



PHOENIXIDA

Item 4 Executive Session

City of Phoenix 1414 E. Jefferson St. Development

GOODE FAMILY LEGACY AFFORDABLE & WORKFORCE HOUSING DEVELOPMENT

February 29, 2024



February 29, 2024

To: Jeff Stapleton
City of Phoenix
200 W. Washington
Phoenix, Arizona 85003

Dear Mr. Stapleton:

The Goode Legacy Project is submitting an offer for the 1414 E. Jefferson St. Development opportunity. The Project team includes the sons of former City of Phoenix Councilmember Calvin C. Goode, Plaza Companies, Foresight Foundation, and the Phoenix IDA.

Our father, Calvin Goode had a longstanding vision and dream of bringing more affordable housing units to the Eastlake Neighborhood. An area where he owned an accounting business, purchased a home, raised his family, and helped with the development of the George Washington Carver Museum and Cultural Center.

We are now carrying on his legacy and vision by acquiring the parcels next to our father's accounting business to assemble approximately 2 acres to build up to 155 units that will include a mix of affordable and workforce apartments. The Goode Legacy will go beyond providing affordable housing and will also incorporate ground floor space that will reflect the needs of the community that could include childcare, senior care, retail, or small grocer. We will also use landscaping and artwork to create a welcoming environment which also provides cultural ties to the neighborhood.

With our local embeddedness, we are committed to working closely with residents, businesses and other stakeholders to create a project that respects the history of Eastlake and looks toward the future. We want to develop community instead of displacing it.

Our proposal reflects the expertise of our team and provides an initial site plan proposal that incorporates the City of Phoenix land along with the land currently owned by our family. Please direct communications regarding the proposal to our point of contact, Elizabeth Berry (Elizabeth.berry@theplazaco.com) with Plaza Companies.

Sincerely,
Jerald, Randy, and Vernon Goode

TABLE OF CONTENTS

4	GOODE LEGACY LLC Background and Resumes
6	GOODE FAMILY LEGACY AND COMMUNITY INVOLVEMENT
8	PLAZA COMPANIES Background and Resumes
11	FORESIGHT FOUNDATION Background and Resumes
13	PHOENIX IDA Background and Resumes
14	ARCHITECTURAL RESOURCE TEAM Background and Resumes
18	MIXED-USE EXPERIENCE
21	PROJECT DESCRIPTION
23	CONCEPT 1 Description and Visuals
25	CONCEPT 2 Description and Visuals
27	PROJECT RENDERINGS
28	LAND ACQUISITION Letter of Intent from Phoenix IDA



Goode Legacy LLC will lead the ownership group, concept/design, community engagement and public outreach portions of the project. They will partner with the Foresight Foundation and the Plaza Companies along with necessary entities for construction and development. The family currently owns 11 affordable units in the Eastlake neighborhood and has decades of experience in the field. The Goode Family will be bringing their long-standing vision for this property and their Eastlake history to life as the owners of this development.



RANDY GOODE
Owner, Goode Creative
Real Estate Investor

Randy Goode is an award-winning Creative Director and Brand Strategist in the fields of advertising and design. He has produced work on behalf of local, national, and international brands such as T. W. Lewis Homes, Recovery Empowerment Network, Central Arizona Shelter Services, Arizona Public Service, Brookline Colleges and Sage Software.

His creative endeavors have earned him numerous accolades as well as growth for his clients including three National Healthcare Marketing Awards, an International Business Award and several local Addy advertising awards.

Goode also has over 25 years of experience owning and managing various residential rental properties and currently is the owner or part owner of several rental units, some of which are in the Eastlake community. Previously, he has worked with investors on a proposed 100 condominium project where he assembled a potential local partnership group to work with out-of-state partners. On another project, he purchased 2-1/2 acres of land in South Phoenix, subdivided and sold the parcels.

Goode's community involvement has included serving on the Phoenix Commission of Arts and Culture, the Board of Directors of the Arizona Theatre Company and other organizations. His agency worked with the Goode family and created a fundraiser that raised over \$30,000 towards the Carver Museum and Cultural Center Restoration Project.

He has volunteered his time on the Board of Advisors for Betty Fairfax High School Advertising Program and the Hon Kachina Awards which recognizes ordinary people doing extraordinary things to inspire others to volunteer.

He is a life-long resident of Phoenix, growing up in the Eastlake Park neighborhood, attending Booker T. Washington Elementary School (New Times building) and Phoenix Union High School (7th St & Van Buren). His father, long-time Phoenix City Councilman Calvin C. Goode and Mother Georgie Goode lived in the area for more than 50 years.



JERALD GOODE

CEO

GoodeTax LLC

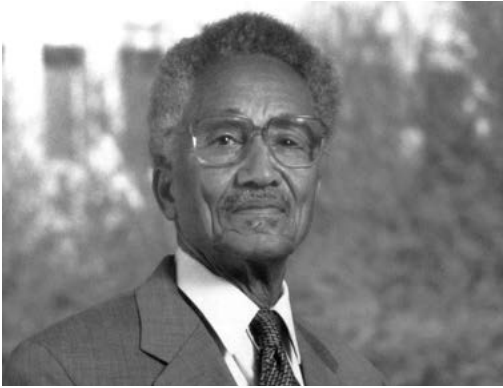
Jerald serves as Chief Executive Officer of GoodeTax LLC. GoodeTax LLC prepares tax returns and provides accounting services for individuals, partnerships, small businesses and non-profit organizations. The business was started by Calvin and Georgie Goode in 1955 with the goal of providing quality service at affordable prices.

Jerald has dedicated his career to fostering business excellence, driving continuous improvement, and serving his community with passion and commitment. His current role as a Lean Coach at the Arizona Department of Economic Security (DES) encapsulates his expertise in process improvement methodologies. Since 2020, Jerald has been instrumental in spearheading highly complex business process enhancements utilizing methodologies such as Lean, Six Sigma, and the Arizona Management System. Prior to his current role, Jerald served as the Deputy Business Administrator at DES from 2018 to 2020. Here, he played a pivotal role in overseeing the daily operations supporting the Division of Child Support Services (DCSS). His leadership extended to managing the State Disbursement Unit responsible for disbursing nearly \$700 million in child support collections annually. Jerald led Arizona Management System deployment activities, facilitated strategic initiatives, and ensured seamless coordination across diverse stakeholders.

Before his tenure at DES, Jerald held the position of Fiscal Services Director at the Arizona Department of Education (ADE) from 2005 to 2018. In this capacity, he managed substantial federal and state grants, supervised financial reporting teams, and spearheaded initiatives to enhance adult education and workforce training programs. His role extended beyond financial management, as he actively engaged with stakeholders, facilitated training programs, contributed to the development of a new Grants Management Enterprise System and fostered a partnership with the Arizona Community Foundation.

Jerald's commitment to community service is exemplified through his extensive involvement with organizations such as the G.W. Carver Museum and Cultural Center, where he served as Board Treasurer from 2016 to 2020. His leadership was instrumental in establishing financial systems, fostering partnerships, and driving strategic initiatives for community development. Additionally, his religious ministry spanning three decades underscores his dedication to serving others.

In his current capacity as a member of the Arizona Department of Economic Security Diversity Inclusion and Accessibility (DIA) council, Jerald continues to advocate for the well-being of Arizonans, underscoring his enduring commitment to leveraging his expertise for the greater good. With a Bachelor of Science in Business Administration from Arizona State University, Jerald's professional journey spans a diverse array of roles, each marked by leadership, innovation, and a steadfast dedication to service.



Calvin C. Goode is best known for serving twenty-two years as a Phoenix Councilman — the longest serving Council person in the history of Phoenix. He was often described as The Conscience of the Council because he used his voice to raise questions and pushed for improvements in neglected parts of the community. To commemorate his years of service to the city, the Calvin C. Goode Phoenix Municipal Building was named in his honor.

A tireless representative of all people in Phoenix, Calvin Goode is remembered as a real advocate of people – all people, regardless of color or creed, and a person who loved and cared for all people.

Issues close to his heart included expanding drug abuse programs, enhancing and revitalizing neighborhood parks, increasing childcare facilities, securing adequate housing, and involving all citizens in solving urban problems. As well as being a champion for Head Start, affordable housing, and public safety at the time he left office. His roots begin as the son of a sharecropper, Calvin Goode was born the third of eight children and was raised in rural Arizona and during degrading segregation in Gila Bend and other small towns in Maricopa and Pinal County.



Mr. Goode recalls it as a time when African Americans were not allowed to eat in many restaurants. Housing was restricted to certain areas, and jobs were limited. Mr. Goode returned to Carver High School as the school's accountant. When Phoenix schools were integrated in 1954, Carver High was closed. Calvin Goode was then hired by the Phoenix Union High School District where he worked for a total of thirty years. During those years, Mr. Goode also ran a tax accounting business, Calvin Goode & Associates.



In 1960, Calvin Goode married his wife, Georgie, who was a school teacher. They raised three sons and were both involved in a wide variety of community affairs. During that time, he served on the local school board and chaired the Phoenix LEAP Commission to improve education and job training opportunities. His rise to political visibility began through his involvement in “War on Poverty” programs during the 1960’s. Inspired by one of his Heroes, Dr Martin Luther King Jr, Mr. Goode participated in marches and sit-ins in Phoenix, and utilized other means of gaining civil rights for minorities in Phoenix.



He strived to provide affordable housing opportunities for those in need and championed educational programs. He also promoted employment, job training, and business opportunities through the Job Training and Partnership Act and minority and women owned business programs. He had a strong concern for families and children, which resulted in the development of an effective Head Start program. He was also essential in ensuring that the Dr Martin Luther King Jr Holiday was recognized in the City of Phoenix and beyond. During his retirement, Mr. Goode continued to serve his community. He was president of the Phoenix Elementary School Board and he worked on the transition committee for Governor Janet Napolitano. He continued to live in central Phoenix in the home he purchased in 1955 at 15th Street and Jefferson. He was active with the local neighborhood improvement association and Booker T. Washington Child Development Center, a Head Start program.



While Councilman Goode passed away on December 23, 2020, his legacy lives on through his sons, Vernon, Jerald, and Randy, and his many Grandchildren and Great Grandchildren. The Goode Family's commitment to community involvement is exemplified through a myriad of impactful endeavors. Notably, they played a pivotal role in the restoration of the Carver Museum and Cultural Center, orchestrating a successful fundraiser that raised an impressive \$30,000 towards its revitalization.

Additionally, Randy Goode served on the Board of Advisors for the Fairfax High School Advertising Program within the Phoenix Union High School District. Randy also volunteered with the Hon Kachina Awards, which celebrate those who inspire others to volunteer. He also served on the Arizona Theatre Company Board of Directors as the Marketing Committee Chair, and was a member of the Phoenix Commission of Arts and Culture. Randy's commitment to enhancing the cultural landscape extends to his role as a member of the Arizona Arts Commission funding Committee.



As an employee of the State of Arizona, Jerald Goode actively participated in various projects aimed at benefiting the poor and working poor. He partnered with organizations such as Feed My Starving Children, Saint Mary's Food Bank, the Arizona Department of Education's Adopt a Family program, and the Arizona Department of Economic Security fund drives, demonstrating his unwavering dedication to making a difference in the lives of those in need. Additionally, Jerald serves on the Arizona Department of Economic Security Diversity Inclusion and Accessibility (DIA) council, where he works towards the mission of helping Arizonans reach their potential through temporary assistance for those in need, caring for the vulnerable, expanding staff competency, and strengthening stakeholder relationships.

Beyond their professional engagements, the Goode Family members remain active members of the Historic Tanner Chapel A.M.E. Church, demonstrating a steadfast dedication to both their community and faith.

The Goode Legacy project seeks to continue in the trail that was blazed by Councilman Goode and his wife Georgie Goode, providing affordable and attainable housing to families in the heart of the Eastlake Community. Their extensive community involvement will be a significant asset for this project moving forward.





Plaza Companies is a full-service real estate firm specializing in the management, leasing, and development of some of the most innovative real estate projects in Arizona. Since 1982, Plaza Companies has established a proud track record as a competitive, connected, and conscientious real estate firm with partnerships throughout the industries it serves. Plaza Companies specializes in high-profile, transformational, and complex mixed-use projects and has helped create some of the most successful public-private-institutional partnerships to fuel economic development in the Valley of the Sun.

INDUSTRIES

Mixed-Use | Office | Retail | Senior Living | Residential | Bioscience | Education | Hospitality | Industrial | Medical Office

REAL ESTATE SERVICES

Development | Design & Construction | Property & Facilities Management | Brokerage & Leasing Services

CORE VALUES

Our Commitment

We understand that real estate is a local business, and local relationships make a difference. Equipped with significant capital and decades of experience, Plaza Companies offers its partners financial support, strategic guidance, and a significant network of meaningful contacts. We pride ourselves on our public-private partnerships, relationships with exceptional companies, and ability to work creatively in the commercial real estate industry.

Our Business

Plaza Companies' leadership in the development, acquisition, management, and leasing of more than 14 million square feet of high-quality properties in Arizona shows that Plaza possesses the knowledge, experience, and ability to deliver complex projects and provide best-in-class client and building services. Plaza's projects have been widely recognized, and a spirit of commitment embodies the firm as we build relationships with clients, contractors, vendors, investors, tenants, residents, and communities.

AWARDS

- Top Companies to Work For
- Most Admired Companies
- Distinguished Service Award, Greater Phoenix Economic Council
- America's Best Nursing Homes People and Projects to Know
- Real Estate Forum's Women of Influence
- Arizona Forward Environmental Excellence Awards
- No. 1 senior living community for 20 consecutive years: Vi at Grayhawk

Best of NAIOP

- Medical Office Broker of the Year | 2019-2022
- Office Build-to-Suit 2022
- Talk of the Town | 2019
- Medical Office
- Project of the Year | 2019
- Award of Excellence | 2019

RED Awards

- Project of the Year | 2019
- Numerous awards for SkySong, Park Central, and other projects



PLAZA  COMPANIES

SHARON HARPER

Chairman and CEO

As CEO, Chairman and Co-Founder of Plaza Companies, Sharon Harper oversees all facets of company operations, including the ownership, development, leasing, or management of nearly 13 million square feet of Arizona urban transformational projects, medical healthcare companies, senior living communities, and bioscience centers.

With Harper at the helm, Plaza Companies' properties and projects have received significant recognition within the real estate, construction, senior living, technology and medical sectors, and the company has proved instrumental in setting a national standard of excellence in the ownership, development, management and leasing of award-winning facilities throughout these sectors. Her forward-thinking commitment to commercial real estate has helped Plaza Companies emerge as one of the premier real estate firms in the Southwest, earning numerous awards and designations under her leadership.

Harper's personal business achievements have earned considerable praise as well. Harper served as the Executive Committee Chair for the City of Phoenix GO Bond Committee for 2022, working closely with the Phoenix City Council on the allocation proposals of \$500 million in bond funds. She received NAIOP's 2019 Award of Excellence, was named among the 2019 Leaders of the Year in Public Policy for the Economy by Arizona Capitol Times, earned recognition as 2017's "Woman of the Year" by Valley Leadership, and was listed among the Phoenix Business Journal's "Landmark Leaders" the year prior. She and her husband, Dr. Oliver Harper, also received a Lifetime Achievement Award from Phoenix Theatre.

Harper is an Honorary Commander of Luke Air Force Base, and among many public service endeavors, Harper also served as Chairman of Governor Doug Ducey's re-election campaign in 2018 and Chairman of the Prop. 123 campaign in 2016. She was the recipient of the "Distinguished Service Award" by the Greater Phoenix Economic Council in 2014. She also earned inclusion among AZRE's "People to Know in Commercial Real Estate," Real Estate Forum's "Women of Influence," and AZ Big Media's "20 Most Influential Women in Commercial Real Estate" that same year. She was also the recipient of the "Lifetime Achievement Award for Most Admired Leader" by the Phoenix Business Journal and received the "Citizen Leadership Award" from the International Economic Development Council in 2013, and she also earned a spot on AZRE magazine's "50 Most Influential Women in Arizona Real Estate" in 2012 and Arizona Business Magazine's "50 Most Influential Women, 2012." She is also an active member of the Counselors of Real Estate.



JON STELZER

Executive Managing Director of Development, Design, and Construction

Jon Stelzer joined Plaza Companies in 2007, following more than two successful decades in project management and the construction industry. Mr. Stelzer's primary responsibilities with the firm include overseeing the companies' construction of medical, office, healthcare, and senior living facilities.

He and his team work closely on a wide range of projects, including small physician office remodels, full tenant improvement projects, and various office clamshell and senior

living ventures. The most recent projects Mr. Stelzer has completed construction management on are SkySong 5, a 150,000-square-foot biotechnology office building; the Creighton University Health Sciences Building at Park Central in Phoenix; an extensive renovation of the award-winning Splendido at Rancho Vistoso senior living community in Tucson; and the award-winning Estrella Medical Plaza II in Phoenix. Mr. Stelzer oversees the master development of SkySong, The ASU Scottsdale Innovation Center, and is currently working to complete SkySong 6, a planned 330,000-square-foot building. The project will be 1.2 million square feet when completed.



ELIZABETH BERRY

Senior Director of Development Services

Elizabeth Berry is the Senior Director of Development Services at Plaza Companies, a position in which she utilizes her extensive political communications skill set to lead development projects. Berry is involved with all of Plaza's flagship projects in ensuring they are built through mutually beneficial partnerships and with the highest standard of quality. She has also led first-of-its-kind workforce training efforts through partnerships with the City of Phoenix, Maricopa County Community College District, Grand Canyon University, and our various industry partners.

Prior to joining Plaza Companies, Berry had a strong background in political communications at the state and federal level, serving as a press secretary for Arizona Governor Doug Ducey and U.S. Senator Jeff Flake. She is a member of the Urban Land Institute, the Arizona Chapter of the National Association of Industrial and Office Parks, Valley Partnership, as well as Phoenix Committee on Foreign Relations. Berry studied political science and public policy at The George Washington University and has an MBA from Arizona State University, W.P. Carey School of Business.



Foresight Foundation is an Arizona nonprofit corporation with a community based mission to promote and support economic and community development through investments in minority-owned enterprises, housing, education, and healthcare while promoting the business case for diversity, both social and financial. The Foresight Foundation leadership team has over 100 years combined experience in community economic development related work for and with other entities with the goal of improving outcomes within the underserved/underrepresented communities.



DR. ANTOINETTE FARMER-THOMPSON

President/CEO

Strayer University, Provost & Chief Academic Officer

Foundation for Female Equity & Inclusion, Co-Founder

Dr. Antoinette Farmer-Thompson is an accomplished and visionary leader, faculty, and administrator with a proven track record of delivering exceptional outcomes and driving transformation in higher education. With over twenty-five years of experience in both corporate America, academia, and economic development, she possesses a unique blend of expertise that drives meaningful change and inspires excellence within higher education institutions.

Having held executive positions at esteemed institutions such as Arizona State University, Grand Canyon University, and currently serving as Provost and Chief Academic Officer at Strayer University, Dr. Farmer-Thompson's leadership extends beyond the academic domain with a focus to further drive economic mobility for students through economic development and workforce transformation. Through planning, strategic relationship building with community economic councils, key partnerships have been created/leveraged the strengths of both academia and industry, creating mutually beneficial opportunities for growth.

Dr. Farmer-Thompson's higher education tenure includes previous roles as Founding Honors College Dean, Senior Vice President of Institutional Effectiveness, Division Chief Financial & Operations Officer with responsibility for over \$1.2B in real estate, and Chief Diversity Officer. the Provost and Vice President for Academic Affairs. This broad range of experience reflects her versatility and depth of knowledge and oversight across multiple domains such academic programs, faculty, academic analytics, institutional effectiveness, assessment, accreditation, institutional research, reporting, and strategic planning functions.

She has earned a reputation as a "turnaround specialist" for her successful leadership in comprehensive process improvement, financial recovery planning, and organizational restructuring . Additionally, she proudly serves as the President/CEO of the Foresight Foundation for Economic Equity, an emerging Community Development Financial Institution (CDFI).

Foresight was launched in 2020 and has since been successful in serving the community. Over 100 businesses have participated in the listening circles, over \$1M in on balance sheet loans, and over \$30M in off balance sheet loans. Other key accomplishments include launching three Black, Brown, & Women consortiums in technology, health care, and affordable housing. Also notable is the work done with 25 organizations to create the African American Economic Development Plan.



FORESIGHT FOUNDATION
FOR ECONOMIC EQUITY



RICHARD CREWS

**Real Estate Development & Affordable Housing Initiatives
Director of Regional Strategies and Initiatives, Keys to Change**

Richard Crews is the Director of Regional Strategies and Initiatives for the Keys to Change, the lead agency Working Together to End Homelessness across the Phoenix Metro Area. His career has taken him from neighborhood transformation work in the heart of South Phoenix, to driving systems level strategies and solutions across the United States. His efforts to create impact have been featured by the Arizona Republic, Living Cities, and the Stanford Social Innovation Review among other publications. Mr. Crews has spoken

nationally, and facilitated conversations centering issues related to institutional oppression, education, and designing innovative approaches to address homelessness and housing in urban areas. In 2017, The Greater Phoenix Urban League named Richard as one of the Top 40 Diverse leaders Under 40. He is a National Equity in Education Fellow Alumni of STRIVE Together, A Shriver Center on Poverty Law Racial Justice Institute Fellow Alumni, as well as a Bank of America Neighborhood Builder Emerging Leaders Alum, among other fellowships and credentials.

Currently, Mr. Crews serves on several advisory boards including being a vice chair of the African American Advisory Board for the Maricopa County Sheriff's Office dating back to 2016, and is on the Board of Directors for ALWAYS (Arizona Legal Women and Youth Services). Richard also is elected as the international Parliamentarian for the Richard Allen Young Adult Council, which serves as the Young Adult Ministry arm of the African methodist Episcopal Church, the oldest predominantly African American denomination in the United States. From 2021 to 2023 he also served as the Co-Chair of the Maricopa County Continuum of Care Committee, a HUD mandated committee comprised of stakeholders across the county working at a systems level to find solutions for the Unhoused and Unsheltered of Maricopa County.

Beyond the Keys to Change, Richard leads the Real Estate Development and Affordable Housing efforts of Foresight Foundation for Economic Equity, a minority lead and community driven emerging Community Development Financial Institution (CDFI) working to close the racial wealth gap in Arizona. Above every credential, the title he is most-proud of is that of "daddy" to his three sons Jeremiah, Malachi and Jelani.



The Phoenix IDA is an entrepreneurial nonprofit that draws upon its decades of experience and proven record of accomplishments to support community and economic development through access to capital. The Phoenix IDA improves our community through multiple strategies such as bond financing, nonprofit and small business loans, and down payment assistance to advance homeownership. The organization's primary goal is to positively impact vulnerable populations and underserved communities.



CINDY STOTLER
Housing Director

Cindy Stotler is the housing director for the Phoenix IDA. Stotler is responsible for developing, implementing, managing and updating the overall housing strategy on behalf of the Phoenix IDA to maximize support and benefits to underserved communities in Phoenix and Maricopa county, which aligns with the organization's mission.

The City of Phoenix committed to creating or preserving 50,000 housing units by 2030. Part of the plan includes prioritizing new housing in areas of opportunity; redeveloping city-owned land with mixed-income housing; increasing public, private and philanthropic financing; and supporting affordable legislation, among other goals.

Stotler works with representatives from the City of Phoenix, the State of Arizona, various federal housing agencies, as well as communities, organizations and neighborhoods on issues related to affordable housing.

With more than three decades of experience, Stotler is a highly skilled executive with vast knowledge about public administration, federal programs, housing development and community engagement. She most recently served as deputy director for the Arizona Department of Housing, and prior to that served 32 years with the City of Phoenix, including six years as housing director.

Stotler has a master's degree in human relations and a bachelor's degree in accountancy, both from Northern Arizona University. She has won numerous awards of excellence from the City of Phoenix over her career, including the City Manager's Individual Excellence in Management Award.



ARCHITECTURAL
RESOURCE TEAM

design with purpose



Doug McCord, AIA, LFA, LEED AP BD +C/H
Principal + Director of Design

resume

background

Doug brings 22 years of experience to the ART team, with a unique background in architecture and mechanical engineering. Sustainability is the focus in Doug's project experience. His concern for the human condition and passion for creating projects that help us relate to our environment are the fundamental tenets of his design philosophy. Doug has a background in mechanical engineering completing his graduate studies in architecture. In this respect he is a valuable member of any design team with his ability to understand and interact with the engineering disciplines resulting in a truly integrated design process.

education

Masters in Architecture | Arizona State University | 1998

Bachelor of Science Mechanical Engineering | Texas A&M University | 1989

experience

12 years with ART

22 years in the Industry

registrations

Registered Architect

AZ | GA | IA | KS | MS | NE | NV | NM | SC | PA | TN | TX | VA | UT | MD

AZ No. 36769

NCARB No. 62135

Living Future Accredited

LEED Accredited Professional, Building Design + Construction, Homes

affiliations

Faculty Associate | College of Design, ASU

Phoenix Green Chamber of Commerce | Former Board of Directors

Arizona Chapter USGBC | Former Board of Directors

ASU College of Architecture and Design Alumni Board | Former Board of Directors

awards

2015 Valley Forward Merit Award - Stepping Stone Place

2015 ADOH Best Urban Housing Project - La Mesita Phase 1

2005 Valley Forward Award for Sustainability Initiatives - Moran Architects Sustainability Operations Manual

Scottsdale Museum of Contemporary Art, Merit Award - Flip-a-Strip Competition

2007 AIA Top 100 Buildings in Arizona - Yavapai College Library/Computer Commons

SW Contractor Best of 2005 Education Project K-12 - Salt River High School

SW Contractors Best of 2004 Green Building Under \$5 Million - Chino Valley A+STC

AIA Jackson Street Design Competition 2000 - Winner



ARCHITECTURAL
RESOURCE TEAM

design with purpose

projects

housing

- 209 West Jackson | Affordable Housing | Phoenix, AZ
- 2722 Office to Apartment Conversion | Phoenix, AZ
- artspace MESA lofts | Affordable Housing | Mesa, AZ ^
- Collins Court | Housing for the Chronically Homeless | Phoenix, AZ
- Coronado Commons | 20 Single Family Attached Homes | Phoenix, AZ
- La Mesita Phase 1, 2 & 3 | Affordable Housing | Mesa, AZ ^ [LEED-H Platinum]
- La Mesita Phase 2 | Emergency Family Shelter | Mesa, AZ
- La Mesita Phase 3 | Affordable Housing | Mesa, AZ ^ [LEED-H Platinum, pending]
- San Marina | Affordable Housing | Phoenix, AZ
- Stepping Stone Place | Supportive Housing | Phoenix, AZ ^ [LEED-H Platinum]
- Verde Villas on Thomas | Affordable Housing | Phoenix, AZ
- 26forty Townhomes Infill Project | Phoenix, AZ *
- 52thirty Townhomes Infill Project | Phoenix, AZ *
- Flagstaff Senior Meadows | Affordable Senior Housing | Flagstaff, AZ *
- Gibson Garden Villas | Affordable Senior Housing | Phoenix, AZ *
- Mahogany Ridge Resort Community | Grand Tetons, ID *
- Meadow Ranch | Housing | Coeur d'Alene, ID *^
- Rancho Dorado Affordable Housing Project | 62 Units | Phoenix, AZ *
- Rancho Montanas Affordable Senior Housing | Phoenix, AZ *
- Roosevelt 217 Mixed-Used Residential | Conceptual Drawings | Phoenix, AZ *
- Ruby Heights | Affordable Housing Community | Nogales, AZ *
- San Carlos Affordable Housing Projects | 34, 35 + 36 | San Carlos Apache Comm, AZ *
- San Marina Housing | Affordable Housing Renovation | Phoenix, AZ *
- White Mountain Villas | Affordable Senior Housing | Show Low, AZ *

^ denotes LEED project

* while principal at Moran Architects

commercial

- Chicanos Por La Causa | Avenida de los Ninos Conceptual Plan | Phoenix, AZ
- Chicanos Por La Causa | Maryvale Community Center TI | Phoenix, AZ
- Discount Tire | 500+ Facilities | 28 States
- Moran Architects Studio | Remodel | Scottsdale, AZ * ^ [LEED-CI]
- United Cerebral Palsy of Central Arizona | Day Training Services TI (Conceptual) | Phoenix, AZ
- United Cerebral Palsy of Central Arizona | Interior Office TI | Phoenix, AZ
- Sailing Hawks Spa and Resort | Lake Havasu, AZ *
- Salus Wellness Center | Concept Only | Calgary, Canada *
- Sol Imperial Destination Spa | Loreto Bay, Mexico *
- Spa at Sailing Hawks | Lad Havasu, AZ *
- V Life Full Circle Spa | Las Vegas, NV *

^ denotes LEED project

* while principal at Moran Architects



ARCHITECTURAL
RESOURCE TEAM

design with purpose



Christian Solorio, AIA, NOMA, LFA, LEED AP BD +C
Studio Leader - Affordable Housing

resume

background

Christian is a registered architect, problem solver and servant leader who has embedded community engagement and advocacy into his career. He is able to leverage his skills as a designer and connections within the community to provide cross-sector design solutions to make a positive impact in underserved and underrepresented neighborhoods. As the leader of the housing studio at A|R|T, Christian ensures that every project provides innovation in affordable housing design with a human, community, and planet-focused approach. Christian has become a subject matter expert in affordable housing with experience throughout the spectrum of affordability from Permanent Supportive Housing and Transitional Housing to Affordable Rental and Homeownership project types.

education

BS Architecture | Arizona State University | 2012

experience

7 years with ART

11 years in the Industry

registrations

Registered Architect, AZ No. 65333

affiliations

Arizona State Representative Legislative District 30 (2021-2023)

Trellis Community Development - Board Chair

Arizona Housing Coalition - Board of Directors

Alhambra Village Planning Committee - Board Member

Alhambra Elementary District School Board - Board Member

Phoenix Union Foundation for Education - Board of Directors (2019-2021)

AIA Arizona - Board of Directors - Chair of Government Affairs

Valley Leadership - Catalyze Class 1

Hispanic Leadership Institute - Class of 2018

National Association of Latino Elected Officials

National Organization of Minority Architects

Be a Leader Foundation (2008-2021)

awards

2022 AIA Arizona Presidential Citation Award

2022 AIA Phoenix Presidential Citation Award

2020 ENR Southwest Top Young Professional

2018 Valle del Sol Project of Impact Award

2018 Rio Salado Architecture Foundation - Robert Saemisch Prize



ARCHITECTURAL
RESOURCE TEAM

design with purpose

projects

housing

- artspace MESA lofts | Affordable Housing | Mesa, AZ
- Collins Court Phase 2 | Housing for the Chronically Homeless | Phoenix, AZ
- La Mesita Phase 3 | Affordable Housing | Mesa, AZ
- Acacia Heights Phase 1 | Affordable Housing for Seniors | Phoenix, AZ
- Acacia Heights Phase 2 | Affordable Housing | Phoenix, AZ
- Acacia Heights Phase 3 | Affordable Housing | Phoenix, AZ
- Mesquite Terrace | Affordable Housing | Phoenix, AZ
- Step Up Housing | Transitional Housing | Mesa, AZ
- St. Michael's Crossing | Veteran Housing | Phoenix, AZ
- CASS Shelter Expansion | Homeless Shelter | Phoenix, AZ
- Second Avenue Commons | Workforce Housing | Mesa, AZ
- St. Gerard's House | Housing for Single-Mothers | Phoenix, AZ
- Trellis at the Park | Affordable Homeownership | Phoenix, AZ
- Trellis at Colter | Affordable Homeownership | Phoenix, AZ
- San Francisco Square | Affordable Housing for Seniors | Flagstaff, AZ
- Valencia | Affordable Housing | Tucson, AZ
- V17 Tiny Home Veterans Community | Veteran Housing | Phoenix, AZ
- CARE Campus 3D Printed Homes | Veteran Housing | Mesa, AZ
- Ohana Farms | Transitional Housing | Phoenix, AZ
- Grand Avenue Townhomes | Affordable Homeownership | Phoenix, AZ
- 2900 E Van Buren | Affordable Housing | Phoenix, AZ
- Laurel Tree Apartments | Affordable Housing | Phoenix, AZ
- Trellis High-Performing Homes | Affordable Homeownership | Avondale, AZ
- Moli Gardens South | Single-Family Attached | Phoenix, AZ
- Moli Gardens North | Mixed-use | Phoenix, AZ
- American Legion Veteran Housing | Veteran Housing | Phoenix, AZ
- East Vally Men's Center Expansion | Homeless Shelter | Mesa, AZ
- Devereux Adolescent Behavioral Health Center | Residential Treatment Center | Scottsdale, AZ
- Navajo Housing Authority Bluestone Community | Mixed-use | Houck, AZ*

other relevant projects

- Native American Connections | Phoenix Indian Visitors Center | Phoenix, AZ
- Chicanos Por La Causa | Pickle House Business Incubator | Phoenix, AZ*
- City of Mesa Greenfield Park | Mesa, AZ
- City of Mesa Countryside Park ADA Improvements | Mesa, AZ
- City of Mesa Monterey Park Library | Mesa, AZ
- City of Phoenix La Pradera Park | Phoenix, AZ
- Arizona Game and Fish 1000-Yard Shooting Range | Phoenix, AZ*
- GCC Veteran Services BUilding | Glendale, AZ
- Mainstreet Rapid Recovery Center of Phoenix | Phoenix, AZ
- Mainstreet Rapid Recovery Center of Tucson | Tucson, AZ
- Mainstreet Rapid Recovery Center of Surprise | Surprise, AZ
- Mainstreet Rapid Recovery Center of Chandler | Chandler, AZ

* completed at a previous firm

PARK CENTRAL

Plaza Companies



Park Central combines its rich mid-century-modern history with a focus on technology, innovation, and design, including all the most sought-after features in today's office and retail market. Park Central's original design as an outdoor regional mall has provided a unique opportunity to utilize features that are attractive to attracting healthcare and bioscience users with wet and dry lab spaces and educational institutions.

Park Central's successful redevelopment has included a \$15 million investment to convert the property to a mixed-use retail and creative office campus, with a heavily landscaped linear park in partnership with the City of Phoenix, complete with a splash pad, fire pit and community gathering space.

It also includes the development of an upscale multifamily residential community, two new Hilton hotels that are currently under construction on site, and new retail buildings facing Central Avenue. The project is also home to workforce training initiatives in hospitality, construction and property management.

These have all created a sense of place for Creighton University Health Sciences Campus, Alliant International University, WCU Smith Chason School of Nursing, Jamestown University, WearTech and other office tenants and visitors.

Park Central has been a true Public-Private-Partnership that is a testament to Plaza's strong relationships with the City of Phoenix. Beyond developing a linear park through the property connecting Park Central to the City's expansive

bike path system and creating a connective and healthy environment, Plaza worked with the City to create a Community Facilities District for a \$30 million bond issue to construct a 2,001-space parking structure on site. The Phoenix IDA is also a partner in the Hilton hotels.

Public-Private-Partnerships even extend to current tenants such as WearTech Applied Research Center — a collaboration between the City of Phoenix, ASU, Greater Phoenix Economic Council, US Economic Development Administration, and more. WearTech features an engineering and prototyping lab, conference and coworking space and close proximity to clinical and research partners.

Furthering the collaboration, Mayor Kate Gallego in her 2023 State of the City address recognized Park Central as the catalyst for the bioscience hub in the community known as PHOENIX MEDICAL QUARTER, Global Advancement of Health and Education. The designation recognizes the influx of healthcare, bioscience and education at Park Central and the surrounding midtown area including Barrow Neurological Institute, Dignity Health St. Joseph's Hospital and Medical Center campus and others.

Additional phases at Park Central that are currently under planning will build on this region by adding additional wet and dry labs, world-class research institutes, and more. Barrow currently has a dry lab in development at Park Central that will be home to 56 full-time employees and 16 student trainees.

CREIGHTON UNIVERSITY HEALTH SCIENCES CAMPUS-PHOENIX

Plaza Companies



Creighton University has expanded its health sciences footprint significantly in Arizona through its \$100 million Health Sciences-Phoenix campus that fully opened in September 2021.

The Creighton University Health Sciences-Phoenix campus is the nation's only Catholic health sciences campus west of Omaha. The building is constructed with steel, concrete and glass and is designed to be an iconic structure in the heart of the Phoenix community. It was built with sustainable building practices and in a way that combines exceptional open and meeting spaces, high-tech simulation rooms and laboratories, and abundant office space for the university's needs.

Within the next few years, more than 900 students are expected to enroll at the Creighton University Health Sciences-Phoenix campus, invigorating Arizona's health

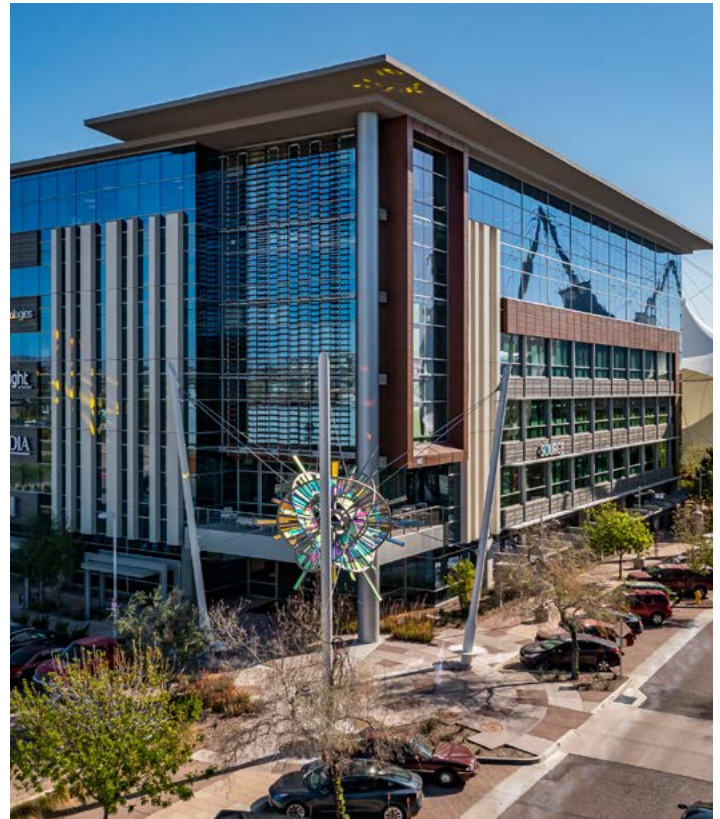
infrastructure with physicians, nurses, pharmacists, physician assistants, physical therapists and occupational therapists.

The Creighton University Health Sciences-Phoenix campus features a new four-year medical school, state-of-the-art simulation labs and instruction rooms that will support learning and growth. It includes 16 Standardized Patient Simulation exam rooms equipped with hospital-grade features, a trauma simulation room, 10 high-fidelity simulation areas for other specialties, an expansive outdoor terrace and spaces to collaborate throughout the facility.

Innovative public spaces include an extensive and noteworthy art collection that honors Creighton's history, as well as the history and natural beauty of Arizona, while also spotlighting core principles of the Jesuit faith. These areas create an exceptional learning environment for Creighton students.

SKYSONG

Plaza Companies



SkySong, The ASU Scottsdale Innovation Center is one of the premier economic engines in the Valley of the Sun, with an estimated impact of \$58.2 billion over the next 30 years and with even more value as a brand representing innovation and entrepreneurship. The project's success is a direct result of a focus on innovation and technology that attracts companies ranging from some of the world's best-known brands to one or two-person startups.

Rising from the ashes of a long-dormant retail property, SkySong is now a dynamic center for innovation and technology thanks to the collaboration and partnership with Arizona State University Foundation, Plaza Companies, Holualoa Companies, and the City of Scottsdale. SkySong has been successful in its goal of attracting cutting-edge and innovative companies and their base of knowledge workers from around the world, integrating the resources of ASU with the opportunities of the private sector. Current tenants include – Evernorth Care Group, Banner Health, Source, ASU Research Enterprise, Neolight, Intermountain Electronics, Solugenix, Neogenomics, Dell, and more.

The 42-acre mixed-use development will include more than

1.2 million square feet upon buildout. SkySong 1, 2, 3 and 4, all approximately 145,000 square foot office buildings, are near full occupancy. Additionally, SkySong 5 was completed in September 2019, and the SkySong Apartments opened in Fall of 2013 and are currently leasing 1- 2- and 3-bedroom apartments

The SkySong shade structure has become one of Scottsdale's most recognized icons. The project is oriented around shaded and landscaped pedestrian scale boulevards with public gathering places and open spaces, water features and bike paths. As ASU President Michael Crow has noted, "for ASU, teaming up with the private sector to develop a campus that would focus on discovery, converting research to the marketplace, producing new companies, high wage jobs and tax revenue for the city and state, is part of the university's commitment to advance a more robust and resilient Arizona economy. SkySong has been an enormous success as a public-private partnership that has brought life to south Scottsdale, but what's more important than that is the work that is being done there and the talented people from the university, its partners and other private sector members who are coming here to do it."

The Goode Legacy project is filling the needs of the Eastlake community by providing a new development with affordable and workforce housing. Calvin Goode had advocated for more affordable housing options since the 1960s and now his sons are bringing this vision to reality. The development could include up to 155 units with retail space on the ground floor. The development is also placing an emphasis on community space, including an outdoor amenity deck.

The vision of the amenity deck is to provide connection and views to the community directly to the south of the property. The amenity deck will feature stadium seating with shade to allow for community gathering and provide the “porch” for the development to engage outwardly. The podium deck will feature a mixture of small and large gathering areas, with a mixture of shaded and unshaded areas. There will be exterior BBQ’s with associated tables and chairs. An area for outdoor games such as cornhole, horseshoes and other backyard style activities. A clubhouse will be provided with direct connection to the exterior deck. A fitness area will also be provided with a direct tie to the deck to allow for outdoor activities like yoga. The intent is to provide an extension of the home and connection to the surroundings for both a serene retreat or lively gathering.

To foster a thriving community, stability becomes a cornerstone, and our commitment echoes Councilman Goode’s dedication to advancing education and economic opportunities for women and minority-owned enterprises. We recognize the integral role of retail space in our affordable housing project’s success.

Our strategy involves collaboration with local small minority business incubators to establish a dynamic framework, offering rotating pop-up spaces to emerging entrepreneurs in Metro Phoenix. The emphasis is on employing residents from Eastlake, particularly those within the residential development, creating a symbiotic relationship between the housing project and local economic development.

Furthermore, we have had discussions with and will continue to pursue a potential partnership with the Booker T. Washington Child Development Center. This collaboration will not only provide cross-generational tutoring but also function as a capacity-building hub, energizing individuals interested in establishing their Early Childhood Centers in urban settings. This multifaceted approach aims to create a lasting impact on both the youth of our community, setting them on a trajectory for success, and aspiring business leaders seeking opportunities to contribute to successful commerce while concurrently serving the community. Other partnerships could include a space for workforce development, healthcare clinic, and other supportive services. The project will offer both affordable and workforce housing units, which will represent at least 50 percent of all units.



Site Study

Currently, parcel 116-48-022 is owned by a private individual and the project team will work to acquire the land, if our submittal is selected. A site summary indicating land owned by the City of Phoenix, the Goode Family, and the private individual is below.

The project team conducted two site studies with Architectural Resource Team. Concept 1, including Parcel 116-48-022 and Concept 2, excluding Parcel 116-48-022.



Area 1 (2 Blue boxes) Owner- City of Phoenix
 Parcels - 116-48-016A, 017A, 018A, 019A, 020A, 021A, 023A
 Lot Sizes - 6,865, 6,865, 6,865, 6,845, 6,952, 6,959, 7,082 SF
 Total Square Footage - 48,433 SF (1.11 Acres)

Area 2 (Green Box) Owner- 3rd Party
 Parcel - 116-48-022
 Lot Size - 7,000 SF
 Total Square Footage - 7,000 SF (0.16 Acre)

Area 3 (2 Red Boxes) Owner- The Goodes
 Parcels - 116-48-024, 037, 038, 039, 040
 Lot Sizes - 7,000, 7,000, 7,000, 7,000, 7,000 SF
 Total Square Footage - 35,000 SF (0.8 Acre)

Total acreage of the 3 areas - 2.07 Acres

Concept 1
Including Parcel 116-48-022

AREAS ~			
	BUILDING A	BUILDING B	
TOTAL	161,750 SF	93,250 SF	
TOTAL OVERALL	255,000 SF		

PARKING		
	SITE A	SITE B
STALLS	99	45
TOTAL	144	

DWELLING UNIT MIX			
UNIT TYPE	AREAS ~	BUILDING A	BUILDING B
1BR	675 SF	45	22
2BR	900 SF	19	10
3BR	1200 SF	4	4
EFF-BR	500 SF	31	20
TOTAL		99	56
TOTAL OVERALL		155	



IF THIS IS NOT 24"X36", IT IS A REDUCED PRINT - SCALE ACCORDINGLY

1414 E. JEFFERSON ST
PHOENIX, AZ 85034

PLAZA COMPANIES
GOODE FAMILY LEGACY

SCHEMATIC DESIGN
REVISION SCHEDULE

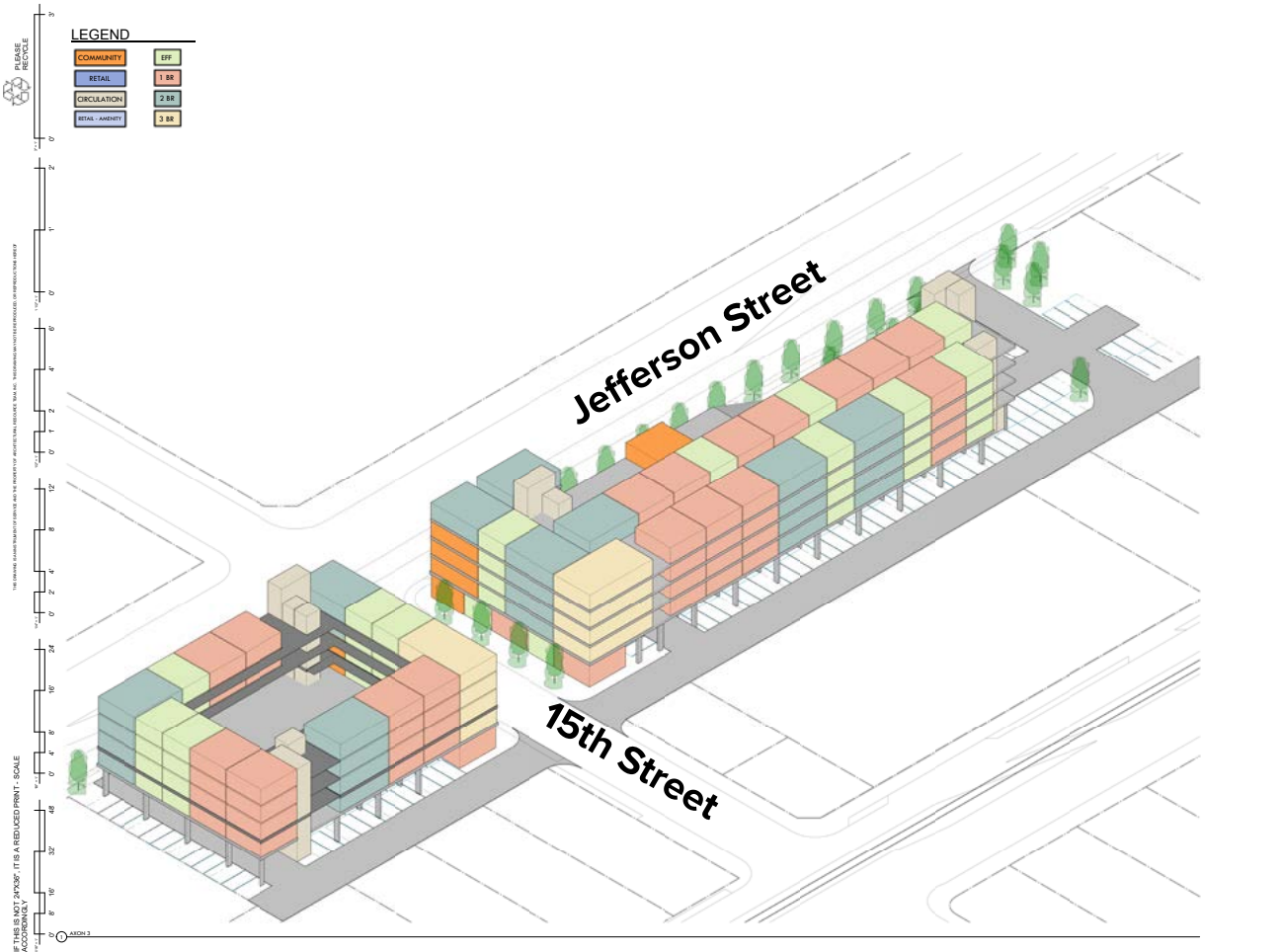
#	DATE	DESCRIPTION

24014
02.19.2024

PRELIMINARY
NOT FOR
CONSTRUCTION

SCHEMATIC - AXON

Z3.01



1414 E JEFFERSON ST
PHOENIX, AZ 85004

PLAZA COMPANIES
GOODE FAMILY LEGACY

SCHEMATIC DESIGN

REVISION SCHEDULE		
#	DATE	DESCRIPTION

24014
02.19.2024

PRELIMINARY
NOT FOR
CONSTRUCTION

SCHEMATIC - AXON

Z3.02

1414 E JEFFERSON ST
PHOENIX, AZ 85004

PLAZA COMPANIES
GOODE FAMILY LEGACY

SCHEMATIC DESIGN

REVISION SCHEDULE		
#	DATE	DESCRIPTION

24014
02.19.2024

PRELIMINARY
NOT FOR
CONSTRUCTION

SCHEMATIC - AXON

Z3.03

Concept 2
Excluding Parcel 116-48-022

AREAS ~		
	BUILDING A	BUILDING B
TOTAL	73,250	93,250 SF
TOTAL OVERALL	166,500 SF	

PARKING		
	SITE A	SITE B
STALLS	90	45
TOTAL	144	

DWELLING UNIT MIX			
UNIT TYPE	AREAS ~	BUILDING A	BUILDING B
1BR	675 SF	38	22
2BR	900 SF	28	10
3BR	1200 SF	4	4
EFF-BR	500 SF	18	20
TOTAL		88	56
TOTAL OVERALL		144	



1414 E JEFFERSON ST
PHOENIX, AZ 85034

PLAZA COMPANIES
GOODE FAMILY LEGACY

SCHEMATIC DESIGN
REVISION SCHEDULE
DATE DESCRIPTION

24014
02.19.2024

PRELIMINARY
NOT FOR
CONSTRUCTION

SCHEMATIC - AXON

Z3.01



1414 E JEFFERSON ST
PHOENIX, AZ 85034

PLAZA COMPANIES
GOODE FAMILY LEGACY

SCHEMATIC DESIGN

REVISION SCHEDULE	
#	DESCRIPTION
1	DATE

24014

02.19.2024

PRELIMINARY
NOT FOR
CONSTRUCTION

SCHEMATIC - AXON

Z3.02

1414 E JEFFERSON ST
PHOENIX, AZ 85034

PLAZA COMPANIES
GOODE FAMILY LEGACY

SCHEMATIC DESIGN

REVISION SCHEDULE	
#	DESCRIPTION
1	DATE

24014

02.19.2024

PRELIMINARY
NOT FOR
CONSTRUCTION

SCHEMATIC - AXON

Z3.03



If the Goode Legacy team is selected by the City of Phoenix, the Phoenix IDA will proceed with the land purchase as described in the following Letter of Intent.



2201 E. Camelback Road, Ste. 405B
Phoenix, AZ 85016
www.phoenixida.com

February 23, 2024

VIA EMAIL TO JEFF.STAPLETON@PHOENIX.GOV

Mr. Jeff Stapleton
Program Manager
City of Phoenix, Arizona
Phoenix Community and Economic Development
200 W. Washington St., 20th Floor
Phoenix, Arizona 85003

Re: Letter of Intent (“LOI”) to purchase 1414 E. Jefferson Street, Phoenix, AZ 85034

Dear Jeff:

The Industrial Development Authority of the City of Phoenix, Arizona (“Buyer”) hereby submits this letter of intent (“LOI”) to purchase from the City of Phoenix, Arizona (“Seller”) that certain real property described as approximately 1.06 acres of improved/unimproved land located at 1414 E. Jefferson Street, City of Phoenix, County of Maricopa, State of Arizona, Parcels 116-48-016A, 116-48-017A, 116-48-018A, 116-48-019A, 116-48-020A, 116-48-021A and 116-48-023A (the “Property”) on the following terms and conditions. The purchase and sale contract (the “Purchase and Sale Agreement”) and other documentation necessary in connection with this transaction shall be consistent with the terms and conditions of this proposal, other transactions of this type, and in form and substance reasonably satisfactory to both Buyer and Seller. This proposal is intended as an outline of certain material provisions to be included in the Purchase and Sale Agreement and does not address all matters upon which the agreement must be reached in order for the Purchase and Sale Agreement to be in form and substance satisfactory to the parties and for the purchase and sale to be consummated. Without limiting the generality of the foregoing, such documentation shall provide for the following:

Buyer: Buyer and/or its Nominee, which may include a joint venture between Buyer and The Plaza Companies or an entity affiliated with one or both of these parties.

Purchase Price: One Million Five Hundred Twenty-Four Thousand and 00/100 Dollars (\$1,524,000.00), payable in cash at closing. There will be no financing contingency.

Purchase and Sale Agreement: Within ten (10) calendar days of parties hereto executing this LOI, Buyer shall deliver a completed Purchase and Sale Agreement to Seller incorporating the basic terms and conditions contained herein. Seller shall have fifteen (15) calendar days from receipt of Purchase and Sale Agreement to execute and deliver the Purchase and Sale Agreement to Buyer.

Earnest Money Deposit: Ten Thousand and 00/100 Dollars (\$10,000.00) to be placed into escrow upon execution by both parties of the Purchase and Sale Agreement. Earnest money deposit to be applied to Purchase Price and shall become non-refundable (except in the event of a Seller default) upon the expiration of the Due Diligence Period described below.

Escrow Agent: Pioneer Title Agency, Inc. acting as the Escrow Agent, whose address is 7301 N. 16th Street, Suite 250, Phoenix, AZ, Attn: Donna Walt, Branch Manager (E: donna.walt@pioneertitleagency.com; P: (602) 328-8866), shall be the Escrow Agent and shall open escrow immediately following delivery of a copy of this LOI signed by Buyer and Seller (“Opening Date”). The parties hereto agree to sign such additional documents as are customarily used in Maricopa County for the purchase and sale of improved/unimproved land, as well as escrow instructions as may be required by the Escrow Agent, so long as they contain the terms of this LOI.

Closing Date and Closing Costs: The Closing Date shall be within fifteen (15) days following the expiration of the Due Diligence Period described below, unless the escrow is cancelled by Buyer during the Due Diligence Period. Seller shall pay the costs of a standard owner’s policy of title insurance, commissions, and one half of escrow fees and expenses, in addition to its portion of real estate taxes, assessments and other matters customarily prorated as of the Closing Date. The parties hereto shall endeavor to have all necessary closing documents signed and deposited into escrow two (2) business days prior to Closing.

Title: Within seven (7) calendar days following the Opening Date, and at Seller’s sole expense, Escrow Agent shall deliver a current preliminary title report and commitment for title insurance to Buyer.

Due Diligence Period: The Buyer shall have ninety (90) calendar days from the Opening Date (“Due Diligence Period”) to examine all matters related to the Property. Seller shall within five (5) business days following the Opening Date provide to Buyer, at Seller’s sole expense, copies of all existing insurance policies and certificates; plans and specifications; studies, surveys, site plans, copies of current leases or licenses, and all other contracts or agreements that pertain to the Property; tax notices and correspondence; appraisals; zoning reports and/or letters; existing title policies; existing Phase I and/or Phase II environmental site assessments; soil reports; correspondence, resolutions, and similar records relating to the Property, the development thereof or the environmental condition located thereon that were delivered to or performed by or for Seller or its affiliates that are in the possession of, or are readily available to, Seller, its agents, or its affiliates (collectively, the “Due Diligence Documents”).

Buyer’s contingencies shall include, but will not be limited to, approval of the following: (a) Approval from the Buyer’s Board of Directors to proceed with the contemplated purchase of the Property; (b) updated ALTA survey, environmental assessment, property inspection and appraisal of the Property. Costs of said survey, environmental assessment, property inspection and appraisal (or updates to such existing reports) to be borne by the Buyer; (c) Easements, reservations, conditions, covenants and restrictions of record; (d) Title matters; (e) Physical inspection of the Property; (f) Taxes and assessments.

If any of these, or other, diligence and contingency items are deemed unacceptable to Buyer during the Due Diligence Period for any reason or no reason at all, Buyer shall have the right to cancel the escrow without liability or penalty and receive a full return of the Earnest Money Deposit.

Warranties and Representations: The completed Purchase and Sale Agreement shall include standard representations and warranties of the Seller customary for property sales transactions including, but not limited to, the following: (a) Seller has the unrestricted power and authority to convey the Property to Buyer; (b) the property is free of all occupants and there are no options to purchase or leases in effect, (c) Seller is not aware of any violation of any zoning, land-use, environmental, public health, or safety laws related to the Property; and (d) Seller has not discharged or permitted the storage on the Property of any hazardous materials, and Seller is not aware of any discharge or storage of hazardous materials on the Property by any other persons. All of the above shall be to the best of the Seller's knowledge and belief.

Other Conditions: Buyer will agree to add a condition to the Purchase and Sale Agreement to use commercially reasonable efforts to cause the property to be rezoned as Walkable Urban Code T 5:5 and cause the property to be developed as a mixed-use project with predominantly residential use within 36 months following the Closing. The project would include affordable & workforce housing with 50% or more of all residential units must come from the following two categories: Affordable - Units must be available at rents not exceeding 30% of income for households earning 60% or less of the Area Median Income (AMI); and Workforce - Units must be made available at rents not exceeding 30% of income for households earning between 80% to 120% of the AMI. The project would also include a variety of unit sizes across all proposed classifications of unit types (affordable, workforce and market-rate) with each building including a mix of all proposed classifications of unit types with no demarcation between, or segregation of, proposed unit-type classifications.

Brokers: Buyer and Seller acknowledge that they have represented themselves in this transaction and no real estate broker, agent or agency was contacted to market and/or sell the Property, nor was any real estate broker, agent or agency responsible for negotiating the terms of this Agreement. If any real estate broker, agent or agency should make a claim for commission(s), the party whose action led to such claim shall be solely responsible for the resolution of such issue, including the obligation to indemnify, hold harmless, and defend all other parties hereto. This indemnity shall survive termination of the Purchase and Sale Agreement and the Close of Escrow. Seller acknowledges that it shall be responsible for all real estate commissions due on the consummation of the Agreement contained herein.

Governing Law: The purchase contemplated in this LOI shall be governed by the laws of the State of Arizona.

Time for Acceptance: This LOI must be accepted by Seller by its execution and delivery of a copy of this Agreement on or before 5:00 p.m. on March 31, 2024 ("Expiration Date") to Buyer. If not so accepted, this LOI shall expire and be of no further force and effect on the Expiration Date. This LOI may be executed in counterparts and signatures may be by email of pdf copies.

Shape the Future of Phoenix's Edison-Eastlake Neighborhood

Situated in the heart of the vibrant Edison-Eastlake neighborhood, the City of Phoenix has 1.1 acres of vacant land available for the right developer. With its central location near downtown and the airport, commitment to community growth through public art and transportation improvements, and need for affordable housing, this property presents a unique opportunity to shape the future of an up-and-coming Phoenix neighborhood. We invite offers that will bring innovative mixed-use development at this exceptional site.

First Review of Offers will occur on: February 29, 2024

Site Summary



Address: 1414 E. Jefferson Street

Site Size: Assemblage 1: 41,351 sf | 0.95 ac

Assemblage 2: 7,082 sf | 0.16 ac

Combined 48,433sf | 1.11 ac

Parcel#: 116-48-016A, -017A, -018A, -019A, -020A, -021A, -023A

Current Zoning: R-5

Desired Zoning when Redeveloped: Walkable Urban Code T 5:5

	1 mi	3 mi	5 mi
2023 Population	12,988	110,633	346,178
2028 Population	15,488	123,247	382,849

Source: U.S. Census Bureau, American Community Survey 5-yr Estimates

Area Highlights

- One mile from Central Business District – 100,000 employees
- ASU – Downtown Campus with 11,000 students
- Phoenix Biomedical Core
 - The highest concentration of research scientists in the region
- Phoenix Convention Center
 - Nearly 1 million annual guests
- Chase Field and Footprint Arena
- Site Immediately Adjacent to:
 - Light Rail
 - Eastlake Park
- Minutes from:
 - I-10, I-17, AZ-51 & AZ-202 Freeways
 - Sky Harbor International Airport

Desired Project

- A mixed-use project with predominantly residential use.
 - Ground floor must contain a non-residential use with activation and amenities
 - Amenities and uses should enhance the neighborhood and honor its history.
- Affordable & Workforce Housing
 - 50% or more of all residential units must come from the following two categories:
 - Affordable - Units must be available at rents not exceeding 30% of income for households earning 60% or less of the Area Median Income (AMI)
 - Workforce - Units must be made available at rents not exceeding 30% of income for households earning between 80% to 120% of the AMI
- Proposed project should include a variety of unit sizes across all proposed classifications of unit types (affordable, workforce and market-rate).
- If the project includes multiple buildings, each building must include a mix of all proposed classifications of unit types.

- Housing units across all included classifications of unit types must be available for occupancy within 36 months of escrow closing.
- No demarcation between, or segregation of, proposed unit-type classifications.

Offer Requirements

- A member of the offeror's team must demonstrate experience successfully completing at least one vertical mixed-use development of at least three stories in the last five years.
- Project must be mixed-income and offer both affordable and workforce housing units, which in aggregate must represent at least 50 percent of all units.
- Offer a value equal to or greater than the Site's appraised value. The Site was appraised in October 2023 at a value of \$1,524,000.

Offers not meeting the three aforementioned requirements will not be considered.

Submit Offers to jeff.stapleton@phoenix.gov by 11:59 p.m. on Thursday, February 29, 2024.

Appraisal

The Site appraised for \$1,523,908 in October 2023. This is an aggregate total of two separate appraisals noted below:

- Assemblage 1: 41,351 sf | 0.95 ac
 - Appraised Value = \$1,343,908 (\$32.50/sf)
 - Date of Appraisal – October 17, 2023
- Assemblage 2: 7,082 sf | 0.16 ac
 - Appraised Value = \$180,000 (\$25.42/sf)
 - Date of Appraisal – October 3, 2023

Contact Info:

Jeff Stapleton, Program Manager

jeff.stapleton@phoenix.gov

602-534-3162

RESOLUTION NO. 2024-05

RESOLUTION OF THE BOARD OF DIRECTORS OF THE INDUSTRIAL DEVELOPMENT AUTHORITY OF THE CITY OF PHOENIX, ARIZONA GRANTING APPROVAL OF THE ACQUISITION OF THE PROPERTY (DESCRIBED BELOW) FOR A PURCHASE PRICE EQUAL TO \$1,524,000.00; AUTHORIZING THE EXECUTION AND DELIVERY OF EITHER A JOINT VENTURE AGREEMENT WITH THE PLAZA COMPANIES OR AN ENTITY AFFILIATED WITH IT OR A SUBSEQUENT OR SIMULTANEOUS CONVEYANCE OF THE PROPERTY TO THE PLAZA COMPANIES, OR AN ENTITY AFFILIATED WITH IT, TO DEVELOP THE PROPERTY AS A MIXED-USE PROJECT WITH PREDOMINANTLY RESIDENTIAL USE AND OTHER DOCUMENTS REQUIRED IN CONNECTION WITH THE ACQUISITION AND DEVELOPMENT OF THE PROPERTY; RATIFYING CERTAIN ACTIONS HERETOFORE TAKEN IN CONNECTION WITH THE ACQUISITION AND DEVELOPMENT OF THE PROPERTY; AND AUTHORIZING OTHER ACTIONS NECESSARY IN CONNECTION WITH COMPLETING THE ACQUISITION AND DEVELOPMENT OF THE PROPERTY.

WHEREAS, The Industrial Development Authority of the City of Phoenix, Arizona (the “Authority”), is an Arizona nonprofit corporation designated as a political subdivision of the State of Arizona (the “State”), incorporated with the approval of the City of Phoenix, Arizona (the “City”), pursuant to the provisions of the Constitution and laws of the State and Title 35, Chapter 5, Section 35-701 et seq., Arizona Revised Statutes, as amended (the “Act”); and

WHEREAS, the Act provides that the Authority may acquire real property in order to construct, improve, maintain, equip and furnish one or more “projects” (as defined in the Act), and to lease or sell, exchange, donate and convey to others any or all of its projects or properties on terms and conditions as the Board of Directors of the Authority (the “Board of Directors”) may deem advisable whenever its Board of Directors finds the action to further advance the interest of the corporation or the public; and

WHEREAS, under the Act the term “[p]roject” includes within its meaning any land, any building or any other improvement whether or not now in existence or under located within the municipality or county approving the formation of the corporation, that are suitable for Residential real property for dwelling units to be occupied by persons of low and moderate income; and

WHEREAS, the City of Phoenix, Arizona (“City”) owns that certain real property described as approximately 1.06 acres of improved/unimproved land located at 1414 E. Jefferson Street, City of Phoenix, County of Maricopa, State of Arizona, also known as Parcels 116-48-016A, 116-48-017A, 116-48-018A, 116-48-019A, 116-48-020A, 116-48-021A and 116-48-023A (the “Property”); and

WHEREAS, the City desires to have someone purchase and develop the Property as a mixed-use project with predominantly residential use including affordable & workforce housing with 50% or more of all residential units must come from the following two categories: (1) Affordable - Units must be available at rents not exceeding 30% of income for households earning 60% or less of the Area Median Income (AMI); and (2) Workforce - Units must be made available at rents not exceeding 30% of income for households earning between 80% to 120% of the AMI. The project would also include a variety of unit sizes across all proposed classifications of unit types (affordable, workforce and market-rate) with each building including a mix of all proposed classifications of unit types with no demarcation between, or segregation of, proposed unit-type classifications; and

WHEREAS, in furtherance of its purposes, the Authority is considering the purchase of the Property and partnering with The Plaza Companies, or an entity affiliated with it, to develop the Property as described in the recital above. The Board of Directors believes the purchase and development of the Property as described in the recital above further advances the interest of the Authority and is in the public interest. The Board of Directors further expressly finds and determines that the purchase and development of the Property as described in the recital above will provide a benefit within the state of Arizona and the City of Phoenix and help fulfill the Authority's mission to support and provide financial assistance for community and economic development in the state and the City; and

WHEREAS, upon approval of the purchase of the Property and approval to partner with The Plaza Companies, or an entity affiliated with it, to develop the Property, the Authority will work with the City and The Plaza Companies to negotiate and prepare all documents required in connection with the sale and development of the Property (collectively, the "Property Sale and Development Documents").

NOW, THEREFORE, BE IT RESOLVED by the Board of Directors of The Industrial Development Authority of the City of Phoenix, Arizona that:

Section 1. Conditional Consent to Participation Loan. Subject to Section 2 below, the Authority hereby consents to the acquisition of the Property for a purchase price of \$1,524,000.00 and the execution of a joint venture agreement with The Plaza Companies or an entity affiliated with it or a subsequent or simultaneous conveyance of the Property to The Plaza Companies, or an entity affiliated with it, to construct a project on the Property as described in this resolution.

Section 2. Conditions. The Authority's consent to the acquisition of the Property is subject to (1) the approval of the final version of the Property Sale and Development Documents by the Authority's chief executive officer (the "CEO") and legal counsel to the Authority; (2) the Authority's receipt of the Property Sale and Development Documents and any other instruments which the CEO and legal counsel to the Authority reasonably deem to be necessary or appropriate under the circumstances; and (4) the approval of the final underwriting of the Property by the CEO and his designated staff.

Section 3. Approval of Contract. The CEO and the other duly elected officers of the Authority are hereby authorized and directed, for and on behalf of the Corporation, to:

(a) engage in the negotiation of the Property Sale and Development Documents and any other agreements and documents that will be required to memorialize and consummate the acquisition and development of the Property as the CEO, or any other duly elected officer of the Authority determines to be necessary or desirable and in the best interests of the Authority, which determination will conclusively be evidenced by his or his designee's approval thereof; and

(b) execute and deliver on behalf of and in the name of the Authority, the Property Sale and Development Documents and any other related agreements, documents and instruments to give effect to the foregoing resolution as those persons determine to be necessary or desirable and in the best interests of the Authority, and any things performed or to be performed, and any instruments executed and delivered, by those persons shall be conclusive evidence that those things and instruments have been determined by those persons to be necessary or desirable and in the best interests of the Authority.

Section 4. Ratification of Actions. All actions (not inconsistent with the provisions of this Resolution) heretofore taken by or at the direction of the Authority and its directors, officers, counsel, advisors, agents or its CEO, including but not limited to the engagement of legal counsel and the submittal of a Letter of Intent to acquire the Property to the City, directed toward the completion of the acquisition of the Property, are hereby approved and ratified.

Section 5. Further Actions. The CEO, upon satisfaction of the conditions set forth in Section 2 hereof, shall take all action necessary or reasonably required to carry out, give effect to and consummate the transactions contemplated hereby, including without limitation, the execution and delivery of the Property Sale and Development Documents required to be delivered in connection with the acquisition of the Property.

Section 6. Severability. If any section, paragraph, clause or provision of this Resolution shall for any reason be held to be invalid or unenforceable, the invalidity or unenforceability of such section, paragraph, clause or provision shall not affect any of the remaining provisions of this Resolution.

Section 7. Waiver. Any provision of any bylaws, orders, procedures and resolutions of the Authority inconsistent herewith are hereby waived to the extent only of such inconsistency. This waiver shall not be construed as reviving any bylaw, order, procedure or resolution or any part thereof.

Section 8. Liability. The CEO and any director, officer, official, employee, advisor or agent of the Authority shall not be subject to any personal liability or accountability by reason of the completion of the acquisition of the Property. The liability of the Authority with respect to any document executed in connection with the transactions contemplated hereby, including the Property Sale and Development Documents, shall be limited as provided in such documents.

Section 9. Headings. Subject headings included in this Resolution are included for purpose of convenience only and shall not affect the construction or interpretation of any of its provisions.

Section 10. Effectiveness. This Resolution shall take effect immediately.

[Signature page follows]

Adopted and approved this 21st day of March, 2024.

**THE INDUSTRIAL DEVELOPMENT
AUTHORITY OF THE CITY OF PHOENIX,
ARIZONA**

By: _____
Juan Salgado, Chief Executive Officer