2025 the City abated and demolished the existing structures in order to ready the site for redevelopment.
- **Street Infrastructure:** In February 2025, the City allocated \$3,900,000 for the design and construction of the midblock street infrastructure.
- **Public Utilities:** Included in the reconstruction of 900 South, the City's Public Utilities Department upgraded the water and sewer mains in 900 South to prepare for the redevelopment occurring within the Granary District.
- **Environmental:** The City has conducted several environmental investigations and corrective actions since 2005 to understand the extent of contamination at the site and remove known environmental concerns, such as underground storage tanks. Environmental studies were recently summarized. Refer to supplemental document for more information.
- **Development Partnership - Southwest Corner:** In March 2025, the City announced negotiations on a partnership with SLC Innovation District I, LLC, the property owner of approximately 1.3 acres on the southeast corner of Fleet Block. The partnership is intended to lead to a mixed-use development that includes housing at 80% of the area median income (AMI), family-sized housing, commercial space prioritized for non-profit and local businesses. The development will include approximately 1-acre of City-owned land, for a total development footprint of approximately 2.3 acres on the southwest corner of the Fleet Block.

The City's goal is to create a dense urban node that is a vibrant, walkable community containing mixed-income housing, retail, service-oriented businesses, engaging public spaces, and multi-modal travel options. To achieve this, the City is dividing the Fleet Block into multiple development sites; Site A and Site B, collectively the "Development Sites".



- Open Space
- Plaza / Shared Street
- City-led Development Site
- Development Partnership
- Non-motorized Midblock Connection
- Midblock Streets

Overview of Fleet Block showing the two Development Sites, Midblock Streets, and Public Square

It is the City’s intent to partner with two Development Teams with varied perspectives and abilities that hold a similar vision and ethos for development. The selected Development Teams will work collaboratively with the City as well as with one another. This collaborative process is intended to bring together diverse stakeholders for smarter planning, a more efficient design and construction process, and better outcomes.

Responses to this RFQ are required to include information on the development team’s qualifications, examples of similar projects, proposed approach to the development, high-level conceptual designs, and proposed implementation of community benefits (“Project”). This information will be used to select the Development Teams with which the City may enter into negotiations that result in either a purchase agreement or ground lease.

INFORMATIONAL SESSION

To learn more about this RFQ, an Informational Session will be held virtually via Microsoft Teams on **April 22, 2025, at 1:00 PM Mountain Time**. Any party considering the submittal of a Response should strongly consider attending this meeting. Following a brief introduction, City representatives will be available to answer questions about the RFQ requirements.

[Fleet Block RFQ Informational Meeting](#)

Meeting ID: 283 299 307 195

Passcode: sk6yG3w6

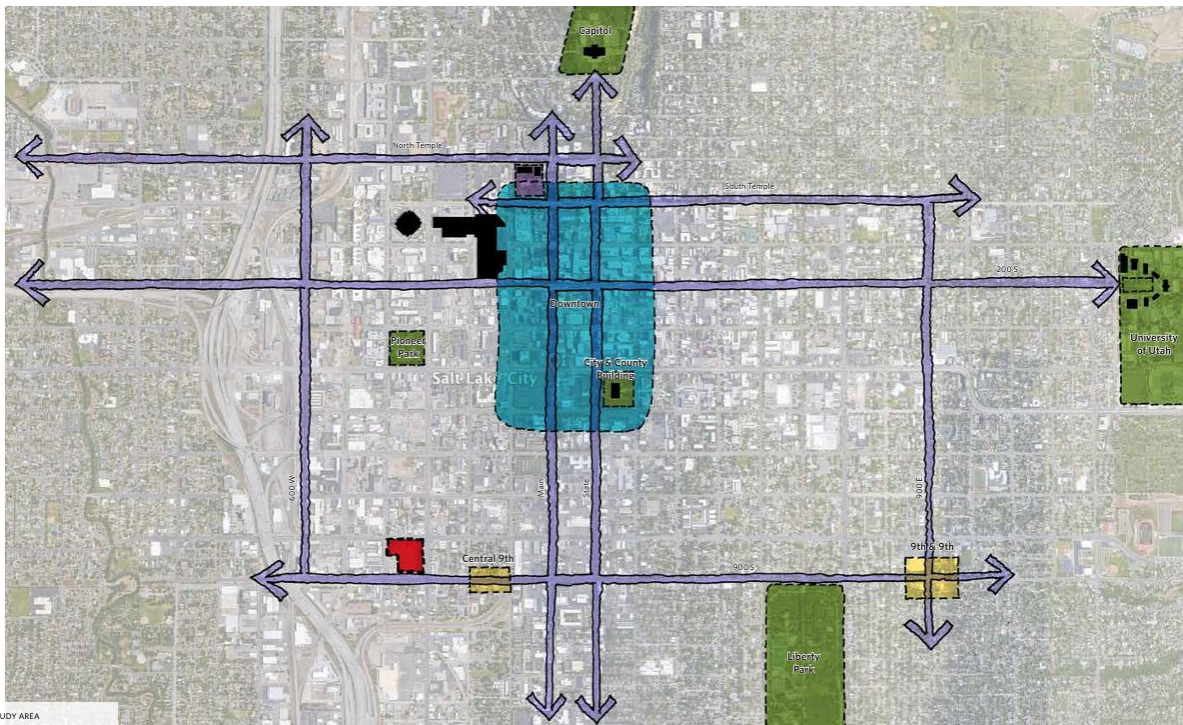


Diagram from a Fleet Block feasibility study showing its connection to the CBD and other City nodes, with prime transportation connections.

BACKGROUND

Located in the City's Granary District, the historically industrial core of the City, the Fleet Block originally housed various City operations, including the vehicle fleet maintenance and public works facilities. The City vacated the buildings in 2010, and the block is now a unique opportunity for transformative development in a built-out city.

The 2016 Downtown Master Plan identified the block as a key site for redevelopment, envisioning it as a demonstration of urban family living and industry integration, with a focus on pedestrian accessibility. The City also conducted an Urban Design and Feasibility Study, which proposed creating an innovation district that includes housing, office spaces, public open spaces, and support for local businesses. The studies largely shaped the Site's current layout, with the arrangement of the midblock streets and location of the public square. The

December 2023 rezone laid the groundwork to allow for dense mixed-use development, while promoting design excellence and pedestrian connectivity.

Investment by the City, the Community Reinvestment Agency (“CRA”), and private developers has catalyzed the transformation of the Granary District and Central Ninth neighborhoods. Anchored by the TRAX light rail station and several nearby successful local businesses, Central Ninth has evolved into a vibrant urban village. The City has significantly invested into multimodal transportation infrastructure by incorporating the 9-Line urban trail and the 300 West bikeway into reconstruction of 900 South and 300 West streets in recent years, making this one the City’s best multimodal neighborhoods.

Over the last decade, community members, neighboring businesses, and City leaders have shared their vision for the future of the Fleet Block. Common themes that have emerged include the desire to increase the economic strength of the neighborhood, create new green space in the urban core, and create a vibrant community.

Social Justice Movement

In recent years, the Fleet Block has served as an important center for social justice reform calls with artistic murals and community action. Recognizing the site’s importance, the City has continued its efforts to meet the varied community needs of the property and plans to incorporate the Fleet Block’s history of community action in future development.

The City has initiated a public engagement process for the design of a public square to be located on the southeast corner of the Fleet Block. This public engagement process will ask the broader community to consider the murals' legacy and how artwork in the public square could be inspired by the social justice significance of the site.

In addition to the public square, other elements of the redevelopment may support the social justice movement, such as the naming of the public streets and incorporating art elements.

While the redevelopment of a single City-owned property cannot undo historical injustices, the Project can signify change.

Site Preparation and Infrastructure

Demolition: Earlier this year, the buildings were demolished to prepare the site for development. This will allow the selected Development Teams to move forward with site preparation and environmental remediation.

Public Utility Infrastructure:

Sewer and Water: All public utilities are accessible to the block. Utility demands will be analyzed per Public Utilities’ typical building permit review process. Utility

upgrades and installation of service laterals will be coordinated between Development Teams and the City to ensure a cohesive construction process and limited impact on the public right of way. As part of the demolition, all water and sewer laterals were terminated at the property line. Following construction, unused laterals will be required to be terminated at the main. See Supplemental Documents 2 for a diagram depicting current water, sewer, and storm mains servicing the block.

Rocky Mountain Power: Overhead high voltage powerlines are located on the block along 800 South. Rocky Mountain Power, Fire, and Planning will need to be engaged early in the design process to establish safe clearances and setbacks for the buildings near the overhead lines. While undergrounding these lines may be possible, the estimated cost is likely too high to be feasible.

Midblock Streets: As envisioned in the Downtown Plan, the community plan for the area, midblock connections will bisect the block into four quadrants. As demonstrated on Exhibit B: Development Sites, three of the midblock connections are proposed to be streets that are open to motor vehicles, while the southern segment may be integrated into the public space with limited vehicular access to draw pedestrians and bicyclists from the Green Loop and 9 Line urban trail. The City intends for the midblock streets to be City-owned and maintained and has allocated \$3,900,000 for the design and construction of the infrastructure. The selected Development Teams will coordinate with the City on the design and development of the midblock streets as part of a collaborative process.

Lot Lines: Once the midblock street designs are finalized, the City, in coordination with the Development Teams, will subdivide the block into the final sites and dedicated right-of-way.

Public Open Space: In December of 2023, the City Council designated approximately three acres of land on the southeast corner of Fleet Block as a public square, as defined by City Code Chapter 15.12. To design and construct the public square, the City approved \$6,000,000 as part of a bond initiative in 2022. The City's Public Lands Department has selected a consultant team to assist with the open space's design and public engagement. In early 2025, the Public Lands and Salt Lake City Arts Council teams will begin working with the community and stakeholders to envision, 1) an open space design that will serve community and neighborhood needs; and 2) public artwork inspired by the social justice significance of the site.

Environmental

The historic use of the Fleet Block Site has led to localized environmental contamination. The City has conducted several environmental investigations and corrective actions since 2005 to define the extent of contamination at the site and remove known environmental concerns, such as underground storage tanks. To help inform redevelopment decisions, the City engaged the Environmental Protection Agency (EPA) Technical Assistance to Brownfields Program at Kansas State University to prepare a data summary report. See Supplemental Document 1: 2024 Salt Lake City Fleet Block Data Summary Report.

The City is applying for the Utah State Department of Environmental Quality (DEQ) Voluntary Cleanup Program (VCP) for the public square and midblock streets. Development Teams will be required to enter their Development Site into the VCP in collaboration with the City. The VCP includes site characterization, remedial action plan, and DEQ oversight on site specific remediation and contaminated material management.

Planning and Zoning

The Downtown Plan, adopted in 2016, provides guidance on the City's vision for the block.

The Development Sites are zoned Mixed-Use 11 (MU-11). MU-11 allows for most forms of retail, office, multifamily residential, and mixed-use development. Front setbacks are determined by building form and range from 0' to 10' but may not exceed 20'. The zone allows for a maximum building height of 85' by right, with heights up to 125' allowed with discretionary approval from Planning Commission, and up to 150' allowed if additional open space, ground floor uses, affordable housing, or midblock walkways are provided. ([See MU zone information sheet](#) and [complete MU zone draft code](#).)

MU-11 has design standards that focus on the form of development, the manner in which buildings are oriented toward public spaces, the scale of development, and the interaction of uses within the city.

The parking context for Site A is "Urban Center" with associated minimum parking requirements. The parking context for Site B is "Transit" which has no minimum parking requirements. A maximum applies to both contexts. ([See parking requirements in City Code 21A.44.040](#).)

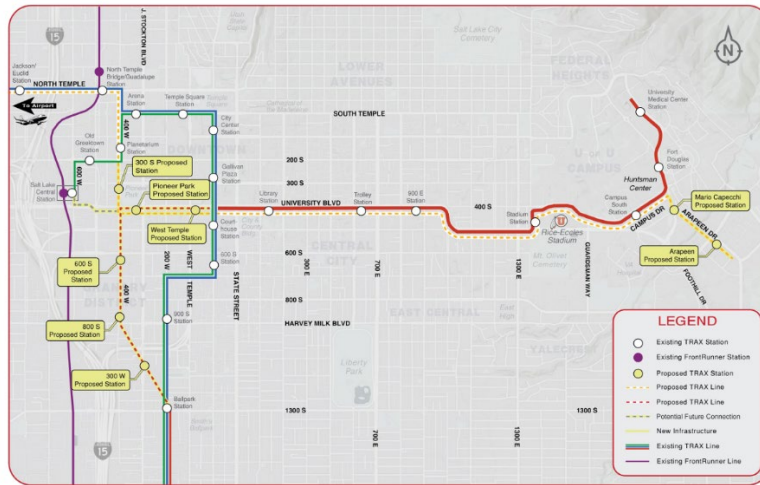
Affordable Housing Incentives: In December 2023, The City adopted the zoning amendment to encourage the construction of additional affordable housing through Affordable Housing Incentives (AHI). If affordability requirements are met, developments up to 186' in height are allowed through administrative approval.

Multimodal Transportation Vision

The neighborhood is already considered one of the most connected in the City. With convenient access to the interstate, walking distance to every UTA Trax line and several buses, and some of the most significant bike infrastructure in the City. Forthcoming plans, when materialized, will solidify this area as multimodal urban community.

Tech Link: UTA's latest Long-Range Transit Plan (UTA Moves 2050) identifies 400 West as a potential Trax realignment for the UTA red line creating connections through the Granary District, Downtown, and The University of Utah, as part of the Phase 1 improvements (2023-2032). This proposed realignment would include a Trax stop between 800 South and 900 South, adjacent to Fleet Block. Feasibility and alignment of these improvements are

currently being studied in the TechLink Trax Study. The preferred alternatives have been identified and UTA is currently for the federal environmental process.



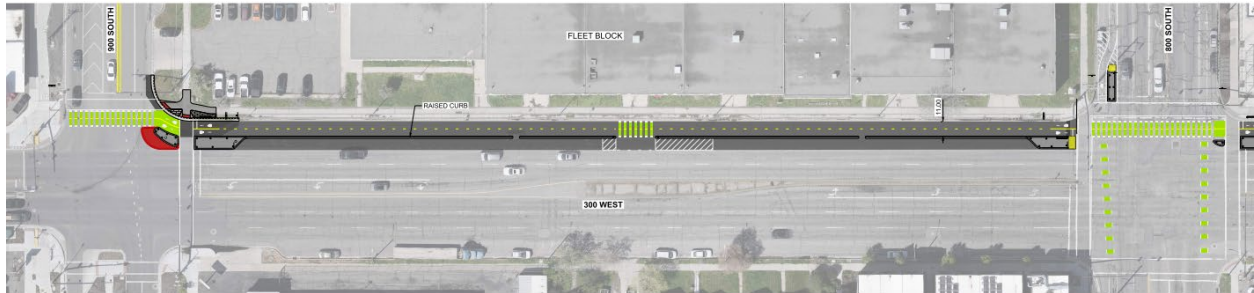
Study Area Map from UTA Tech Link Study depicting the realignment of the Red Line along 400 West, with a stop near Fleet Block, and the addition of the Orange Line.

Green Loop and 9-Line Urban Trail: The concept for the Green Loop was first introduced in the 2016 Downtown Plan, reflecting community interest in creating a greener downtown for better urban living. In 2023, the city implemented a temporary pop-up park on 200 East to demonstrate the Green Loop concept and gather public feedback. Plans for the Green Loop are advancing. The 9-Line Trail and the reconstruction of 900 South, completed in 2023, serves as a key segment, providing an east-west connection that links neighborhoods, business districts, and cultural destinations. Recent upgrades to the 9-Line Trail have transformed 900 South into a safer and more inclusive space for pedestrians and cyclists, aligning with the Green Loop’s vision of improved mobility and accessibility. Plans for the Green Loop include additional landscaping and amenities.



The proposed Green Loop alignment

300 West Bikeway: The City added a grade-separated bicycle path along the west side of the 300 West between 900 South and 2100 South in 2023. The path will be extended to 300 South which will create a high-comfort bike connection from the City's southern boundary to downtown, as well as the designed 400 West Viaduct Trail. Designs for the bicycle path extension are complete, and construction is expected to start Summer 2025.



300 West Bikeway Extension plans between 900 South and 800 South

COLLABORATIVE STRUCTURE

This RFQ lays the framework for the coordination between the City and Development Teams on the site preparation, design, and financial viability of the Fleet Block's redevelopment. Due to this collaborative nature, the City is proposing that the agreements are structured in two-step process, as follows.

Step 1: Cooperation Agreement

The City intends that the Development Teams and City first enter into a Cooperation Agreement (CA), or similar agreement as determined by the parties. The CA will establish the terms and conditions under which the Development Teams and City will negotiate and finalize the following project elements:

1. **Schematic Design:** The land uses, site plan, and schematic design of the respective Development Site. The schematic design shall be based on 30% complete design documents and will include a project narrative, site plan, typical floor plans, two or more exterior elevations, and key project sections. The process to determine land uses, the site plan, and conceptual design will be led by the Development Team but shall be subject to approval by the City. Development Teams should coordinate with the City Planning Division to ensure all applicable requirements are met. The accepted 30% design set will be the basis for the Purchase and Sale Agreement or Ground lease and will be attached to the Development Agreement.
2. **Financing Plan:** The financing plan for the private development to be constructed on the respective Development Site. The financing plan will include anticipated amounts and sources of debt and equity, as well as the terms of the land disposition whether through a land sale or ground lease, with a ground lease as the City's preference. The financing plan shall be led by the Development Team, with the terms and conditions of any discount to fair market value of the ground lease or sales price subject to approval by the Salt Lake City Council.

3. Community Benefits Agreement Negotiations: The City, community representatives, and Developer will negotiate the inclusion of public benefits within the Project. The parties will come to agreement prior to the execution of additional documents.
4. Midblock Street and Public Square Design: The planning and design of the public midblock streets and the public square. The process to design and construct the midblock streets shall be led by the City in coordination with the Development Teams for each of the development sites. The City with a consultant will lead the design of the Public Square. Development Teams will be encouraged to engage with the public square design team and attend key public engagement events
5. Environmental Remediation: The strategy for remediating and/or mitigating any environmental contamination in the soil and/or groundwater. The process to conduct environmental due diligence and develop a remediation strategy, as necessary, will be led by the Development Team. Development Teams are expected to enter into the State Department of Environmental Quality Volunteer Cleanup Program.
6. Public Utilities: Utility demands will be analyzed through the building permit approval process. Identifying utility demands and the construction of any necessary utility upgrades and laterals will be led by the Development Team with coordination from the City. To ensure a cohesive construction process and limited impact on the public right of way, coordination between development sites will be necessary.

Step 2: Purchase and Sale Agreement or Ground Lease

It is the City's priority to achieve the highest economic return for the City while balancing the implementation of public benefits, and to maintain a long-term interest in the Property for revenue sharing opportunities. Therefore, the City is willing to consider a land acquisition structure that may include a land sale, ground lease, equity partnership, etc.

For example, a long-term ground lease could contain a combination of base rent and participation rent. Below market base rent would offer financial security to the project in an underperforming market, while participation rent would allow the City to share in cash flow or appreciation in a successful market. As another example, the City could contribute the Property and in exchange agree to a profit-sharing structure.

The City appreciates the high capital requirements associated with a project of this size and is prepared to work with the selected Developer to craft a financial structure that achieves the City's goal of earning a return on its investment and is financeable for developers and investors. Any adjustment to the Purchase Price or Lease Rate from fair market value will be subject to approval by the City Council pursuant to Utah Code 10-8-2 and City Code 2.58.

Once the CA conditions are satisfied, and a schematic design plan and preliminary financing plan has been established, the Development Teams and City will enter into an agreement that shall establish the terms and conditions for closing on the property, including but not limited to the following:

1. Community Benefits Agreement: Contract between Developer, City, and community coalition outlining the community benefits the project will provide.
2. Development Agreement: Strategy for development agreed to by Developer and City including timeline and other project specifics.
3. Right to Repurchase and Restrictive Covenants (as applicable): In alignment with the Community Benefit Agreement and Development Agreement the Right to Repurchase and Restrictive Covenants will be agreed upon and recorded as applicable.
4. Evidence of Construction and Permanent Financing.
5. Design Review Approval: The Final Construction Documents including all drawings, specifications, and related documents necessary for construction of the development, will be reviewed and approved by the City.
6. Building Permit Will Issue Letter: Confirmation by City's Building Services that the permit set meets all requirements and a building permit may be obtained.
7. Volunteer Cleanup Program: Completed application for the VCP through DEQ, approved Remedial Action Plan, and public noticing period.

COMMUNITY BENEFITS AGREEMENT (CBA):

Development Teams will work with the City and community representatives to negotiate and execute a CBA. A CBA is a contract between a developer, the City, and key representatives from a broad community coalition that details the forthcoming project's contributions to the community. This process ensures community involvement and support of the project.

The community coalition is anticipated to include representatives from local businesses, community councils, and housing/human rights organizations. The City understands that the inclusion of community benefits must be balanced with financial feasibility. Community benefits may include, but not be limited to, the following: affordable housing, family-sized housing, commercial space prioritized for neighborhood-serving businesses or locally owned businesses, local hiring practices, and the inclusion of art by local artists.

The CBA process shall begin under the CA and shall be finalized prior to closing on the property.

DESIGN PROCESS

A Design Review Committee, consisting of administrative City Staff, will work with selected developers to review and approve of design plans at key stages. Separate from the entitlement process, the purpose of the Design Review Committee is to ensure that development on Fleet Block fosters a dense, vibrant, walkable urban community with high-quality housing, retail, service-oriented businesses, engaging public spaces, and supports multi-modal transportation options. The Committee will review designs to confirm adherence to best practices, alignment with project goals, and the construction of well-designed developments.

While striving to meet these objectives, the Committee acknowledges the need to balance these goals with financial feasibility. Therefore, no single solution is prescribed; the criteria may be achieved through various approaches tailored to the specific needs and context of each project.

The Committee will evaluate designs for the following elements: architectural design, building uses, parking strategy, multimodal integration, pedestrian experience, safety, site and building sustainability, lifecycle and maintenance, inclusivity and accessibility, and livability.

CONCEPT DESIGN

Once selected, a developer will begin basic concept design for the selected site. Developer may coordinate with the Design Review Committee throughout the design process to establish the basic concept. Concept Design will be completed after, or in conjunction with, the execution of the Cooperation Agreement and before the Purchase and Sale Agreement or Ground Lease.

SCHEMATIC DESIGN

The schematic design review shall be conducted when the design is 30% complete. The submittal shall include a project summary and narrative description of the development, a presentation site plan, typical floor plans, two or more exterior elevations, and key project sections. Developer may submit renderings or massings if desired. The developer will be expected to present the design to the community at the Granary District Alliance or Central Ninth Community Council during their first regularly scheduled meeting after City Approval. Schematic Design will be completed after the execution of the Cooperation Agreement and before the Purchase and Sale Agreement

DESIGN DEVELOPMENT

The Design Development submittal shall include the 60% complete construction documents. The submittal will include a detailed site plan, floor plans, exterior elevations, key sections, and material and finishes details including samples of exterior materials. Design Development will be completed after execution of the Purchase and Sale Agreement or Ground Lease and prior to closing.

FINAL CONSTRUCTION DOCUMENTS

The Final Construction Documents submittal shall include all drawings, specifications, and related documents necessary for construction of the development. Approval by the Committee will be required prior to submitting for building permit. Final Construction Documents will be completed prior to closing.

PROJECT SUSTAINABILITY

Salt Lake City Mayor and City Council adopted a joint resolution establishing renewable energy and carbon emission reduction goals for the City (“Joint Resolution”) in 2016. The Joint Resolution details the negative effects of climate change and commits to the reduction of community greenhouse gas emissions by at least 50% by 2030 and at least 80% by 2040 relative to the 2009 community emissions baseline.

To aid in facilitating these goals, Projects shall be designed to achieve a “Designed to Earn ENERGY STAR” score of 90 or higher or a Design Target Site Energy Use Intensity (“EUI”) value corresponding with such a score that is generated by the Designed to Earn ENERGY STAR tool and participate in the City Sustainability Department’s Elevate Buildings Program, <https://www.slc.gov/sustainability/elevate-buildings/>. The EUI target shall be based on the Designed to Earn ENERGY STAR tool or comparable source.

PROJECT DESIGN, FINANCING, AND PERMITTING

In coordination with other efforts, the Development Teams will be responsible for planning, designing, and obtaining financing to construct the forthcoming development projects. This will be done in close coordination with the City. Part of this process includes ensuring that the community benefits and amenities promised through the CBA are included in the project.

Financial Assistance

The City may consider providing financial assistance for the support of certain public purpose goals. Assistance is not guaranteed and will depend on community benefits, development impediments, financing gaps, and approval by the City Council. Types of possible financial assistance include, but are not limited to:

- Tax increment financing
- Affordable housing gap financing
- Land sale discount and/or below-market ground lease
- Capital Improvement Program funding
- Building permit and impact fee waivers (affordable housing)
- Zoning incentives (affordable housing)

These financial resources are listed for informational purposes only. The City makes no commitment of public funds to a developer or project selected through this process. Proposers are encouraged to evaluate and maximize other public and private sources of capital to advance their development proposal. These can include sources such as Opportunity Zone Funding and New Markets Tax Credits.

RFQ REQUIREMENTS

As part of this RFQ, Respondents shall provide the following information. In order to facilitate review by the City, information should be organized in keeping with the format outlined below. Applicants should address all items and identify the sections within their response, failure to do so may lead to disqualification. Label all graphics and tables.

1. COVER PAGE	<ol style="list-style-type: none">a. RFQ titleb. Submittal datec. Respondent named. Respondent website address (if available)e. Provide the name, contact phone number, email address, and mailing address of the “Principal” or the person to whom all correspondence should be sent regarding questions about the RFQ, requests for interviews, or notifications regarding the RFQ process. (This person will be responsible for disseminating information to the development team.)f. State that the Principal "has read and understands the RFQ and accepts the written instructions contained with it"g. Be signed by the Principal
2. TABLE OF CONTENTS	The table of contents shall be complete and clear indicating section headers and pages.
3. EXECUTIVE SUMMARY	<p>Provide a clear and concise summary of the RFQ. The Executive Summary should be structured in a manner that allows it to serve as a stand-alone summary when separated from other sections of the response.</p> <p>Within the Executive Summary, Respondents shall indicate the Development Site(s) that they would like to be considered for. The Development Sites include “A,” and “B,” – refer to <i>Exhibit B: Development Sites</i>. Respondents may elect to be considered for more than one Development Site but must indicate their priority preference.</p>
4. TEAM STRUCTURE & QUALIFICATIONS	<p>Provide an overview of the team structure and qualifications, including:</p> <ol style="list-style-type: none">a. An organizational chart and narrative description that identifies the proposed team structure clearly delineating relationships between reporting roles and any contractual relationships. Respondents must identify the proposed project manager and lead developer if a partnership.

b. Summary qualifications of key project staff, including a description of their roles on this project, a resume, and an overview of relevant experience from past projects including:

- i. Public-private partnerships
- ii. Complex, mixed-use development
- iii. Engagement and collaboration with multifaceted stakeholders

This overview must include number of years' experience, education, employment history, and experience with similar projects.

c. Provide the intended entity type and structure (e.g. LLC) the members of that entity, and their roles (e.g. general partner, limited partner, contractor, etc.).

5. COMMITMENT TO COMMUNITY-CENTERED DEVELOPMENT

Applicants should describe their approach to fostering a development process that prioritizes broad community representation and economic opportunity

Responses may include, but are not limited to, the following:

- a. Community Engagement and Long-Term Impact – Approaches to ensuring that the development reflects the needs and priorities of the broader community, with an emphasis on fostering accessibility, opportunity, and shared prosperity.
- b. Workforce Representation – How the development team ensures a range of perspectives and backgrounds are reflected in project leadership and implementation.
- c. Fair Labor Practices – Demonstration of hiring, compensation, and workplace policies that promote opportunities for workers and businesses.
- d. Professional Development and Skills Building – Participation in mentorship programs, workforce training, and other initiatives that expand career pathways for individuals in the community.
- e. Supplier and Contractor Participation – Strategies for engaging a broad network of businesses, including small, locally owned, and historically underutilized firms, in design, construction, and long-term operations.

6. EXPERIENCE QUALIFICATIONS

Demonstrate expertise and experience in public-private partnerships, delivering complex, high-density, mixed-use developments. Provide narrative and illustrative materials on no more than five (5) total current or recent projects of similar or comparable scope with specific emphasis on projects of similar scale and vision.

Project examples shall include at a minimum:

- a. Name and address of project.
- b. Development team members including lead developer, project architect, general contractor, lender(s), and equity provider(s); and role of current Respondent principals in the transaction.
- c. Development scope:
 - i. Land area (square feet)
 - ii. Square footage of buildings (broken down by land use)
 - iii. Residential unit mix (including affordability levels and tenure)
 - iv. Parking spaces and orientation (above grade structured, surface, below grade, shared)
 - v. Construction type (high-rise, mid-rise, low-rise; historic preservation, adaptive reuse, new construction)
 - vi. Site plan, photographs, and project renderings indicating architectural quality and urban design characteristics
 - vii. If the project is a public-private partnership, public benefits incorporated into the project (e.g., public parking, affordable housing, public facilities, off-site improvements, etc.)
 - viii. Green building, low impact development, green infrastructure, and sustainable development features
- d. Dates of the transaction milestones:
 - i. Start of construction
 - ii. Completion of construction/opening
- e. Development financing:
 - i. Total project development costs (excluding land costs)
 - ii. If the project received public financial assistance, provide the amount, form, and structure of any public financial assistance (e.g., land consideration, tax-exempt bonds, below market debt, guarantees and other types of credit enhancement, grants, tax increment financing, impact fee waivers, etc.)
- f. Project outcomes (if applicable):
 - i. Statement of recognitions and/or performance measures (e.g., transit modal share, energy performance of buildings, industry recognition, awards, or certifications received).
 - ii. Unique approaches, challenges and solutions associated with community engagement and performance oversight for the project, such as

community collaboration, incorporation of a community benefits agreement, and ongoing oversight and reporting mechanisms.

- g. If requested by the City, Respondents may be required to submit references from each Project including e-mail and phone number.

7. CAPACITY &
FINANCIAL
QUALIFICATIONS

- a. List any current or anticipated projects in the pipeline (e.g., in pre-development, design or construction phase) that will also be ongoing during redevelopment of the Project. For each, describe the location, size, and cost of the transaction, plus the role of the development entity.
- b. Provide an explanation of your anticipated source of funds, including sources for debt financing, equity, and public financing, for the project, including specific details on financial institutions, investment groups, cash equity, etc.). In addition, include a summary of the Respondent's experience in obtaining private equity and debt for public-private developments similar in scale and vision to the Project described in this RFQ.
- c. Anticipated land structure (i.e. land sale, ground lease, equity partnership, etc.).
- d. Provide two financial references, letters from a financial institution(s), with whom the Respondent has a relationship.

8. DEVELOPMENT
VISION &
COMMUNITY
BENEFITS

- a. Design Vision: Provide a narrative description of the proposed development. Include graphics that convey the design intent. Graphics should include a conceptual site plan, block massing, and proposed stacking of uses. To illustrate the design intent Respondents should include relevant precedents that highlight materiality, architectural character, and functional considerations. A compelling visual and narrative representation should convey how the proposed development aligns with the site's context and project goals.
- b. Community Benefits: Provide a summary of the community benefit components anticipated to be integrated into the development. Exhibit E includes a list of possible community benefits that may be utilized. This list is not comprehensive. Additionally, the City does not expect Development Teams to integrate all of the items on this list; rather, this list is provided as a resource for Development Teams to utilize specific community benefits and to generate ideas from. Community benefits may be modified due to the outcome CBA negotiations.

9. DISCLOSURES
- a. Document any potential or actual conflicts of interest.
 - b. Document if the Respondent or any subsidiary or affiliated corporation, officers, or principals, members, shareholders, or investors filed for bankruptcy within the past 10 years.
 - c. Document if the Respondent or any subsidiary or affiliated corporation, or any officers, principal members, shareholders, or investors defaulted on a loan or other financial obligation.

RFQ EVALUATION

Respondents selected to move forward with negotiations with the City will be chosen on the basis of their experience and the quality of the information provided through the RFQ.

Respondents that are the highest ranked by a selection committee, comprised of City staff and community representatives, and that demonstrate financial viability will be selected to enter into a Cooperation Agreement:

1. RFQ SELECTION CRITERIA

The following criteria will be used in the evaluation process:

- a. Team Structure and Qualifications, 30 points
Demonstrated capacity, knowledge and experience for the successful planning, design, financing, development, and operation of complex urban development projects.
- b. Commitment to Community Centered Development, 15 points
Demonstrated experience with development projects that included strategies for engaging a broad range of businesses, and community stakeholders throughout the development process. Demonstrated meaningful approaches to workforce representation, fair labor practices, professional development initiatives, local supplier and contractor participation, and community engagement. Past projects demonstrate long-term benefits for the communities they are built in.
- c. Experience Qualifications, 30 points
Implementing projects similar in development scope and type to proposed project, including projects with public/private development partnerships and sustainable developments.
- d. Capacity and Financial Qualifications, 25 points
Financing of comparably scaled and complex projects; indication of the use of alternative financing mechanisms and ownership structures suited to achieve desired outcomes; and that include the City as a long-term partner and may be better suited to achieving the desired outcomes.
- e. Development Vision and Community Benefits, 30 points
Vision for the development and strategy for implementing community benefits that advance racial equity, community wealth building, climate resilience and public health goals

2. FINANCIAL VERIFICATION

At the City's discretion, the Respondents ranked highest by the review committee may be required to submit additional information verifying the financial viability of the proposed development entity, including the following information:

- a. The last three (3) years of audited financial statements prepared by an independent certified public accounting firm that include a balance sheet, income statement, cash flow statement and associated notes to the financial statements. If audited financial statements are not available, then provide the last three (3) years of tax returns submitted to the IRS. If a respondent is a sole proprietor or a wholly owned corporation owned by a single individual, and the development team will rely on the financial assets of the sole proprietor or single owner of the corporation, then the individual's tax returns, and financial information must also be disclosed.

To protect these documents from disclosure under the Utah Government Records Access Management Act ("GRAMA"), Respondents should follow the process described below. The review of financial statements will be limited to City staff.

RFQ TIMELINE

- RFQ Posted: March 31, 2025
- Informational Meeting: April 22, 2025 at 1:00 – 2:00 PM
- Questions Due: May 14, 2025 at 5:00 PM
- Responses Due: May 30, 2025 at 5:00 PM
- Finalist Notified for Interview: June 13, 2025
- Respondents Selected: June 30, 2025
- Mayor Ratification and Respondents Notified: June 4, 2025

RFQ MISCELLANEOUS

1. All RFQ submittals, including attachments, supplementary materials, and addenda shall become the property of the City at the time of submission and will not be returned to the Respondent. Information contained in the proposals, excluding information labeled "Not for Public Disclosure" in accordance with Utah law as outlined in Section 2 below, will be available to the public upon inquiry immediately following the execution of a written agreement with the selected developer by the City.
2. All response documents are subject to the Utah Government Records Access Management Act ("GRAMA") set forth in *Utah Code Ann. §§63G-2-101 et seq, as amended. Pursuant to GRAMA, certain records within the City's possession or control (including those potentially provided by a Respondent) may be subject to public disclosure. If a Respondent considers a portion of its RFQ package to be protected records pursuant to Utah Code Ann. §63G-2-305(1) and (2), such as financial statements, the protected records shall be submitted separately, either as a separate*

file or in a separately sealed envelope, labeled as "Not for Public Disclosure" with a cover letter that declares the following:

This letter is sent pursuant to Utah Code Ann. §63G-2-309 and notifies Salt Lake City that the undersigned considers the information accompanying this cover letter to be protected records pursuant to Utah Code Ann. §63G-2-305. The undersigned considers this information to be confidential to the undersigned's business operations for the reasons listed below and a trade secret and the undersigned would consider disclosure of this information to potentially result in unfair competitive injury to the undersigned.

[Insert a concise statement of reasons supporting the claim of business confidentiality]

Therefore, the undersigned would request that Salt Lake City maintain such information in a confidential nature and that Salt Lake City not disclose such information pursuant to GRAMA or otherwise.

3. It is the Respondent's responsibility to assure delivery of its RFQ to the City prior to or at the designated date and time. The City reserves the right to reject any incomplete or irregular submission and reserves the right to waive any non-material irregularity in submissions. Responses to the RFQ that are not received by the City prior to the time and date specified will be considered late. Late responses may not be considered.
4. The City reserves the right to reject any and all RFQs received at any time prior to the execution of legal agreements. The City reserves the right to negotiate changes in the terms of development with the selected Respondent as may be required.
5. The City shall have the right to verify the accuracy of all information submitted and to make such investigation as it deems necessary to determine the ability of a Respondent to perform the obligations in the response. The City reserves the right to reject any response where the available evidence or information does not satisfy the City that the prospective developer is qualified to carry out properly the obligations of the response, is a person or firm of good reputation or character for strict, complete, and faithful performance of business obligations, or if the prospective developer refuses to cooperate with and assist the City in the making of such investigation.
6. Respondents, by submitting a response to the RFQ, waive all rights to protest or seek any legal remedies whatsoever regarding any aspect of the RFQ including, but not limited to, the City's selection of Respondents, the City's rejection of any or all RFQs, and the terms of any subsequent legal agreements that might be entered into as a result of the RFQ.
7. City Non-Liability and Related Matters
 - a. No Representation or Warranties
All facts and opinions stated herein, any additional data including, but not limited to statistical and economic data and projections, are based on available information, and no representation or warranty is made with respect thereto by the City.
 - b. Building Permits, Zoning Variances, and Financial Viability
The City through the sale of the Property in no way guarantees or warrants the issuance of building permits, zoning variances, or the financial viability of the Project.

c. City Discretion, Non-Liability, Waivers, and Hold Harmless

Developers acknowledge by submitting information and proposals to the City, that the City does not undertake and shall have no liability with respect to the development program, the RFQ, and responses thereto or with respect to any matters related to any submission by a developer. By submitting a proposal in response to the RFQ, the developer releases the City from all liability with respect to the development program, the RFQ, and all matters related thereto, covenants not to sue the City regarding such matters, and agrees to hold the City harmless from any claims made by the developer or anyone claiming by, through, or under the developer in connection therewith.

Supplemental Information

The following supplemental information is available on the Utah Public Procurement Place website and can be found at this <https://utah.bonfirehub.com/opportunities/179469>

Reference Event Number SLCCAN2501.

1. Supplemental Document 1 - 2024 Salt Lake City Fleet Block Environmental Data Summary Report.
2. Supplemental Document 2 - Utility Diagram

Exhibits

EXHIBIT A. Property Description

EXHIBIT B. Development Sites

EXHIBIT C. Midblock Map

EXHIBIT D. Green Loop Map

EXHIBIT E. Menu of Public Benefits

EXHIBIT "A"

Property Description

Property Address: 850 S 300 W

Parcel Number: 15-12-251-001-0000

Legal Description: COM AT SE COR LOT 1 BLK 7 PLAT A SLC SUR W 30 RDS N 20 RDS W10
RDS N 20 RDS E 40 RDS S 40 RDS TO BEG

Total Acreage: 8.75

Site A Acreage: Approximately 1.6

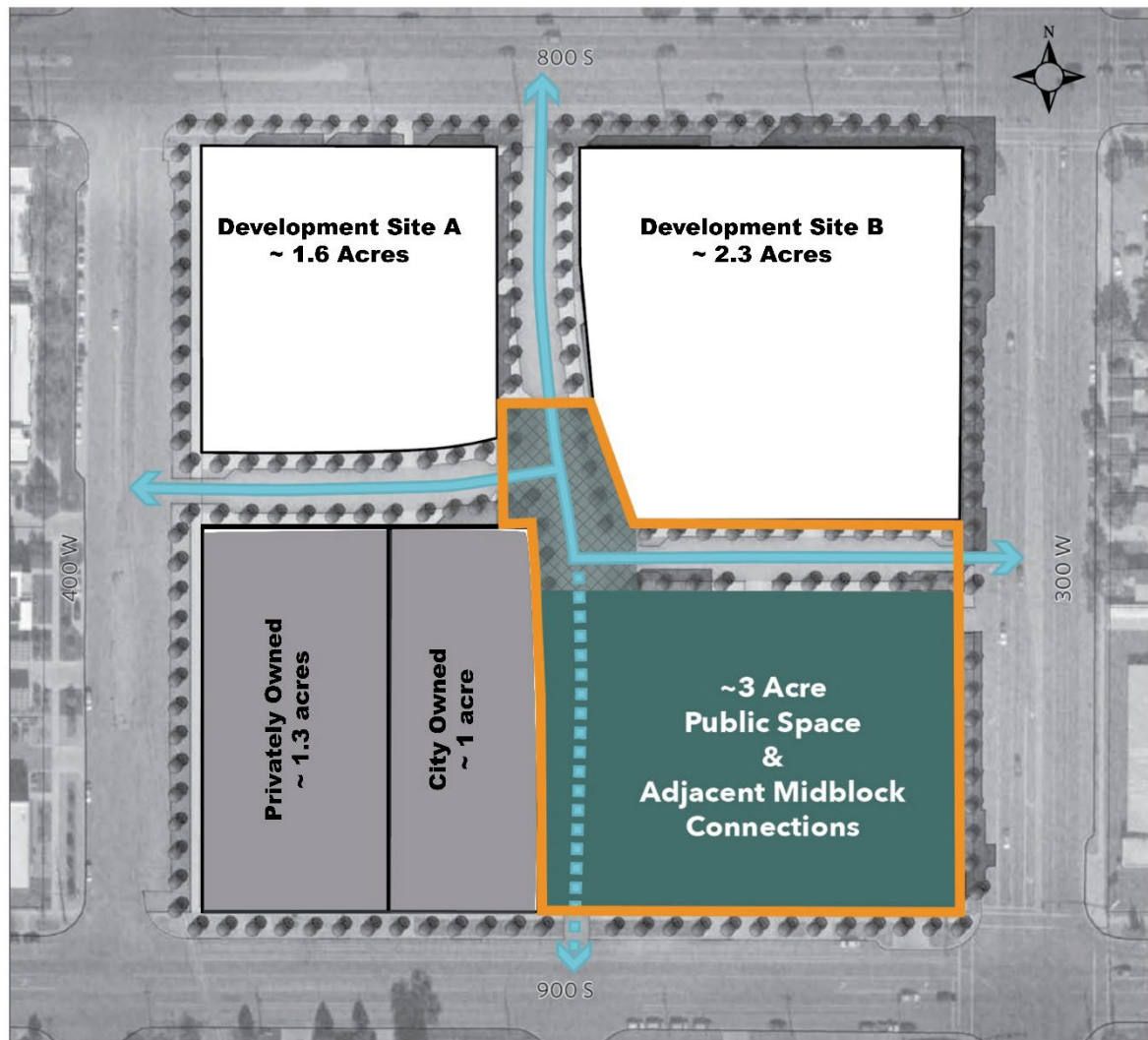
Legal description and final acreage to be finalized.

Site B Acreage: Approximately 2.3

Legal description and final acreage to be finalized.

Zoning: Mixed-Use 11

EXHIBIT "B" Development Sites



- Open Space
- Plaza / Shared Street
- City-led Development Site
- Non-motorized Midblock Connection
- Midblock Streets
- Development Partnership



EXHIBIT "C" Midblock Map

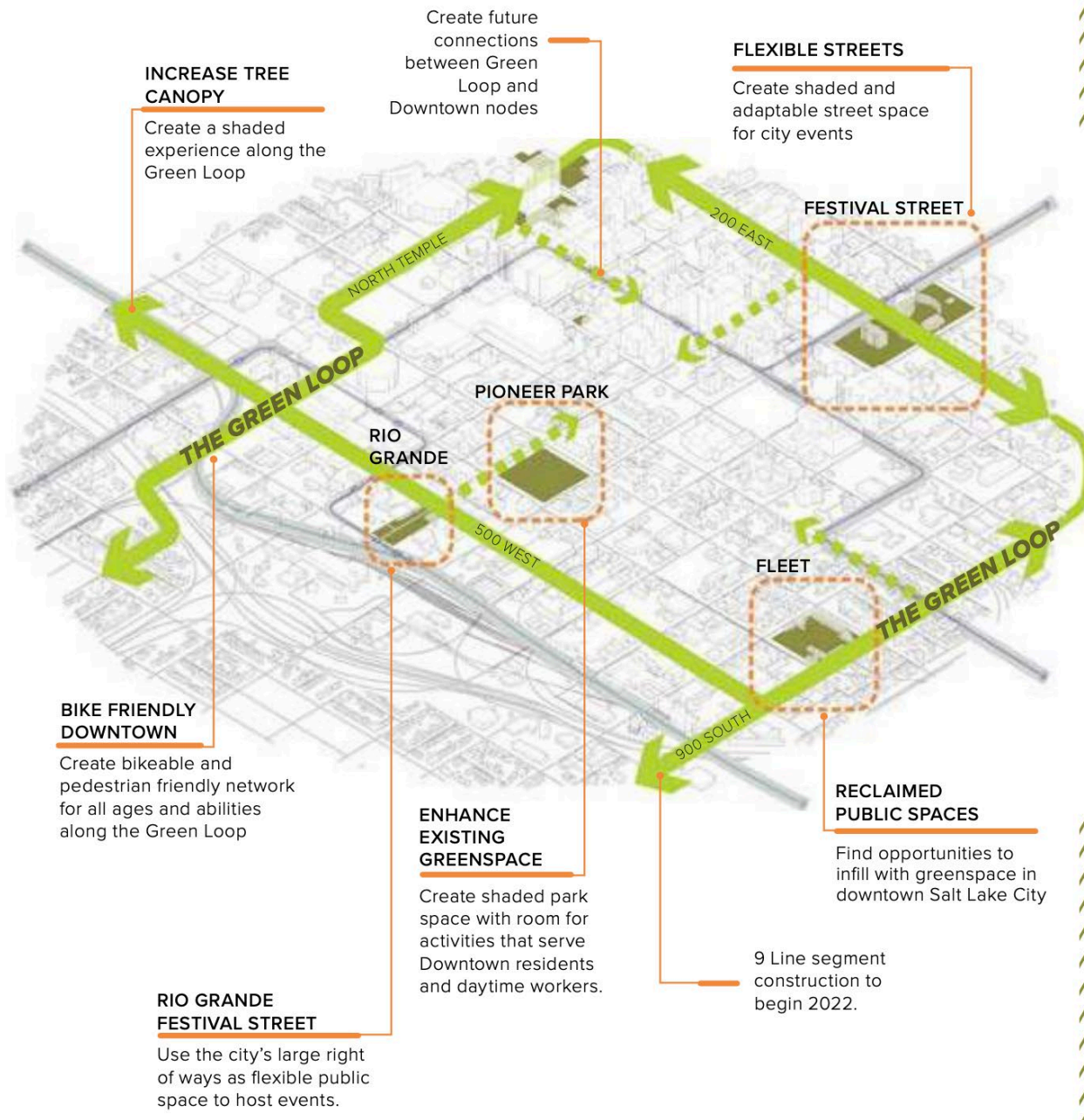


Source: Downtown Plan, adopted in 2016



EXHIBIT "D" Green Loop Map

Figure 31: Activating downtown SLC diagram.



Source: Reimagine Nature, adopted in 2022

EXHIBIT "E"

Menu of Public Benefits

Note: This list is not comprehensive. Additionally, the City does not expect Development Teams to integrate all of the items on this list; rather, this list is provided as a resource for Development Teams to utilize specific community benefits and to generate ideas from. Community benefits may be modified due to the outcome of the CBA negotiations

- **Architecture and Urban Design**
 - Design buildings that reflect the rich and diverse culture of the broader Salt Lake City community.
 - Prioritize high-quality, original architecture that avoids monolithic forms.
 - Incorporate public-facing outdoor art that enhances visual engagement.
 - Exceed ADA minimums by applying universal design principles in all public and private spaces. Which may include accessible units on the ground floor.
 - Create multi-generational environments that serve people of all ages—from children to seniors.
 - Ensure spaces are well-lit and inviting to support a safe and vibrant nighttime experience.
 - Incorporate design elements that encourage community and neighborliness, avoiding design elements that foster isolation.
 - Provide public amenities that activate and integrate with streets and public squares.
 - Include clean, safe, and accessible public restrooms for users of the public square.
- **Transportation & Parking**
 - Prioritize access to the 9 Line, Green Loop, and public transit.
 - Expand availability of shared micro-mobility options such as bike-share, e-bikes/scooters, and car-share services.
 - Invest in high-quality bicycle and active transportation infrastructure and amenities.
 - Incorporate wayfinding and signage to support mobility for all users, including people with disabilities and those for whom English is not a first language.
 - Optimize land use with shared parking strategies and demand management approaches.
 - Locate all required parking within structures, not surface lots.
- **Anti-Displacement**
 - Prioritize and market units to specific households including recently displaced households, generational resident households, households with children, local workforce households, and/or unit-sized matched households.
 - Prioritize commercial leases for businesses displaced or at risk of displacement from the city.
 - Participate in eviction diversion efforts and provide on-site housing assistance resources.
- **Residential – Homeownership / Equity Sharing**
 - Incorporate development into a Community Land Trust.

- Provide affordable pathways to homeownership.
- Establish limited equity cooperatives to support tenant ownership and stability.
- **Residential – Rental**
 - Offer income-restricted units across a mix of income levels.
 - Include dedicated senior housing.
 - Develop family-sized units (three bedrooms or more) with family-oriented amenities.
 - Incorporate uncommon and innovative housing typologies.
- **Commercial Space**
 - Master lease commercial space and sublease at affordable rates.
 - Include smaller commercial units to support new business incubation.
 - Offer below-market rents to essential neighborhood and mission-driven services which may include:
 - Fresh food retailers
 - Childcare centers
 - Healthcare clinics
 - Community and cultural centers
 - Arts organizations
 - Community non-profit organizations
 - Housing service providers
 - Provide technical assistance to support local, minority-owned businesses during tenant procurement.
 - Explore collective commercial ownership through a Community Investment Trust.
- **Environment and Sustainability**
 - Meet enhanced indoor air quality standards through air monitoring, material selection (low-VOC and low-formaldehyde products), improved ventilation, and high-efficiency air filtration that reduce indoor particulate matter and carbon dioxide levels.
 - Utilize all-electric appliances and eliminate on-site fossil fuel combustion.
 - Provide on-site renewable energy generation.
 - Design to a higher standard of energy efficiency, targeting carbon-neutral or net-zero performance.
 - Integrate waterwise landscaping and advanced stormwater management systems.
 - Support biodiversity with bird-safe glass, pollinator gardens, and native plantings.