REQUEST FOR QUALIFICATION

CITY OF KINGMAN

City Manager

2026-RFQ-019

REQUEST FOR QUALIFICATIONS FOR THE MASTER DEVELOPMENT OF KINGMAN CROSSING TRAFFIC INTERCHANGE, ARTERIAL ROADWAY IMPROVEMENTS AND ADJACENT CITY-OWNED LAND

ISSUE DATE: October 9, 2026

PROPOSAL DUE DATE: November 19, 2026, 5:00 pm (Arizona Time)

CONTACT PERSON:

Tina Moline, Deputy City Manager/Finance Director
(928) 753-8120
tmoline@cityofkingman.gov

RESPONSES MUST BE SUBMITTED ELECTRONICALLY TO:

https://secure.procurenow.com/portal/cityofkingman

PLEASE NOTE: Bidder is responsible for obtaining any addenda and acknowledging it through the procurement portal.

CITY OF KINGMAN

I. RFQ PROCESS AND AWARD OF AGREEMENT .....
II. FORMAT FOR STATEMENT OF QUALIFICATIONS AND PROPOSAL .....
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Attachments:

A - Plans H7147 KingmanCrossingTI_COAR_20230911

B - Plans H7147_I-40_KCTI_Cost Est_Stage IV

C - Plans H7147_KCTI Stage IV Plans 9-29-23

D - Plans H7147_KCTI Stage IV_EW_Rpt

E - Plans H7147_KCTI_GEO Report_09.28.23_FINAL_sealed

F - Plans H7147 Environmental Clearance 2023 Revised 100423

G - Plans H7147 I-40 KCTI Util Clr Ltr Stage IV

H - Plans H7147 KCTI Cst Schedule Stage IV

I - Plans H7147 KCTI Final Drainage Report

J - Plans H7147 KCTI Stage IV SpecProv 9-28-23

K - Plans H7147 KCTI_MDR_FINAL_sealed_09.28.2023

L - Plans H7147 KCTI_PDS_FINAL_sealed_09.28.2023

M - South Kingman Crossing Retail Study Final

N - Sample Development Agreement - KC Interchange Development for RFQ

1. RFQ PROCESS AND AWARD OF AGREEMENT

1.1. Scope of Work; Purpose.

A. Project Scope. The City of Kingman (the **"City"**) is issuing this Request for Qualifications (this **"RFQ"**) seeking statements of qualifications (**"SOQ"**) from qualified master developers (each, a **"Developer"**) to: (i) construct (a) a traffic interchange on Interstate Highway 40 (**"I-40"**) at its point of intersection with the Kingman Crossing road alignment generally shown in the Final Design Concept Report dated June 2010 under City of Kingman Project ENG07-007 (the **"DCR"**) and (b) storm water facilities as shown in the Kingman Crossing Traffic Interchange Drainage Report dated June 2010 (collectively, the **"Traffic Interchange Improvements"**); (ii) design and construct Kingman Crossing Boulevard as a Major Arterial road, as defined in the City of Kingman Streets and Sidewalks Development Rules and Regulations, from its existing southern terminus to Southern Boulevard (the **"Kingman Crossing Improvements"**); and (iii) develop the adjacent City-owned property on the south side of I-40 at its intersection with the Kingman Crossing Boulevard alignment (the **"City Land"**) consisting of approximately 128 acres with retail, commercial and other complimentary uses (the **"City Land Improvements"**, and together with the Traffic Interchange Improvements and the Kingman Crossing Improvements, the **"Project"**).

B. Project Purpose. The Traffic Interchange Improvements and the Kingman Crossing Improvements will provide a vital north/south connection between significant residential areas of the City and the area's major medical facility. The project offers the opportunity to shape the City's eastern business and retail corridor. The development should reflect high-quality design and foster a sense of community and connection.

C. Development Conditions. The Traffic Interchange Improvements were previously anticipated to be completed pursuant to a prior development agreement between the City and KX Ventures, LLC (the **"Prior Development Agreement"**), which Prior Development Agreement was mutually terminated on February 17, 2026. As part of its obligations under the Prior Development Agreement, the developer thereunder (the **"Prior Developer"**) was required to complete construction documents related to the Traffic Interchange Improvements and the Kingman Crossing Improvements in accordance with the DCR. Those construction documents were completed to 95% by AECOM (collectively, the **"Construction Documents"**). Developer will be required, to the extent reasonable, to ensure that the Construction Documents are completed and approved by the Arizona Department of Transportation (**"ADOT"**).

D. City Land Considerations. The City anticipates entering into a ground lease with the successful Developer for all or a portion of the City Land, with the costs of the Traffic Interchange Improvements and portions of the Kingman Crossing Improvements offsetting the lease payments. The City may also, in its sole discretion, decide to sell a portion of the City Land and use a portion of the sales price to partially reimburse the Developer. The sale or lease of the City Land, as applicable, will be conditioned upon completion of the Traffic Interchange Improvements and the Kingman Crossing Improvements, and the City will retain reversionary interests in City Land the event the Project is not constructed in accordance with the Development Agreement (defined below).

E. Good Faith Deposit. The City may require Developer to make a good faith deposit to cover the City's costs of reviewing a Developer's Step 2 Submittal in response to this RFQ.

1.2. Process; Preparation/Submission of SOQ

This solicitation will consist of three steps: (i) Step 1 – A committee composed of members of the City Council and such other representatives of the City as the City Council deems appropriate (the **"Selection Committee"**) will evaluate statements of qualifications submitted in response to this RFQ according to the schedule on the cover page of this RFQ to create a qualifications-based short list of Developers who have documented experience in developing large-scale infrastructure improvements similar in size, scope, and scale to the Traffic Interchange Improvements, the Kingman Crossing Improvements, and the City Land Improvements; (ii) Step 2 – The RFQ Project Contact will notify the short-listed Developers of their selection and direct them as to the date and time for submitting Proposals (each, a **"Proposal"**) to the City outlining the Developer's Project approach and key deal terms for the Development Agreement included with this RFQ (the **"Development Agreement"**), and the Selection Committee will evaluate and score the Proposals according to criteria in Section 3; and (iii) Step 3 –the City will select one or more Developers to participate in an interview with the Selection Committee. A Developer will be selected following the interview process; provided, however, that notwithstanding selection, no contractual relationship will be formed between the City and the Developer until approval of the Development Agreement and any corresponding agreements by the City Council, in its sole and absolute discretion, in a public meeting. Developers are invited to participate in the competitive selection process for the Project outlined in this RFQ by submitting an SOQ. Responding parties shall review their SOQ submissions to ensure the following requirements are met.

A. Irregular or Non-responsive SOQ. The City may consider as "irregular" or "non-responsive" and reject any SOQ not prepared and submitted in accordance with this RFQ, or any SOQ lacking sufficient information to enable the City to make a reasonable determination of compliance with the minimum qualifications. Unauthorized conditions, limitations, or provisions may be cause for rejection. An SOQ may be deemed non-responsive at any time during the evaluation process if, in the sole opinion of the City, any of the following are true:

(1) The Developer does not meet the minimum required skill, experience, or requirements to deliver the Project.

(2) The Developer has a past record of failing to fully perform or fulfill contractual obligations.

(3) The Developer cannot demonstrate financial stability.

(4) The Developer's SOQ contains false, inaccurate, or misleading statements that, in the opinion of the City Manager or authorized designee, are intended to mislead the City in its evaluation of the SOQ.

B. Submittal Quantities. Interested Developers must submit all required forms in the City's E-Procurement system at https://procurement.opengov.com/portal/cityofkingman.

C. Required Submittals.

(1) Step 1 Submittal – The Step 1 SOQ shall be a maximum of **25** pages to address the SOQ criteria (excluding cover letter, resumes, the Developer Information Form, and references, but including the materials necessary to address Project understanding, general information, organizational chart, photos, tables, graphs, and diagrams). The minimum allowable font for the SOQ is **11 pt, Arial or Times New Roman**. Failure to adhere to the page limit, size, and font criteria may result in the SOQ being deemed non-responsive. Each SOQ shall be submitted with the documents necessary to meet all of the requirements of this solicitation, including the following:

(a) Cover letter **with an original signature** by a person authorized to bind the Developer. Proposals submitted without a cover letter **with an original signature** by a person authorized to bind the Developer may be determined non-responsive.

(b) Developer Information Form, **with original signature**. Explain the Developer's legal organization including the legal name, address, identification number, legal form of the Developer (e.g., partnership, corporation, joint venture, limited liability company, sole proprietorship), and years in business. If a joint venture, identify the members of the joint venture and provide all information required under this Section for each member. If a limited liability company, provide the name of the member or members authorized to act on the company's behalf. If the Developer is a wholly owned subsidiary of another company, identify the parent company. If the corporation is a nonprofit corporation, provide nonprofit documentation. Provide the name, address, and telephone number of the person to contact concerning the SOQ.

(c) Identify the location of the Developer's principal office and the local work office, if different from the principal office. Include any documentation that supports the Developer's authority to provide services in Arizona.

(d) Provide a detailed description of the Developer's experience in providing similar services to municipalities or other entities of a similar size to the City; specifically relating experience with respect to developing a traffic interchange or similar major transportation infrastructure, arterial roadway improvements and a mixed-use development of at least 100 acres. The Developer must demonstrate successful completion of at least three reasonably similar projects within the past 72 months. For the purpose of this Solicitation, "successful completion" means completion of a project within the established schedule and budget, and "similar projects" resemble this Project in size, nature, and scope. On the references form provided in Section 4 of this solicitation, list at least three organizations for which the Developer has successfully completed a similar project. *These references will be checked*, and it is the Developer's responsibility to ensure that all information is accurate and current. The Developer authorizes the RFQ Project Contact to verify all information from these references and releases all those concerned from any liability in connection with the information they provide. Inability of the City to verify references may result in the SOQ being considered non-responsive.

(e) Resumes, Licenses, and Certifications (if required for, and relevant to, the services), and Project management and team organization.

(i) Identify each key personnel member that will render services to the City, including title and relevant experience required, including the proposed project manager and project staff.

(ii) Indicate the roles and responsibilities of each key position. Include senior members of the Developer only from the perspective of what their role will be in providing services to the City.

(iii) If a subconsultant will be used for all work of a certain type, include information on this subcontractor. A detailed plan for providing supervision must be included.

(iv) Attach a resume and evidence of certification, if any, for each key personnel member and/or subcontractor to be involved in this Project. Resumes should be attached together as a single appendix at the end of the SOQ and will not count toward the SOQ page limit. However, each resume shall not exceed two pages in length.

(f) Identify any contract or subcontract held by the Developer or officers of the Developer, including entities that comprise the Developer, that has been terminated within the last five years. Briefly describe the circumstances and the outcome. Identify any claims arising from any such contract that resulted in litigation or arbitration within the last five years. Briefly describe the circumstances and the outcome.

(g) Provide documentation to demonstrate financial stability and capability to complete the Project.

(h) Acknowledgment for any Addendum received. This Acknowledgement will be completed in Section 4.4 of this solicitation

The RFQ Project Contact may conduct any investigation deemed necessary to determine the Developer's ability to perform the Project. A Developer may be requested to submit additional documentation within 72 hours (or as specified) to assist the City in its evaluation.

(2) Step 2 Submittal – The Proposal submitted by the Developer following successful qualification under Step 1 shall be a maximum of **15 pages** in length and shall adhere to the page limit, size and font criteria set forth for the SOQ. Failure to adhere to the page limit, size, and font criteria may result in the Proposal being deemed non-responsive. The Proposal must include:

(a) A process for coordinating the Traffic Interchange Improvements, the Kingman Crossing Improvements, and the City Land Improvements, including a Project schedule with critical path analysis for all Project improvements. Provide a Project schedule showing key Project milestones and deliverables. The schedule shall demonstrate the Developer's ability to meet the designated milestones for each of the Traffic Interchange Improvements, the Kingman Crossing Improvements, and the City Land Improvements, calculated from the date of execution of the Development Agreement. Assumptions used in developing the schedule shall be identified.

(b) A proposed preliminary site plan for the City Land and the City Land Improvements (the **"Preliminary Site Plan"**). The Preliminary Site Plan must include the anticipated mix, location, and type of uses pursuant to the allowed uses in the Kingman Crossing Planned Development Zone (the **"KC-PDZ"**) proposed for the City Land, provided that multifamily residential uses shall not comprise more than [25%] of the land area of the City Property, including all residential portions of areas designated as "Live/work" or "Mixed use" within such KC-PDZ.

(c) Options for the City to choose whether the mechanism for reimbursement of the costs of the Project improvements will be by long-term lease of the City Land or by reimbursement tied to the City's potential sale of the City Land, and the proposed deal points relative to each, including term of the Development Agreement, the term of the corresponding lease, if applicable, duration of reimbursement period, and other material terms as deemed necessary by the Developer to allow the Selection Committee to fully evaluate the overall value to the City of all Developer submissions.

(d) A description of any alternate approaches the Developer believes would better suit the needs of the City. Include rationale for alternate approaches and indicate how the Developer will ensure that all efforts are coordinated with the City's Representatives.

(e) A description of the process for, and prior examples of, solicitation of end users for uses similar to those shown on the Preliminary Site Plan anticipated to be developed on the City Land.

D. Developer Responsibilities. A Developer shall (1) examine the entire RFQ or subsequent invitation to submit a Proposal, (2) seek clarification of any item or requirement that may not be clear, (3) check all

responses for accuracy before submitting an SOQ or a Proposal, as applicable, and (4) submit the entire SOQ by the SOQ Due Date and Time and the Proposal by the date indicated by the City upon notice to the short-listed Developers, which due date is anticipated to be not more than 90 days following notification inviting submission of a Proposal. A late SOQ or Proposal will not be accepted.

E. Amendment/Withdrawal of SOQ or Proposal. At any time prior to the specified SOQ Due Date and Time, or such time as designated by the City for submission of a Proposal, a Developer (or designated representative) may amend or withdraw its SOQ or Proposal. Any erasures, interlineations, or other modifications in the SOQ or Proposal, as applicable, shall be initialed in **original ink** by the authorized person signing the SOQ or Proposal and uploaded as required for the SOQ. E-mail or verbal SOQ amendments or withdrawals will not be considered. No SOQ shall be altered, amended or withdrawn after the specified SOQ Due Date and Time. No Proposal shall be altered, amended or withdrawn after the specified submittal time for a Proposal.

1.3. Cost of SOQ/Proposal Preparation

The City does not reimburse the cost of due diligence, developing, presenting or providing any response to this solicitation. An SOQ or a Proposal submitted for consideration should be prepared simply and economically, providing adequate information in a straightforward and concise manner. The Developer is responsible for all costs incurred in responding to this RFQ, including an SOQ, a Proposal, or any follow-up submittals requested. All materials and documents submitted in response to this RFQ become the property of the City and will not be returned.

1.4. Inquiries

A. Written/Verbal Inquiries. Any question related to the RFQ shall be directed only to the RFQ Project Contact whose name appears on the cover page of this RFQ. Questions shall be submitted in writing, in the City's E-Procurement system, by the close of business on the Final date for Inquiries indicated on the cover page of this RFQ; an additional inquiries period may be provided prior to submission of Proposals. Verbal or telephone inquiries will not be answered, and a Developer attempting to do so will be directed to submit written inquiries. Any inquiries related to this RFQ shall refer to the title, page, and paragraph. Any Developer found to be communicating with any member of City staff (other than the RFQ Project Contact) about this solicitation shall be prohibited from submitting an SOQ or Proposal, as applicable, or if an SOQ or a Proposal is received, such SOQ or Proposal shall be deemed non-responsive.

B. Inquiries Answered. The RFQ Project Contact shall provide a compilation of all questions received in writing with official answers that will be made available on the City's E-Procurement system. The RFQ Project Contact shall endeavor to post the compilation not later than five days after the applicable inquiry deadline.

1.5. Addenda

Any addendum issued as a result of any change in this RFQ shall become part of the RFQ and must be acknowledged in the SOQ submittal or Proposal submittal, as applicable. Failure to indicate receipt of the addendum will result in the SOQ or Proposal being rejected as non-responsive. It shall be the Developer's responsibility to check for addenda issued to this RFQ. Any addendum issued by the City will be posted on the City's E-Procurement system at https://procurement.opengov.com/portal/cityofkingman.

1.6. Public Record

All SOQs and Proposals shall become the property of the City and shall become a matter of public record available for review, subsequent to the award notification, in accordance with the City's Procurement Code.

1.7. Confidential Information

If a Developer believes that an SOQ, Proposal, or protest contains information that should be withheld from the public record, the Developer shall include in the submission a statement advising the RFQ Project Contact of this fact, and the information shall be clearly identified. The information identified by the Developer as confidential shall not be disclosed until the City Manager, or authorized designee, makes a written determination. The City Manager, or authorized designee, shall review the statement and information with the City Attorney and shall determine in writing whether the information shall be withheld. If the City Attorney determines that it is proper to disclose the information, the RFQ Project Contact shall inform the Developer in writing of such determination.

1.8. Developer Licensing and Registration

Prior to the award of the Agreement, the successful Developer shall be (A) registered with the Arizona Corporation Commission or Secretary of State, as applicable, and (B) authorized to do business in Arizona. The Developer shall provide licensure information with the SOQ. Corporations and limited liability companies shall be able to provide a Certificate of Good Standing from the Arizona Corporation Commission prior to the approval of the Development Agreement related to the Project as contemplated by this RFQ.

1.9. Certification

By submitting an SOQ or a Proposal, the Developer certifies:

A. No Collusion. The submission of the SOQ and Proposal, as applicable did not involve collusion or other anti-competitive practices.

B. No Discrimination. It shall not discriminate against any employee or applicant for employment in violation of Federal Executive Order 11246.

C. No Gratuity. It has not given, offered to give, nor intends to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a City employee, officer, or agent in connection with the submitted SOQ or Proposal. It (including the Developer's employees, representatives, agents, lobbyists, attorneys, and subcontractors) has refrained, under penalty of disqualification, from direct or indirect contact for the purpose of influencing the selection or creating bias in the selection process with any person who may play a part in the selection process, including the Selection Committee, elected officials, the City Manager, City department heads, and other City staff. All inquiries must be addressed to the City's RFQ Project Contact. Any attempt to influence the selection process by any means shall void the submitted SOQ or Proposal, and any resulting agreements.

D. Financial Stability. It is financially stable, solvent, and has adequate cash reserves to meet all financial obligations, including any potential costs resulting from an award of the Agreement.

E. No Signature/False or Misleading Statement. The signature on the cover letter of the SOQ and the Developer Information Form is genuine, and the person signing has the authority to bind the Developer.

Failing to sign the cover letter and the Developer Information Form, or signing either with a false or misleading statement, shall void the submitted SOQ and any resulting Agreement.

F. Development Agreement. In addition to reviewing and understanding the submittal requirements, it has reviewed the attached sample Development Agreement including any Scope of Work and other Exhibits, and agrees to the requirements of Section 1.10(C) below.

1.10. Award of Agreement

A. Multiple Award. Following the Subcommittee review of the Proposals, the City will enter into negotiations with the highest-scoring Developer from the final list; if an agreement cannot be reached, the City will enter into negotiations with the next highest-scoring Developer until an agreement is reached. The City, at its sole discretion, may elect to enter into Development Agreements with multiple Developers who are qualified to deliver all or part of the Project. The final terms and conditions of the proposed Development Agreements will be negotiated by the City with the successful offerors.

B. Form of Development Agreement. Each selected Developer will be required to execute the Development Agreement in a form acceptable to the City Attorney and substantially similar to the Development Agreement included with this RFQ. The City reserves the right to terminate the selection process at any time.

C. Waiver; Rejection; Reissuance. Notwithstanding any other provision of this RFQ, the City expressly reserves the right to (1) waive any immaterial defect or informality, (2) reject any or all SOQs and Proposals, or portions thereof, and (3) cancel or reissue this RFQ.

D. Protests. Any Developer may protest this RFQ, the proposed award of a Development Agreement, or the actual award of a Development Agreement. All protests will be considered in accordance with the City Procurement Code.

1.11. Offer

A Proposal submittal is an offer to contract with the City based upon the terms, conditions, and specifications contained in this RFQ, the attached Development Agreement, and the Developer's responsive SOQ, and the Developer's Proposal, unless any of the terms, conditions, or specifications are modified by a written addendum or agreement amendment. Provided, however, that no contractual relationship shall be established until the Developer has signed, and the City Council has approved, in its sole and absolute discretion, a Development Agreement between the City and the Developer in the form acceptable to the City Attorney.

2. FORMAT FOR STATEMENT OF QUALIFICATIONS AND PROPOSAL

2.1. Evaluation Process

Each submittal will be reviewed for compliance with the submittal requirements and scored by the Selection Committee. The Selection Committee shall determine if the short-list selection can be made on the basis of the written materials only, or if oral interviews are necessary. All short-listed Developers who submit Proposals will be invited to participate in an interview with the Selection Committee.

2.2. SOQ and Proposal Format

The SOQ and Proposal shall be organized and submitted in the format outlined below including all of the information required in Section 1.2(C) above. Failure to conform to the designated format, standards, and minimum requirements shall result in a determination that the SOQ or Proposal is non-responsive. Additionally, the Selection Committee will evaluate and award points to each SOQ and Proposal based upon the evaluation criteria as outlined in this document. Points listed below are the maximum number of points possible for each criterion and not the minimum number that the Selection Committee may award.

Note: For Developers who have successfully qualified to submit a Proposal, the scoring for the SOQ and the Proposal will not be cumulative.

3. EVALUATION CRITERIA AND SCORING

3.1. STEP 1 - SOQ SUBMITTAL

No.	Evaluation Criteria	Scoring Method	Weight (Points)
1.	**General Information**	Points Based	10 *(6.7% of Total)*
2.	**Experience and Qualifications of the Developer**	Points Based	60 *(40% of Total)*
3.	**Key Positions**	Points Based	30 *(20% of Total)*
4.	**Oral Interview (if any)**	Points Based	50 *(33.3% of Total)*

3.2. STEP 2 - PROPOSAL SUBMITTAL

No.	Evaluation Criteria	Scoring Method	Weight (Points)
1.	**Project Approach**	Points Based	60 *(40% of Total)*
2.	**Project Schedule**	Points Based	40 *(26.7% of Total)*
3.	**Oral Interview**	Points Based	50 *(33.3% of Total)*

4. DEVELOPER RESPONSE PACKAGE

4.1. Step 1 and Step 2 Submission Packages*

Step 1 Submittal

The Developer Response package shall include, at a minimum, in this order:

A. Cover Letter

B. Developer Information Form (see Section 2 below)

C. Developer's Office Locations and Documentation Supporting the Developer's Authority to Provide Services in Arizona

D. Detailed Description of the Developer's Experience

E. Resumes, Licenses and Certifications (if required for, and relevant to the services)

F. Contracts or Subcontracts Held by the Developer or Officers of the Developer that have been Terminated within in the Last Five Years

G. Documentation Demonstrating Financial Stability and Capability to Complete the Project

H. Developer Addenda Confirmation (see Section 4 below)

I. References (see Section 3 below)

For Developers With Successful Qualification under Step 1, then Step 2 Submittal:

A. Process for Coordinating the Traffic Interchange Improvements, Kingman Crossing Improvements, and City Land Improvements

B. Proposed Preliminary Site Plan for the City Land and City Land Improvements

C. Options for the Mechanism for the Reimbursement of Project Improvement Costs and the Proposed Deal Points

D. Description of Any Alternate Approaches

E. Description of the Process for, and Prior Examples of, Solicitation of End Users for Uses Similar to those Shown on the Preliminary Site Plan

*Response required

4.2. Developer Information Form*

Please download the below document, complete, and upload.

- Developer_Information_Form.pdf

*Response required

4.3. References*

Please download the below document, complete, and upload.

- References.pdf

*Response required

4.4. Developer Addenda Confirmation*

Developer hereby acknowledges it is the responsibility of the Developer to ensure they have received all Addendums and responses to questions. Solicitation Addenda will be posted to the RFQ on the City's OpenGov procurement portal where the RFQ is posted. Developers that have registered at https://procurement.opengov.com/portal/cityofkingman and who also follow the City of Kingman will receive email notifications of addenda.

All addenda shall be issued no later than five (5) business days prior to the RFQ closing date.

☐ Please confirm

*Response required

4.5. Please state the full name, title, and organization name of the person confirming the items in Section 2 above.*

*Response required