



## Request for Qualifications 18-21

### Acquisition Broker: Airport Way URA

RFQ Title: Acquisition Broker: Airport Way Urban Renewal Area

Date Issued: June 19, 2019

RFQ Coordinator: Kristy Branson, Senior Procurement Specialist

Contact Information: 503.823.3688 (direct); [bransonk@prosperportland.us](mailto:bransonk@prosperportland.us) (email)

Qualifications Responses Due: **Tuesday, July 2, 2019, by email by 2:00 PM PST**

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Through this Request for Qualifications (this “RFQ”), Prosper Portland, the assumed business name of the Portland Development Commission, the urban renewal and redevelopment agency of the City of Portland is seeking responses from qualified brokerage firms or individuals (the “Broker”) to provide acquisition brokerage services for Prosper Portland in the Airport Way Urban Renewal Area.

**A. Background and Statement of Work.** The Airport Way Urban Renewal Area (the “URA”) was formed in 1986 with the primary goal of facilitating development to create a major eastside employment center. Although the maximum indebtedness for the URA has been reached, Prosper Portland has remaining funds in the URA and is looking to invest in property acquisition, redevelopment partnerships, infrastructure improvements, and economic development.

Through this RFQ, we are seeking to retain a broker to represent our interests in the potential acquisition of underutilized structure(s) for affordable industrial and commercial development in the URA. Prosper Portland is seeking statements of qualifications for a broker or team of brokers that has substantial experience working on significant acquisition(s) of development or redevelopment land in the Portland market.

**B. Investment.** Prosper Portland has the potential to invest \$3M to \$10M into the URA.

**C. Response Guidelines.** To respond to this RFQ, email a cover letter, resume, team composition, history of comparable transactions, and marketing strategy plan in one Adobe Acrobat file to the RFQ Coordinator named above no later than the response deadline. There is no page limit for the response, but brevity is appreciated. Do not send standardized marketing materials.

**D. Evaluation Process.** This is a qualifications based selection. Prosper Portland will review all responses received by the deadline and make a selection that Prosper Portland, in its sole determination, deems to offer the best overall acquisition brokerage services required for this project. Evaluation factors will include the respondents’ success with similar efforts, capability, and availability. Interviews with the highest-ranked respondent(s) may also be a part of the evaluation process for this RFQ. If interviews are conducted, Prosper Portland reserves the right to re-rank the respondents based on the combined strength of the written response and interview.

**E. Retainer.** Prosper Portland may consider a reasonable retainer to be paid to the successful respondent. If a retainer is requested, please detail amount and basis for the retainer. Prosper Portland reserves the right to negotiate the proposed amount and makes no guarantee that a retainer will be provided.

**End of RFQ**