

## [Hotel Development at Ted Stevens Anchorage International Airport](#)

HOTEL DEVELOPMENT REQUEST FOR QUALIFICATIONS AND NOTICE OF INNOVATIVE CONTRACTING PROCEDURE: The State of Alaska, Department of Transportation and Public Facilities, (DOT&PF), Ted Stevens Anchorage International Airport (Airport) is issuing this Request for Qualifications (RFQ) to develop a Hotel Land Lease with a Concession Agreement, [ADA-32293](#) **The Airport is seeking a qualified experienced hotel developer, or operator capable of designing, financing, building, operating and maintaining a 150 + room hotel connected to the Anchorage Airport via Railroad/Rental Car Facility tunnel.** PREMISES: [Block 2, Lot 9](#) consisting of approximately 80,000 square feet. TERM: Thirty-five (35) years plus an option to renew for an additional ten (10) years.

### **TWO-STEP PROCESS**

As authorized by the Airport's innovative contracting regulation, 17 AAC 42.384, and approved by the Department of Law, the Airport will utilize a two-step process to procure and select a successful Proposer as described below:

#### **Step 1 – Request for Qualification (RFQ)**

The Airport is issuing this RFQ to shortlist and qualify Respondents with Hotel development, financing and operations experience. Response to this RFQ is mandatory for Respondents interested in participating in the RFP step and being awarded a contract for the Project. The Airport intends to identify up to the five best qualified Respondents and only those Respondents will be invited to participate in the RFP step.

#### **Step 2 – Request for Proposal (RFP)**

The Airport will then issue an RFP to solicit detailed proposals from the qualified Respondents. Only qualified Respondents that have responded to this RFQ and been selected for the shortlist will be invited to participate in the subsequent RFP process. The RFP selection process is expected to culminate with the execution of an agreement between the selected qualified Respondent and the Airport, which will describe the hotel development, management, operation, and related financial commitments of the parties.

**LEASE RENTAL RATE:** Compensation from the Hotel in the form of: (1) an annual land rent guarantee based on fair market value appraisal, and (2) a percentage of gross revenues or a minimum guarantee of facility revenue. The specific details of this financial arrangement will be defined and discussed in the subsequent RFP.

This file, including the innovative contracting plan, is available for review during regular business hours, Monday through Friday, at the Ted Stevens Anchorage International Airport, Leasing Office located in in the South Terminal, at 5000 W. International Airport Road, Anchorage, Alaska 99502. Comments or applications may be submitted in writing to: Attn: [Jeanette Luckey](#), Leasing Office, Ted Stevens Anchorage International Airport, P.O. Box 196960, Anchorage, Alaska, 99519-6960, but must be received by 2:00 P.M. on or before Date August 23, 2019, after which an evaluation committee will review the responses and prepare a list of up to the five best qualified Respondents to participate in the RFP phase.