

RFI Questions/Answers Through March 9, 2007

1. Would UNM find responsive a Statement of Interest that applies to only one or two designated Districts?

Answer: Yes. UNM intends for Respondent's to address only those opportunities that are of interest to them.

2. Would UNM find responsive a Statement of Interest that provides compensation to UNM for the creation of a conservation easement or other instrument that permanently establishes the current 9-hole course and the actively-used perimeter as open space?

Answer: Yes. All ideas/concepts that meet the goals of the Request For Information are encouraged and welcome.

3. How can/should proposers identify proprietary components of its proposal in order to insure non-disclosure? What assurance will UNM provide that proprietary information will be held in confidence?

Answer: Section 5(f) of the Request For Information addresses how proprietary information should be identified and submitted.

4. Will the University accept our Statement of Interest that calls for us to negotiate with respondent(s) selected to develop lands adjacent to the North Golf Course and create a partnership with the developer(s) that is consistent with our mission?

Answer: UNM will consider all suggestions about how to develop its properties identified in the Request For Information. However, nothing in the RFI process would obligate UNM to create the "partnership" posed in this question.

5. What is the intention of UNM – to evaluate the response to the Request For Information then move to a formal proposal process with all of the respondents or to move forward with a contract negotiation process with selected respondents?

Answer: Section 5(c) of the Request For Information addresses the right of UNM to determine further steps, if any, beyond the RFI process. Section 5(a) permits both proposal and negotiation processes, as determined by UNM.

6. All of the lands have existing zoning in place. What is the opportunity to change the zoning of some of the parcels?

Answer: The answer is highly speculative. However, the City and neighborhood associations (if any) have shown a willingness to consider zone changes when the development concept embodies desirable and beneficial qualities.

7. Are there any established plans or discussions with the City of Albuquerque to help finance or fund the costs of necessary infrastructure?

Answer: We are not aware of any such plans or discussions. However, certain possibilities may exist, such as special assessment districts, metropolitan redevelopment districts, and tax-increment financing, but none of these have been evaluated by UNM for feasibility or appropriateness.

8. Are there any limitations on financial or financing structures or participation? Are there any structures that are unacceptable to UNM? Will UNM allow the developer to recover its equity investment and required returns prior to UNM earning any return on its investment or donation of land?

Answer: The primary limitations would be anti-donation and/or lending of credit by UNM. Undoubtedly, there are any number of unacceptable structures, mostly related to the above, but one important one would be sale of land. Conveyance, if any, of real property interest(s) would be via ground leases. UNM would attempt to evaluate appropriate business terms as a whole, including the possibility of posting certain return(s) on assets for the opportunity for greater return(s) in the future. Strictly speaking “donation” of land would not be considered; however, land value could be considered as a capital contribution to a jointly managed development entity.