



COCHISE COUNTY

REQUEST FOR PROPOSALS (RFP) FOR THE PURCHASE, RENOVATION AND REDEVELOPMENT OF OLD BISBEE HIGH SCHOOL PROPERTY OWNED BY COCHISE COUNTY WITHIN THE CITY OF BISBEE, ARIZONA

Submission Deadline: APRIL 1, 2022, 4:00PM Local Time

1. Introduction
2. RFP Overview
3. Site Specific Information
 - A. The Building and its Historical Significance
 - B. Location
 - C. Zoning
4. Redevelopment Goals
5. RFP Process and Timeline
6. Submittal Requirements and Evaluation
 - A. Submittal Considerations
 - B. Submittal Materials
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7. General Terms and Conditions
8. Selection Process
9. Purchase and Sale Agreement

Other Resources: Please see project website <https://www.cochise.az.gov/822/Old-Bisbee-High-School-Redevelopment>

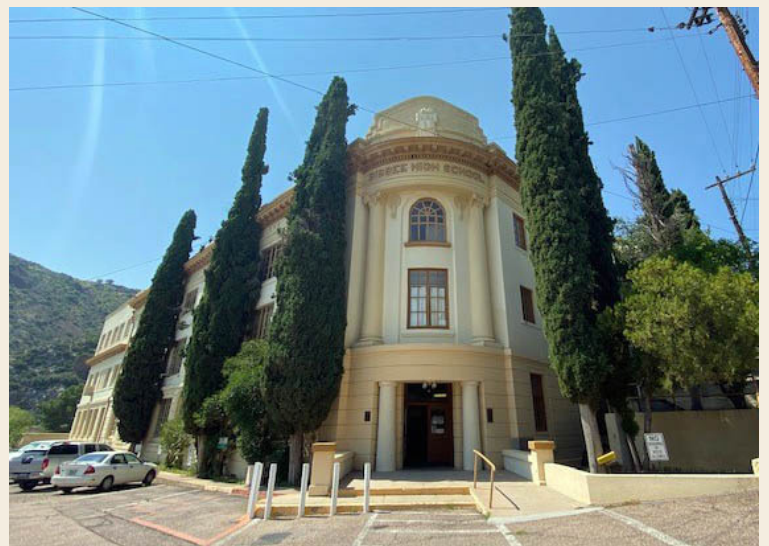
- Address: 100 Clawson Avenue Bisbee, Arizona; APN 103-62-025, 103-62-027, 103-62-025B
- 1.44 acres total
- Erected in 1913; rebuilt in 1920 following a fire that destroyed much of the interior of the structure
- Architectural elements: four stories, flat roof. Decorative, cornice, corner entry, rounded corners on two sides L-shaped plan
- Architect: Norman F. Marsh



HISTORIC PHOTO



VIEW FROM BUILDING, LOOKING EAST



RECENT PHOTO OF MAIN ENTRANCE



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1. INTRODUCTION

The County of Cochise, Arizona (the “County”) is seeking proposals for the purchase, renovation, and redevelopment of a historic school property within a National Historic District. Bisbee High School is located at 100 Clawson Avenue within the City of Bisbee, AZ. Although located within Bisbee, Cochise County currently owns the property. The County intends to sell the property to a developer for subsequent conversion from governmental office use to multi-unit residential, which may also incorporate some retail and office use. This request for proposals (“RFP”) is geared towards knowledgeable developers with experience in property redevelopment, adaptive reuse of historic properties, and historic preservation. It provides developers with the needed information to assist with RFP preparation and submission requirements, as well as evaluation information.

BISBEE FACTS

- **Best Historic Small Town in America (2016) USA Today**
- **Best Places To Go (2018) Frommer’s**
- **25 Small Towns That Are About to Become More Popular (2021) Reader’s Digest**
- **Bisbee is 5,538’ in elevation, making it 15 degrees cooler than Tucson or Phoenix on average**

2. RFP OVERVIEW

The County is offering for sale, through the RFP process in accordance with Arizona Revised Statutes 11-251, three developed parcels of land comprising 1.44 acres, located at 100 Clawson Avenue, Bisbee, Arizona. The purpose of this RFP is to facilitate the selection of a proposer who demonstrates the qualifications and capacity necessary to:

- best effectuate the terms and conditions of the purchase and
- best meet the evaluation criteria described in this request for proposals.

While the County believes that the information provided in this RFP, including all exhibits and addenda, if any, is accurate, it makes no representation or warranty, express or implied, as to the accuracy and completeness of the information in this RFP. The proposer assumes all risk in connection with the use of the information, and releases the County, their representatives, agents, boards and commissions, from any liability in connection with the use of the information provided by the County. Further, the County makes no representation or warranty with respect to the Premises, including without limitation, the value, quality or character of the Premises or its fitness or suitability for any particular use and/or the physical and environmental condition of the Premises. The Premises will be sold in “AS IS” condition. Each proposer shall undertake their own review and analysis (due diligence) concerning the physical and environmental condition of the Premises, applicable zoning and other land use laws, required permits and approvals, and other development, ownership, and legal considerations pertaining to the Premises, and the use of the Premises. County staff is able to provide on-site tours of the facility and additional background information on the building (such as building condition reports) upon request. All proposers are required to make at least one site visit prior to the closing of the RFP. Site tours are available, by appointment only, on January 3, 10, 24, 31, or February 7, 14 (2022). All tours will occur between the hours of 9am-2pm, local time.

In addition, more information can be found on the County’s project website: <https://www.cochise.az.gov/822/Old-Bisbee-High-School-Redevelopment>



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3. SITE SPECIFIC INFORMATION

A. THE BUILDING AND SURROUNDINGS

The subject property is the Historical Old Bisbee High School. The structure includes three stories above ground and a partial basement. There is 44,945 s.f. above grade and a 2,242 s.f. partial basement and it is on a hillside site, which allows ground-level access to each floor. This former high school was originally erected in 1913 and was substantially rebuilt in 1920 after a fire. The high school use was vacated in 1959 after a new high school was built. In the following decades, most of the interior spaces were occupied by Cochise County agencies including Legal Defender, Adult Probation, Housing Authority, Library, Child Support, Elections Board and School Superintendent. There are two surface parking lots. One is on the subject property. The other is on an adjacent County-owned parcel. Together, 50 parking spaces are included, onsite, to serve the building. The County has included existing floor plan and images of the building's interior and exterior on the County's project website: <https://www.cochise.az.gov/822/Old-Bisbee-High-School-Redevelopment>. However, please note, respondents will be expected to visit the building and access the interior as part of the RFP process.



REGIONAL MAP



LOCATION IN BISBEE

B. LOCATION: THE CITY OF BISBEE

Bisbee is a city in, and the county seat of, Cochise County in southeastern Arizona. It is 92 miles southeast of Tucson and 11 miles north of the Mexican border. According to the 2020 census, the population of the town is 4,923. Bisbee is both a great place to live or visit. It is 5,538' in elevation, making it 15 degrees cooler than Tucson or Phoenix on average. In addition, it was voted: Best Historic Small Town in America (2016) USA Today, Best Places To Go (2018) Frommer's, and one of the 25 Small Towns That Are About to Become More Popular (2021) Reader's Digest.

The property is ideally located for a mixed-use development that takes advantage of its proximity to the downtown commercial district. It has outstanding views of the surrounding mountains and historic core. The building façade is largely unchanged from the original in the early 20th century and may qualify for National Register for Historic Places listing. Such a listing would qualify a redevelopment project for historic tax credits, a potentially significant source of funding for a redevelopment effort. Notably, the property is located within the Bisbee Historic District, designated by the National Park Service in 1986. It is also within a designated Arizona Enterprise Zone, which may qualify the future owner for additional property tax reduction and income tax credits.



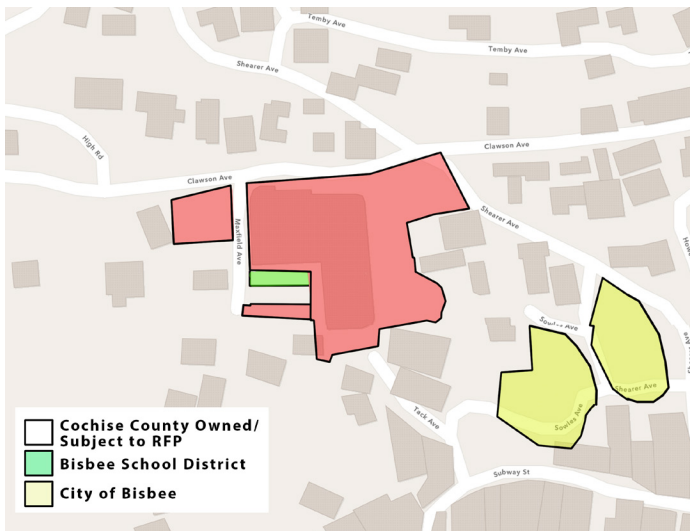
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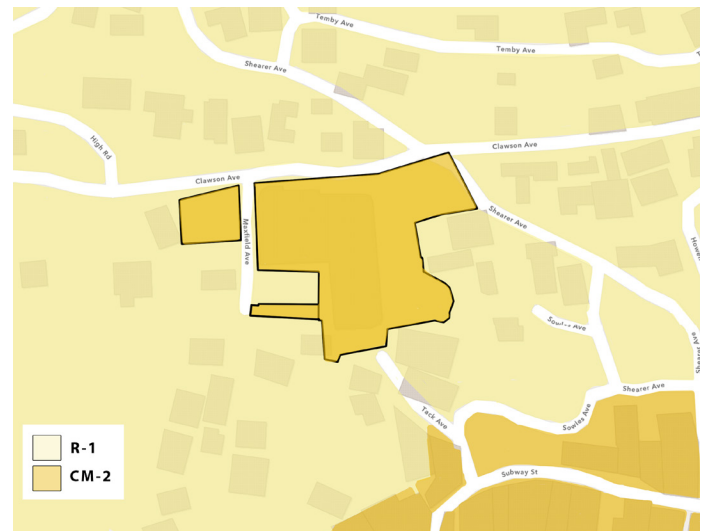
3. SITE SPECIFIC INFORMATION continued

C. ZONING

A rezoning for the property was approved by Bisbee City Council in November. This change from R-1 (Residential) to CM-2 (Commercial Mixed Use, Division 2) will go into effect on December 16, 2021, prior to the RFP response date. For a listing of uses allowed by zoning see please see the County’s project website. Respondents will be responsible for conducting their own due diligence regarding additional zoning and permitting approvals, if any, may be required.



PUBLIC OWNERSHIP



ZONING

4. REDEVELOPMENT GOALS

Please note that it is not the County’s intent to prescribe a program. However, the project is envisioned to be a substantial remodel of the existing building into an adaptive residential and/or nonresidential use with the following components:

- Multifamily Residential Use: For proposals that include a residential use, the unit mix and sizes should be supported by market conditions.
- Mixed-Use or Nonresidential Use: The County welcomes proposals that include nonresidential components, including retail, office and restaurant. Respondents should identify any partners that would be involved with operating or programming nonresidential uses.
- Preservation of Historic Architecture: Regardless of whether the proposer seeks Historic Rehabilitation Tax Credits, the County encourages the preservation and restoration of original architectural features, to greatest degree feasible. A historic preservation easement may be conveyed with the property, which will prohibit property demolition and require preservation of significant historic exterior and interior features of the structure.
- Surface Parking: Required off-street parking spaces should be provided on-site, to the greatest extent possible. As required by the Zoning Regulations, “No additional parking spaces shall be required...in connection with any such construction, enlargement or renovation or the subsequent use of that commercial space for the uses specifically designated in any such building permit. Off-street parking currently being maintained in connection with any existing building or use shall be maintained so long as that building exists or its use continues.”



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4. REDEVELOPMENT GOALS continued

The County anticipates advancing the following objectives:

- A. Beneficial Redevelopment. The proposal will:
 1. Benefit, and be compatible with, the surrounding community,
 2. Increase revenue generating opportunities and improve the tax base for the City,
 3. Visually and functionally integrate into the surrounding neighborhood through improvement/ continued maintenance of existing landscape and the exterior common areas of the structure.
- B. Timely Completion: The project shall be completed in a professional and timely manner.
- C. Financial Return: Develop a financially viable project that maximizes private investment and encourages reinvestment in the greater area
- D. Preservation of Historic Architecture: The County seeks to ensure the continued preservation of an important Historic Property within a National Historic Preservation District. Respondents shall adhere to the Secretary of the Interior’s Standards for the Treatment of Historic Properties for Preserving, Rehabilitating, Restoring, and Reconstructing Historic Buildings. A successful proposal shall provide a creative, adaptive reuse of the existing historic building and its historic features.

5. RFP PROCESS AND TIMELINE

The County wishes to move quickly in the selection of a development partner, given that much of the building is currently not actively occupied. The County will assemble an internal team to review the proposals and select a developer/development team with which to negotiate a Development Agreement. The desired transfer of title for the property is no later than July 1, 2022; however, the County reserves the right to extend any or all deadlines, if necessary. Below is a table outlining the major events and corresponding dates.

EVENT	DATE
Release Request for Proposals (RFP)	December 15, 2021
Proposal deadline – 4:00 PM, local time	April 1, 2022
Proposal approved	April, 2022
Development Agreement negotiated	May, 2022
Transfer of Title	July 1, 2022
Project commences	November, 2022
Project completion	March 31, 2023



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6. SUBMITTAL REQUIREMENTS AND EVALUATION

A. Submittal Considerations: Before awarding the contract, a respondent may be required to show that he/she has the ability, experience, necessary equipment, experienced personnel, and financial resources to successfully carry out the work required by the contract. The Evaluation Committee may request answers to specific questions about the proposals orally or in writing prior to making a final selection. The items listed in this section are considered minimum requirements.

The right is reserved to reject any and/or all proposals without stated cause, to waive technicalities, to advertise for new proposals, or to proceed to do the work otherwise, if in the judgement of Cochise County the best interest of the County will be promoted thereby. Upon selection of a finalist, the County by its proper officials shall attempt to negotiate and reach a final agreement with the finalist. If the County, for any reason, is unable to reach a final agreement with this finalist; the County then reserves the right to reject such finalist and negotiate a final agreement with another finalist who has the next most viable proposal. Properties will be transferred in "AS-IS" condition.

B. Submittal Materials. All submissions shall include the following:

Section 1, Statement of Submission

1. A statement to the effect that your proposal is in response to this Request for Proposals (RFP) for the Purchase, Renovation and Redevelopment of Old Bisbee High School.
2. Name of the lead project sponsor(s) ("Respondent"). Provide a brief description of your firm, including the Federal Employer Identification Number, the age of the firm's business and the average number of employees during the last (3) years.
3. The location of the firm's principal place of business and, if different, the location of the place of performance of the contract.
4. A written commitment to perform the requested work in accordance with the requirements outlined in this RFP.
5. Site visit confirmation sheet, provided, signed and dated by County employee.

Section 2, Project Description

1. Project Description – Provide a written description of the proposed project. Include information supporting the feasibility and marketability of the proposed project
2. Conceptual site plan, this may include floor plans and/or elevations.



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6. SUBMITTAL REQUIREMENTS AND EVALUATION, continued

Section 3, Finance

1. An offer price. Pursuant to the requirement of ARS 11-251, the minimum acceptable bid for the purchase of the property shall be at least ninety percent of the current market value, which is \$900,000. This full appraisal is available online: <https://www.cochise.az.gov/822/Old-Bisbee-High-School-Redevelopment>
2. Project Budget: preliminary development budget for renovation of the building, parking lots and related site improvements
3. Preliminary anticipated overall schedule and key dates, including start and completion dates, site plan approval, and permitting and financing milestones, including any proposed phasing.

Section 4. Development Team Qualifications

1. Team Composition: List all identified members of the development team, including architects, landscape architects, historic preservation specialists, etc. Provide an organizational chart and a one- to two-page resume for each team member.
2. Experience and References – Identify in detail precedent projects and experience by name, type, location, project schedule, completion status, and role of the proposed development team members. Include a reference, description of specific services provided, and relevant dates. Identify any claims or lawsuits that have been brought against the Respondent as a result of and services provided within the last five (5) years. All teams shall include at least one historic preservation specialist with project experience in the application of the Secretary of the Interior's Standards for Rehabilitation of Historic Structures.

C. Evaluation - A qualified respondent represents a firm, in the opinion of the Evaluation Committee, that possesses the experience, design acumen, and financial resources necessary to undertake and successfully complete the redevelopment of the Old Bisbee High School within the requirements of federal and local laws and regulations in a timely fashion. More specifically, respondents will be evaluated whether or not, and the degree to which, their proposal achieves the following:

- Completeness of proposal – The proposal includes all of the information requested in this RFP. The respondent also demonstrates a clear vision for achieving all objectives and tasks, including a schedule of work that is reasonably aggressive and realistic.
- Expected quality of proposed work – The completed project is expected to be high quality and maximize the potential of the site. It is in line with the County's vision for the property. Proposals shall be evaluated based upon the extent to which the proposed redevelopment fits into and improves the surrounding neighborhood.
- Value- The proposed project will provide lasting value to the surrounding community, City and County. Evaluators will consider both the amount of financial investment proposed for the building site and the municipal tax revenue that will result from its redevelopment.
- Respondent Experience – The respondent has demonstrated experience in preservation, adaptive reuse, and redevelopment of similar scale and complexity. They clearly demonstrate the capability to produce the final product as they have presented. The developer's credentials, financials, and accreditations are current and in good standing and demonstrate access to conventional financing to fund a portion of the redevelopment project as demonstrated by a bank note.



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7. GENERAL TERMS AND CONDITIONS

Respondents shall submit one (1) electronic copy, by email, to procurement@cochise.az.gov with the subject line Old Bisbee High School RFP (and the name of your firm), or by emailing a link to a file sharing platform. If you send an email auto-generated from a file sharing platform, please also send a separate email from your firm confirming receipt. Please do not send hard (paper) copies by mail. Submissions are due by 4:00 PM on Friday, April 1, 2022.

Once received by the County, submissions will not be returned. Formal communication, such as requests for clarification and/or information concerning this solicitation shall be submitted by email cmclachlan@cochise.az.gov. The deadline for submitting questions will be February 25, 2022. Responses will be provided to all inquiries and answers to frequently asked questions will be available at <https://www.cochise.az.gov/822/Old-Bisbee-High-School-Redevelopment>. No information concerning this solicitation or request for clarification will be provided in response to telephone calls.

It is a requirement for all interested respondents to visit the site. Any respondent that does not attend the site visit will be excluded for consideration of this request for proposal. Instructions are as follows: All proposers shall contact the County to arrange a site visit during the times listed within the RFP Overview portion of this document. The site visit must be prearranged with the County. Please call or email: Christine McLachlan, 520-432-9266 or cmclachlan@cochise.az.gov to arrange a site visit.

The County reserves the right to reject any or all submissions, to waive minor irregularities in said submissions, or to conduct clarifications for administrative errors or pricing verification irregularities. Any submissions which are not submitted by the date and time specified within this RFP will be considered late. Late bids may be used by the County, if the Evaluation Committee determines, in writing, accepting the late bid will be in the best interest of the County. All expenses involved in the preparation and submission of the RFP to the County or any work performed in connection therewith shall be assumed by the Respondents. No payment will be made by the County for any responses received, nor for any other effort required of or made by the developer prior to the commencement of work.

8. SELECTION PROCESS

Responsive submissions will be reviewed on a respondents' ability to meet the minimum requirements outlined in Section 6 - Submittal Requirements and Evaluation, and weighing the information provided against Section 4- Redevelopment Goals. The Evaluation Committee will select the highest bid that best meets all minimum requirements, which are the terms prescribed by the board. The minimum accepted bid shall be no less than ninety percent of the market value. The County may also at its discretion request oral presentations. A final determination will be made after the oral presentations, if required, are complete. All decisions reached by the Evaluation Committee will be by consensus and will be conveyed as the staff recommendation to the Board of Supervisors.

9. PURCHASE AND SALE AGREEMENT

The selected developer will be responsible for all infrastructure costs related to the project, including but not limited to electrical, street, water, and sewer. A survey of building materials was recently completed. This report can be viewed online: <https://www.cochise.az.gov/822/Old-Bisbee-High-School-Redevelopment>. The County also expects to enter into a mutually acceptable land development agreement with the successful proposer that will govern the subsequent rehabilitation of the building and the redevelopment of the property.