

**The City of Santa Fe and the Office of Economic Development**  
**Solicitation RFP#: 23/35/P**  
**Redevelopment and Expansions of the Midtown Studio Production Lot**

**Pre-Proposal Conference Q&A**  
**Round 1**

1. I don't see soundstage/media production and its office support as one of the permitted uses in the Master Plan document. Can you please kindly confirm if the following are permitted in the MU-F zone?

Through a Master Plan Amendment, we plan to add "Production Facility, Multi-media" as a Permitted Use in MU-F under Manufacturing and Production (this will allow media production facilities within the film area) and "Film related business and professional offices" as a Permitted Use in MU-F under Offices, Business and Professional (this will allow office in the film area but help to ensure that it will remain film-related).

- Soundstage/media-related production  
Permitted
- Media-related production support  
Permitted
- Media-related production offices (business and professional offices are not allowed)  
Permitted by creating "Film Related business and professional offices" use
- Commissary for media production (accessory use)  
Accessory
- Coffee shop (none of the F&B listed on the table are allowed)  
Accessory
- Screening room  
Accessory

Please provide the proposed uses in your Submission that will facilitate a successful business model.

2. If we were to bring back teaching aspects to media-related production, would that be under "non-industrial" or "light industrial"?

Vocational or trade schools, non-industrial.

3. If we were to provide temporary housing for seasonal workers for the media production, would that be under the "multi-family dwelling", "dormitory" or "short-term rental unit"?

The Land Use Office will continue to explore zoning allowances for this type of short-term residency / "worker in residence". The Selected Offeror is encouraged to propose this use, as an option, that will facilitate a successful business model.

**General RFP Questions**

1. Will the City consider a primary applicant with no experience as a developer/owner if there is adequate expertise on the team?

Yes. The RFP submission should show experience, capacity, and other qualifications in real estate development, property management, and operating the facility.

2. Please explain the local preference points (6% and 60 points?)

If an Offeror submits New Mexico Taxation and Revenue Department- issued Resident Business certification, pursuant to Section II.C.28 of the RFP, the Offeror is awarded a maximum of up to an additional 60 points, or 6% of the total points earned by the Offeror.

Note: Correction to Table 1: Evaluation Factors Point Summary Table, under Section V.A., Table 1, D.4. Local Preference (Section IV.C.8) / 60 points, shall be edited to be:

D.4. Local Preference (Section II.C.8)  
6% (up to 60 points)

3. Does everyone on the team need to show a resident business certificate to get the maximum local preference points?

It depends. If one entity is submitting the proposal and will be the awardee, then that entity needs to provide the resident business certificate to obtain the local preference points. If there are multiple entities or parties submitting the proposal they will all need to provide a resident business license to obtain the local preference points Please refer to Section II.C.28 if the Offeror proposes an award of an additional 3% if an Offeror has included all local resident business contractors.

4. Will City share sign-in lists of all who attend meetings (site tours and Q&A sessions) for all 3 RFP pre-proposal meetings?

Yes. Please go to the City's solicitation website at <https://santafenm.gov/purchasing/solicitations>.

5. Is it possible to extend the RFP submission due date?

Yes. Please go to the City's solicitation website for extension dates: <https://santafenm.gov/purchasing/solicitations>.

6. What is required in the Statement of Concurrence that is to be submitted in the Offeror's proposal, demonstrating the Offeror's ability to secure a Performance Surety Bond.

Offeror should basically affirmatively restate Section D.2 with the Offeror's name and signature.