



ALBUQUERQUE
PUBLIC SCHOOLS

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Executive Director, Procurement and Accounts Payable

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Superintendent

DATE: April 8, 2026

RFP NUMBER: 26-051AS

RFP TITLE: Billboard Ground Leases

ADDENDUM NUMBER: 1

The purpose of this Addendum is to incorporate and reference the attached document listed below, as it relates to RFP 26-051AS

1. **Vendor Questions and APS Answers** are listed on pages 2 and 3

ACKNOWLEDGE ADDENDUM WITH SUBMITTED PROPOSAL:

Addenda not signed and returned may consider the RFP non-responsive and may be rejected.

COMPANY NAME

SIGNATURE

DATE

RFP-26-051AS Billboard Ground Leases

Vendor Questions

APS Answers in BLUE

1. Please confirm whether proposers are required to submit a Percentage of Revenue Share in addition to the stated Base Rent?

Yes. Per Compensation Model; Minimum Annual Base Rent and Percentage of Revenue Share, whichever is greater.

2. Page 26 references rent escalation; however, the Price (Cost) Proposal Form does not appear to include a column to incorporate this information. Please advise where and how rent escalation should be addressed within the proposal?

In Minimum Annual Base Rent (Guaranteed Amount) column, please include in parenthesis what years will have an escalation and by dollar/percentage amount.

3. Three-part question:

- a. Do interviews relate only to Veterans/Native American Business Owners or to all applicants?

Interviews occur after the evaluation team scores proposals, and typically only the highest-ranked offerors are invited to interview.

- b. If all applicants, what is the criteria for determining whether an interview is needed?

Interviews, if needed, can be used to differentiate between highly qualified bidders, to clarify technical approaches, and verify qualifications based on the criteria established in the RFP.

- c. How are points allocated for the interview process?

Per the Evaluation Criteria in the RFP, up to 50 points are allocated by the evaluation committee.

4. It appears that the total amount of points that may be awarded on the scoring matrix is 177. See pg 26 (Total Possible Points = 100 VS. Total Possible Awarded Points = 100-50; Plus 8 OR 12 and 10 or 15 for Veteran/Native American Businesses). Please clarify this is correct and/or advise if the total points that may be awarded?

The Total Possible Awarded Points as listed in the RFP Evaluation Criteria is correct. For Company Profile, Development Concept and Operational Capacity, and Financial Return to the District criteria a total number of POSSIBLE points is 100. IF a company qualifies for NM Resident Business or Native American Resident Business Preference either 8 OR 12 points can be assigned. IF a company qualifies for Veteran New Mexico Resident Business or Native American Resident Veteran Business Preference either 10

OR 15 points can be assigned and added to the total possible points earned. A company *cannot qualify for both* though, so it is either 8 or 12, 10 or 15, or 0. IF a company is granted an interview, the total POSSIBLE points assigned by the committee is up to 50.

5. Are you able to confirm whether the appraisal related to this RFP has already been completed? If the appraisal has been completed, will a copy be provided to allow enough time for proposers to review prior to April 17?

An appraisal has not been reviewed and approved by the State Board of Finance. The appraisal will not be provided prior to final selection.