



REQUEST FOR INFORMATION

No. LDC0321

Issued: March 5, 2021
8:00 AM (MST)

Response Due: March 22, 2021
3:00 PM (MST)

Contact: Mr. Kelly S. Ward
Director of Business Development
505-620-1351
kward@lobodevelopmentcorp.com

Lobo Development Corporation will accept submissions via hardcopy or electronically. Submit responses to the following:

Hardcopy:

(Mail to address below. If hand-delivering, please call for an appointment.)

Lobo Development Corporation
Attn: Keelie Garcia, Administrative Operations Mgr.
801 University Blvd SE, Suite 207
Albuquerque, NM 87106

505-925-1610

Electronic:

keelie@unm.edu

Any and all confidential or proprietary information must be so labeled and segregated. The information submitted will not be returned to respondent. All costs incurred in the preparation of the submittal are the sole responsibility of the respondent.

LDC reserves the right to request any follow-up information either telephonically or in writing. Please note that determination by LDC to engage in follow-up discussions and/or negotiations with any respondent does not infer any rights on the selected respondent or obligate LDC or UNM to enter into a transaction with the selected respondent. No legal relationship shall exist between the parties until after the execution of definitive documents between LDC and/or UNM and the selected respondent. This process may or may not result in either further solicitation or a contract for professional services. State of New Mexico procurement regulations do not apply to LDC during this selection process. All decisions of the LDC Board and /or UNM are final and non-appealable.



REQUEST FOR INFORMATION (“RFI”)

LARGE TRACT ALTERNATIVE LAND MANAGEMENT

Background:

Lobo Development Corporation (“LDC”) is a University of New Mexico (“UNM”) Regent-owned, non-profit corporation created under the University Research Park and Economic Development Act, for the purpose of facilitating non-traditional real estate development by way of collaborative and innovative approaches, which support and advance the goals of the University of New Mexico.

The UNM Regents own a number of large tracts of land throughout New Mexico. UNM acquired each property through donation and, as such, the donors’ intents and wishes were expressed primarily via specific deed restrictions on uses of the properties. These restrictions impact the property operations and future marketability.

The LDC mission is to maximize the beneficial use of UNM real estate holdings. To this end, LDC seeks to manage a process to assess, recommend, and execute on individual plans to rectify imperfections in the property entitlements and consummate subsequent transactions to realize maximum benefit from the holdings. The goal of this project is to reduce any liabilities and costs associated with ownership, maintain any and all educational missions, honor and fulfill the intentions of donors, and provide financial benefit to UNM.

Each of the properties has a dissimilar history and requirements or constraints placed on UNM as the owner. LDC seeks, through this RFI, to understand if there are legal and marketplace solutions which serve to honor the intent of individual donors, support ongoing activities/mission of UNM, respect the interests of stakeholders, and maximize monetary value of otherwise idle properties.

Problem Statement:

From time to time, gifts of land are accepted by the UNM Board of Regents. Benefactors may have an affinity for a particular educational program, general sentiment for UNM, such as that of an alumnus, or may see the University as a stable long-term steward of a land conservation or preservation intent. As a consequence, the UNM Regents have become the owners of a number of large tracts of land. Some of these properties have past or ongoing educational benefits or may have no educational benefit. In each case, benefactor wishes have been expressed in the form of deed restrictions. Lobo Development Corporation is exploring any and all property management alternatives which result in increased value of the property, offer a monetary return for the UNM Regents, preserve or enhance ability to fulfill benefactor wishes, and increase owner’s land management flexibility and creativity. Lobo Development has made an assumption that removal of current deed restrictions, replaced with a conservation easement held in trust with a land trust organization may more effectively serve the benefactor’s wishes. Additionally, this may allow for the sale of all or part of the parcel of the subject land and/or the sale of tax credits granted for retirement of the development rights in instances where the deed is unrestricted. LDC is seeking to learn if there is a viable and repeatable process to convert undervalued or



underperforming properties into valuable assets. Inherent in this search is developing an understanding and expectation of the steps involved from assessment through to a final transaction. LDC seeks to identify the specialties and types of firms needed at each step. Finally, LDC seeks to identify the legal and land management principles and policies that guide the decision making and transaction process.

Please respond to the following questions and statements:

1. Provide a brief description of your organization's background and expertise. Where appropriate, identify relevant professional licensure/credentials.
2. Provide a brief description of prior work of a similar nature.
3. Provide a brief description of organizations, entities, individuals for whom you have provided similar services.
4. Identify and briefly discuss the challenges or pitfalls you glean from the above problem statement.
5. List and discuss, as necessary, the major steps from assessment of individual properties to a final transaction. If a flow chart helps visually articulate the process, please include this along with a narrative. Within the narrative, please identify external professionals with whom you would need to contract/partner with and any external stakeholders who would need to be involved.
6. Briefly describe the relevant legal or land management theories which support or inform your outlined process.
7. Although this is an information gathering process and not a bidding process, LDC would like general information regarding anticipated costs. Provide a brief outline of expected costs and levels of effort anticipated. To the extent possible, please estimate third party/professional costs and expenses. Include your standard/preferred contract terms such as retainers, hourly rates with periodic invoicing, contingency, etc.