

**City of Valdez, Alaska
Request for Proposals
Negotiated Land Sale:**

**120-142 Egan Drive
Valdez, Alaska 99686
(Formerly known as the Pipeline Club)**

2023

INTRODUCTION

The purpose of this Request for Proposal (RFP) is to invite interested developers to submit proposals for the purchase or lease and development of commercially zoned vacant land located at 120 Egan (Lot 4A), 128 Egan (Lots 6-7), and 142 Egan (Lot 9B) in Valdez, Alaska. The City of Valdez is seeking a development plan that aligns with the 2021 Comprehensive Plan, enhances the economic development of the community, and offers short-term and long-term benefits to the residents.

Development proposals may be made for a single lot, a combination of multiple lots, or the entire property. The City is offering to assist in the subdivision process as necessary for the selected proposal(s).

More than one respondent may be selected for negotiations with the City to maximize use of the property. The City will select the proposal(s) that best meet the goals of this RFP. The City reserves the right to reject any, and all proposals.

The City encourages small or disadvantaged businesses to submit proposals and is available to assist in facilitating proposal submission.

Detailed property descriptions, maps, reports, and other relevant data are attached to this solicitation in Appendix 'A'.

PROPERTY DESCRIPTION

The property legal descriptions are lots 4A, 6, 7, & 9B, Block 33 Mineral Creek Subdivision. Street address for the subject property are currently 120 Egan Dr., 128 Egan Dr. and 142 Egan Drive (see attached map in Appendix 'A'). The combined lots are approximately 1.24 acres (4A: .38 Acres, 6: .17 Acres, 7: .17 Acres, 9B: .52 Acres) with existing utility laterals. Utilities were disconnected and capped on the site with the demolition of the existing restaurant and hotel structures and approximate locations are shown within the attached Appendix A. The foundations and fuel tanks for the small structure on lot 4A as well as the restaurant and hotel have been removed and some type IIA fill has been placed on the site in the restaurant and small building foundation. The site is relatively flat with some vegetative overgrowth and some existing asphalt paving. An existing foundation remains on lots 6&7.

PROPERTY ZONING

The property is zoned General Commercial use, which allows the Valdez City Council to consider all potential valid uses within such zone. See [Valdez Municipal Code Title 17: Zoning](#). Please note that the current zoning code is undergoing revisions to align with the Comprehensive Plan place type map and additional uses will be added or allowed as conditional uses as part of the code revision.

SOIL CONDITIONS

Soil analysis and a Phase I Environmental survey have **not** been conducted for the subject property. All known fuel tanks have been removed from the site and no contamination was discovered during the demolition process. Soils in Valdez are generally medium dense to very dense silty sand and gravel. Significant silt lenses can be found around Valdez. Ground water can vary in depth from a few feet to greater than 25 feet below the surface. The site(s) has been used as a snow lot and is anticipated the overburden contains a layer of sand and silts above native soils. The exact subsurface conditions are unknown and will need to be evaluated prior to development. A site visit is highly encouraged. There is also a concrete foundation from a previous structure still on the property (see Appendix 'A').

PREFERRED PROPERTY USE

The City has not identified a specific use for the property. The future land use map in the newly adopted Comprehensive Plan designates the property as part of the Town Center place type, which can be described in the following terms:

- Recognizes the unique setting of the community's historic downtown and planned as an intensely developed area in Valdez.
- The Town Center place type will blend commercial, multi-family residential, cultural, institutional, and entertainment uses with an environment centered on walkability and strong connections to live, work, play destinations. Compatible mixed-use buildings are encouraged with retail/commercial on the ground floor and residential above. This environment is supported with building frontages and entrances oriented to the street. Gathering spaces are encouraged in the form of civic plazas, courtyards, and small parks.
- Shared parking is encouraged and located near the rear or side lots of buildings. Parking, plazas, and park spaces can be used throughout the winter as snow storage lots. During negotiations, property may be re-platted to allow for City snow storage. Mixed-use buildings are encouraged in transition areas at the edge of the Town Center area.

Development that addresses solutions for articulated City Council priorities of housing and/or childcare challenges may be given additional consideration.

Projects including housing as a component of the development are eligible for the City Housing Incentive Program at a grant value of \$10,000 per unit upon receipt of Certificate of Occupancy and conformance with all other requirements of the program.

[Plan Valdez – 2021 Comprehensive Plan](#)

[VMC Title 17 – General Commercial District](#)

PROPOSAL REQUIREMENTS

Developer Qualifications & Experience:

- Individual/Business name; point of contact for interviews, questions & negotiations.
- Experience and qualifications, including previous projects related to land development and commercial property.
- Developers should articulate the ability to complete development within the timeline proposed.

Summary Overview of Proposed Business Development:

- Description of the proposed business development plan for the respective lots.
- Reasonable timeline for the development phases, from signed land contract to final construction.
- Outcomes and benefits of the proposed development to the community, both short-term and long-term.

Detailed Master Plan:

- Rough Order of Magnitude Construction Cost Estimate (basis of value for improvements).
- Site plan showcasing the proposed layout, and design of necessary site improvements.
- Project schedule outlining key milestones and deliverables.
- Description of any proposed phases and the basis or reasonable timeline for subsequent phase implementation.
- Special needs and considerations related to the development.
- Any proposed incentives or assistance that the developer would request from the City of Valdez as part of the development. Please specify type, duration, and yearly amount of incentive or assistance proposed as part of the development.
- Snow storage plan to address seasonal requirements.

Financial Capability and Sustainability:

- Detailed financial plan for funding the development, including verification of financial capability.
- Present any relevant revenue information to ensure the ability to meet City financial obligations, (i.e. property taxes, utility bills, etc.) or present alternative means of meeting said obligations.

City Comprehensive Plan Alignment:

- Narrative specifying alignment with goals and aspects of the City of Valdez Comprehensive Plan.

Proposed Purchase Price and/or Lease Terms:

- Offered purchase price for all or a portion of the property of interest.
- Clear terms and conditions for the land sale.
- Appraised value for the property is \$390,000 or \$7.26/SF (2023)

EVALUATION AND SELECTION PROCESS

Proposals will be evaluated and ranked by a scoring panel assigned by the Valdez City Council. The scoring panel may interview the candidates, if necessary, to determine the best value to the City. The selection will be based on a combination of the criteria included below and interviews and/or presentations. The City Council may request top candidates to make a public presentation to the community. The City intends to negotiate a contract with the individual(s) or firm(s) it solely determines will provide the best overall value and expertise on this project. Following the contract negotiation, the City will issue an Intent to Award letter to all proposers.

Proposals will be evaluated based on the following criteria:

- Developer qualifications and experience (5 points)
- Proposed business development plan: masterplan feasibility and timeline (45 points)
- Financial capability and sustainability of the project (10 points)
- Alignment with the 2021 Comprehensive Plan goals (15 points)
- Proposed purchase price and/or lease terms (20 points)
- Proposal quality and completeness (5 points)

Note: The City of Valdez reserves the right to accept or reject any or all proposals received, to waive any informalities or irregularities in the proposals, and to negotiate separately with any developer. The City is not obliged to accept the lowest priced or any proposal deemed unsatisfactory.



TENTATIVE SELECTION SCHEDULE

- Request for proposals posted: September 8, 2023
- Proposals due by: October 13, 2023
- Proposals reviewed October 16-30, 2023
- Interviews, if conducted, will occur after November 1, 2023
- Recommendation to City Council will be presented in November
- City Council considers final proposals in a work session or regular meeting in November or December.

(Timeline is subject to change depending on responses.)

SUBMISSION GUIDELINES

Individuals or Firms interested in submitting a proposal to acquire and develop this site shall submit a response to the RFP by 5 p.m. A.D.T, on Friday October 13, 2023. The proposals must be delivered electronically via the City's drop box application.

To request access to the drop box, respondents must submit an email request one business day in advance of the submission deadline to Wendy Robertson, Capital Facilities Administrative Assistant at wrobertson@valdezak.gov with a cc to nduval@valdezak.gov and bskilbred@valdezak.gov. Respondents can feel free to inquire in advance and test the submission process and ask upload specific questions to facilitate a successful submission.

Failure to follow instructions outlined within this RFP may be grounds for dismissal of proposals. We look forward to receiving your proposal and working together to contribute to the development and social vitality of the Valdez community.

212 Chenega Ave.
P.O. Box 307
Valdez, AK 99686

Phone: (907) 835-4313

www.valdezak.gov

ADDITIONAL SUBMITTAL INFORMATION

- All questions regarding the property and this solicitation must be reduced to writing, and e-mailed to mbarberio@valdezak.gov. Staff will respond as quickly as possible and post responses via addendum on the City “bids” website. To receive solicitation updates please complete the request for plan holders form and return to wrobertson@valdezak.gov with a CC to bskilbred@valdezak.gov.
- Any costs incurred in responding to this request are at the proposer’s sole risk and will not be reimbursed by the City. This RFP does not in any way commit the City to reimburse recipients of this RFP for any of the costs of preparing and submitting a proposal for these services. Furthermore, this RFP does not obligate the City to accept or contract for any services expressed or implied.
- The City reserves the right to: (1) Modify or otherwise alter any or all requirements herein. In the event of any modifications, all selected respondents will be given an equal opportunity to modify their proposals in the specific areas that are requested. (2) Reject any proposal not adhering to some or all requirements set forth in this RFP. (3) Reject any or all responses received. The City reserves the right to terminate this RFP at any time.
- The City reserves the right to waive informalities, and make any selection as deemed in its own best interest. The City reserves the right to reject any and/or all proposals which they deem to be not in the best interests of the City and to proceed with the next proposer or to utilize an entirely different process.
- All Proposals and other materials become the property of the City and may be returned only at the option of the City. Detailed costs, price, and financial reference information provided may be held confidential if determined by the City Council.
- The City of Valdez encourages disadvantaged, minority and women-owned firms to respond and is available to assist said firms in learning how to do business with the City.

APPRAISAL OF REAL PROPERTY - VACANT LAND

Highlighted Area



LOCATED AT

120, 128, 142 Egan Drive
Valdez, AK 99686
Lots 4A, 6, 7, 9B, Block 33, MINERAL CREEK

FOR

City of Valdez - Nicole LeRoy
P.O. Box 307
Valdez, AK 99686

OPINION OF VALUE

\$390,000

AS OF

7/7/2023

BY

Clint Lentfer, MBA, SRA
Alaska Appraisal & Consulting Group
4305 Old International Airport Rd
Anchorage, AK 99502
(907) 677-7701
clint@akacg.com

LAND APPRAISAL REPORT

File No.:

SUBJECT

ASSIGNMENT

MARKET AREA DESCRIPTION

Property Address:

120 / 128 / 142 Egan Ave

City: Valdez

State: AK

Zip Code: 99686

County: Valdez

Legal Description: Lots 4A, 6, 7, 9B, Block 33, MINERAL CREEK - Hypothetical Assembled Site totaling 53,750 SF - combined site.

Assessor's Parcel #: 7040-033-0040 / 0060 / 0070 / 0100

Tax Year: 2023

R.E. Taxes: \$ 0

Special Assessments: \$

Market Area Name: Downtown Valdez

Map Reference:

Census Tract: 0003.00

Current Owner of Record: City of Valdez - Nicole LeRoy

Borrower (if applicable): City of Valdez - Nicole LeRoy

Project Type (if applicable):
☐ PUD
☐ De Minimis PUD
☒ Other (describe) Vacant Land

HOA: \$
☐ per year
☐ per month

Are there any existing improvements to the property?
☒ No
☐ Yes
If Yes, indicate current occupancy:
☐ Owner
☐ Tenant
☒ Vacant
☐ Not habitable

If Yes, give a brief description:
Generally rectangular, cleared assembled site (total of 4 lots currently) with gravel soils and some paved areas. Site curren consists of four separate parcels, being appraised with the hypothetical condition that the 4 separate parcels are one parcel/site, referred to as 120 E Ave. Site is located in downtown Valdez on the main street through town, having very good commercial visibility and access.

The purpose of this appraisal is to develop an opinion of:
☒ Market Value (as defined), or
☐ other type of value (describe)

This report reflects the following value (if not Current, see comments):
☒ Current (the Inspection Date is the Effective Date)
☐ Retrospective
☐ Prospective

Property Rights Appraised:
☒ Fee Simple
☐ Leasehold
☐ Leased Fee
☐ Other (describe)

Intended Use:
Intended use of the appraisal is for market valuation of vacant commercial land for potential sale / marketing purposes only. No other uses or users are intended o allowed to use any information in this appraisal report. Appraised as if vacant and unimproved. Hypothetical Condition that the 4 existing parcels are one site.

Intended User(s) (by name or type):
City of Valdez and their assigns only - no other intended users or uses.

Client: City of Valdez - Nicole LeRoy

Address: P.O. Box 307, Valdez, AK 99686

Appraiser: Clint Lentfer, MBA, SRA

Address: 4305 Old International Airport Rd , Anchorage, AK 99502

Characteristics

Predominant Occupancy

One-Unit Housing

Present Land Use

Change in Land Use

Location:
Built up:
Growth rate:
Property values:
Demand/supply:
Marketing time:

☒ Urban
☐ Suburban
☐ Rural
☒ Over 75%
☐ 25-75%
☐ Under 25%
☐ Rapid
☒ Stable
☐ Slow
☐ Increasing
☒ Stable
☐ Declining
☐ Shortage
☒ In Balance
☐ Over Supply
☐ Under 3 Mos.
☒ 3-6 Mos.
☐ Over 6 Mos.

☒ Owner 50
☒ Tenant 15
☐ Vacant (0-5%)
☒ Vacant (>5%)

PRICE (\$000)
AGE (yrs)
200 Low 1
750 High 50
400 Pred 30

One-Unit 65 %
2-4 Unit 5 %
Multi-Unit 5 %
Comm'l 15 %
Vacant 10 %
%

☒ Not Likely
☐ Likely *
☐ In Process *

* To:

Factors Affecting Marketability

Item

Good

Average

Fair

Poor

N/A

Item

Good

Average

Fair

Poor

N/A

Employment Stability

☒

☐

☐

☐

☐

Adequacy of Utilities

☒

☐

☐

☐

☐

Convenience to Employment

☒

☐

☐

☐

☐

Property Compatibility

☒

☐

☐

☐

☐

Convenience to Shopping

☒

☐

☐

☐

☐

Protection from Detrimental Conditions

☒

☐

☐

☐

☐

Convenience to Schools

☒

☐

☐

☐

☐

Police and Fire Protection

☒

☐

☐

☐

☐

Adequacy of Public Transportation

☐

☐

☐

☐

☒

General Appearance of Properties

☒

☐

☐

☐

☐

Recreational Facilities

☐

☒

☐

☐

☐

Appeal to Market

☒

☐

☐

☐

☐

Market Area Comments:
The subject is a hypothetical assembled site located in downtown Valdez, on Egan Drive, the main thoroughfare through downtown Valdez - considered a good location with good access and visibility. Approximately 120 air miles east of Anchorage, with access from the Richardson Highway or the Alaska Marine Ferry System. The site is considered have a good - central location, with all vehicles going through downtown Valdez passing in front of the subject site, with publicly maintained streets year round, and all public utilities to the site including water, sewer, telephone and electric - typical utilities for this type of site. Limited recent vacant land sales data is available in the area due to the relatively small market and lack of available vacant land inventory - historical sales analyzed and provide good overall support. The majority of lots in the downtown area are fully improved. The immediate neighborhood is considered a good location for various commercial uses, close to all the amenities of the City of Valdez, with good year round access and visibility. The site is cleared and ready for development . Appraised as if vacant and unimproved "As Is" and assumes the four individual lots are one site totaling 53,750 SF / 1.23 acres, with approx. 350' of Egan Ave. frontage, with virtually 100% useable site area.

Dimensions: Generally Rectangular (149' x 350' x 179' x 354')

Site Area: 53,750 Sq.Ft.

Zoning Classification: General Commercial

Description: This zoning allows for many types of commercial uses. See addendum page for description of zoning and allowable uses.

Do present improvements comply with existing zoning requirements?
☐ Yes
☐ No
☒ No Improvements

Uses allowed under current zoning:
Multiple commercial uses. See addendum page for description of zoning and allowable uses. Appraised as if vacant and unimproved. Appraised "As Is"

Are CC&Rs applicable?
☐ Yes
☐ No
☒ Unknown

Have the documents been reviewed?
☐ Yes
☒ No

Ground Rent (if applicable) \$ _____ / _____

Comments:

Highest & Best Use as improved:
☐ Present use, or
☒ Other use (explain) Commercial - mixed-use retail / office / commercial facility - see comments / summan on addenda page. HBU as some sort of improvement that meets zoning criteria and benefits from good access & visibility.

Actual Use as of Effective Date: Vacant Land

Use as appraised in this report: Vacant Land

Summary of Highest & Best Use:
Subject consists of a HYPOTHETICAL ASSEMBLED SITE totaling approx. 53,750 SF / 1.23 Acres - commercial zoning having good frontage, visibility and access along Egan Ave. in downtown Valdez, on the main thoroughfare through town, with dual access, all public utilities and level, generally rectangular lc all favorable attributes. The General Commercial zoning allows for multiple commercial uses, with approx. 350' of Egan frontage, with virtually 100% useable site area. HBU is some sort of improvement that meets zoning criteria and benefits from good access & visibility.

Utilities

Public

Other

Provider/Description

Off-site Improvements

Type

Public

Private

Frontage

Egan Ave - downtown Valdez

Electricity

☒

☐

CVEA

Street

Paved - good visibility

☒

☐

Topography

Level site

Gas

☐

☐

None

Width

Typical / good

Size

53,750 SF / 1.23 Acre

Water

☒

☐

City of Valdez

Surface

Paved

Shape

generally rectangular

Sanitary Sewer

☒

☐

City of Valdez

Curb/Gutter

c/c / avg

☒

☐

Drainage

Assumed good

Storm Sewer

☒

☐

City of Valdez

Sidewalk

Yes

☒

☐

View

Avg+ / Mountains, City

Telephone

☒

☐

CVT

Street Lights

Yes

☒

☐

subject site

has good visibility & access

Multimedia

☐

☐

None

Alley

none

☐

☐

dual access

Other site elements:
☒ Inside Lot
☐ Corner Lot
☐ Cul de Sac
☒ Underground Utilities
☒ Other (describe) good location,visibility, access

FEMA Spec'l Flood Hazard Area
☐ Yes
☒ No

FEMA Flood Zone X

FEMA Map # 0200940138D

FEMA Map Date 1/3/2019

Site Comments:
The site currently consists of four adjacent lots owned by the City of Valdez. At the request of the client / owner, I am appraising the four sites as one larger assembled site totaling 53,750 SF / 1.23 Acres. - Hypothetical Condition of the appraisal. The subject makes up a generally level cleared site and is favorably located in the central business district of downtown Valdez, with dual frontage and access, good visibility and overall favorak site attributes. Appraised "As Is", as of 7/7/2023. There is little vacant land available in the downtown district, making the hypothetical subject site desirable in the marketplace. Intended use is to help establish a potential sale / list price for the assembled site.

LAND APPRAISAL REPORT

File No.:

TRANSFER HISTORY

My research ☐ did ☒ did not reveal any prior sales or transfers of the subject property for the three years prior to the effective date of this appraisal.

Data Source(s):
MLS, State of Alaska Recorders Office, Owner

1st Prior Subject Sale/Transfer
Date:
Price:
Source(s): Rec. Off.

2nd Prior Subject Sale/Transfer
Date:
Price:
Source(s):

Analysis of sale/transfer history and/or any current agreement of sale/listing:
No 36 month prior sale for subject. No sales of comps within the past 12 months discovered.

The use of older sales in the analysis was unavoidable, and are typical in this sector of the more rural vacant land market due to lack of market activity, unique property characteristics, access, visibility, size, view, soils, etc., with general and specific locations and overall attributes of sites also playing a role in the value. Comps used in this report are considered good and provide a good estimate of market value.

SALES COMPARISON APPROACH

FEATURE	SUBJECT PROPERTY	COMPARABLE NO. 1		COMPARABLE NO. 2		COMPARABLE NO. 3	
Address	120 / 128 / 142 Egan Ave Valdez, AK 99686	137 Egan Ave Valdez, AK 99686		118 S Meals Ave Valdez, AK 99686		109 Meals Ave Valdez, AK 99686	
Proximity to Subject		0.06 miles NW		0.07 miles E		0.02 miles E	
Sale Price	\$		\$ 280,000		\$ 160,000		\$ 273,050
Price/ Sq.Ft.	\$	\$ 7.54		\$ 4.24		\$ 10.00	
Data Source(s)	State of AK	State of AK, MLS, Buyer		MLS, Rec. Off., Buyer		MLS, Rec. Off., Buyer	
Verification Source(s)	Rec. Office	Ak Rec. Office		Ak Rec. Office		Ak Rec. Office	
VALUE ADJUSTMENT	DESCRIPTION	DESCRIPTION	+ (-) % Adjust	DESCRIPTION	+ (-) % Adjust	DESCRIPTION	+ (-) % Adjust
Sales or Financing Concessions	N/A	Conv		Conv.		Cash	
		None Noted		None Noted		None Noted	
Date of Sale/Time	N/A	12/20		01/20		10/19	
Rights Appraised	Fee Simple	Fee Simple		Fee Simple		Fee Simple	
Location	Good/dwntwnVDZ	Good/dwntwnVDZ		Avg+/dwntwnVDZ+10%	+10	Good/corner-Sup	-10
Site Area (in Sq.Ft.)	53,750	37,150		37,736		27,305	
Zoning	CBD / good	CBD / Similar		Gen. Comm. / sim		Gen. Comm. / sim	
Site attributes:	Good visibility	Good/Similar		Good/Similar		Good Corner/Sim	
Utilities	E,T,W,S	E,T,W,S		E,T,W,S		E,T,W,S	
Lot Chx. / improvements	Level, cleared	Level,Clear/Similar		Level,Clear/Similar		Sim. size	
Overall Adjusted \$/SF	Adj. are in % of SP	Adj. - \$7.54/SF		Adj. - \$4.66/SF		Adj. - \$9.00/SF	
Net Adjustment (Total, in \$)		☐ + ☐ - \$		☒ + ☐ - \$	16,000	☐ + ☒ - \$	-27,305
Net Adjustment (Total, in % of S.P.)					(10 % of S.P.)		(-10 % of S.P.)
Adjusted Sale Price (in \$)		\$ 280,000		\$ 176,000		\$ 245,745	

Summary of Sales Comparison Approach
I have reviewed the most recent, most applicable vacant land transactions in the downtown Valdez market for sales that could compete with the subject, with the four most applicable comparables discovered analyzed in the sales comparison grid. I had to expand my search parameters (date of sale, site size, zoning, location) due to the lack of recent sales of similar commercially viable properties in the downtown area, and after adjustments, the data provide good data for analysis. Percentage adjustments were necessary to reflect the differing attributes, adjustments as follows: S-2 received a 10% location adjustment to reflect slightly inferior location just south of the downtown district, with a -10% adjustment to S-3 to reflect its superior corner location on the southwest corner of Meals & Egan - very good location. The overall adjusted SP of the comparables provides and additional good indicator; however, due to the varying sizes of the comparables, and slightly larger assembled site, the overall adjusted average \$/SF is considered a better indicator, considered a supportive indicator for a value range of the subject site. The concluded value will be above the mid-range as the subject parcel is one of the better positioned parcels in downtown Valdez, a larger than average site allowing for more development opportunities, and has good overall site characteristics. The concluded adjusted \$/SF range is about \$4.05/SF to \$9.00/SF, overall average of about \$6.30/SF. Final value above the mid-range considering all of the favorable attributes, more weight given to S-1 - directly across the street - concluded \$/SF range of \$7.00/SF to \$7.50/SF = \$375,000 to \$400,000 - Final Value of \$390,000 well supported.

PUD

PROJECT INFORMATION FOR PUDs (if applicable)
☐ The Subject is part of a Planned Unit Development.

Legal Name of Project:
N/A

Describe common elements and recreational facilities:
None - Vacant Lot

RECONCILIATION

Indicated Value by: Sales Comparison Approach \$
390,000

Final Reconciliation
The four comparables of very similar vacant sites in the downtown Valdez area provide good support for the subjects concluded value, and after adjusting for various attributes, provide good overall support for the final value conclusion of \$390,000 -- well supported.

This appraisal is made ☒ "as is", or ☐ subject to the following conditions:
Appraised "As Is", with a hypothetical condition that the subject consists of one parcel totaling 53,750 SF - made up of Lots 4A, 6, 7, 9B, Block 33, MINERAL CREEK - assumed parcel will be subdivided.

☒ This report is also subject to other Hypothetical Conditions and/or Extraordinary Assumptions as specified in the attached addenda.

Based upon an inspection of the subject property, defined Scope of Work, Statement of Assumptions and Limiting Conditions, and Appraiser's Certifications, my (our) Opinion of the Market Value (or other specified value type), as defined herein, of the real property that is the subject of this report is:
\$ 390,000, as of: 7/7/2023, which is the effective date of this appraisal.
If indicated above, this Opinion of Value is subject to Hypothetical Conditions and/or Extraordinary Assumptions included in this report. See attached addenda.

ATTACH.

A true and complete copy of this report contains 19 pages, including exhibits which are considered an integral part of the report. This appraisal report may not be properly understood without reference to the information contained in the complete report, which contains the following attached exhibits:
☒ Scope of Work
☒ Limiting cond./Certifications ☐ Narrative Addendum ☒ Location Map(s) ☐ Flood Addendum ☐ Additional Sales
☒ Photo Addenda ☒ Parcel Map ☒ Hypothetical Conditions ☐ Extraordinary Assumptions ☐

SIGNATURES

Client Contact: Nicole LeRoy
E-Mail: NLeRoy@ValdezAK.Gov

Client Name: City of Valdez - Nicole LeRoy
Address: P.O. Box 307, Valdez, AK 99686

APPRaiser



Appraiser Name: Clint Lentfer, MBA, SRA
Company: Alaska Appraisal & Consulting Group
Phone: (907) 677-7701 Fax:
E-Mail: clint@akacg.com
Date of Report (Signature): 08/15/2023
License or Certification #: 506 State: AK
Designation: SRA
Expiration Date of License or Certification: 06/30/2025
Inspection of Subject: ☒ Did Inspect ☐ Did Not Inspect (Desktop)
Date of Inspection: 7/7/2023

SUPERVISORY APPRAISER (if required) or CO-APPRAISER (if applicable)

Supervisory or Co-Appraiser Name:
Company:
Phone: Fax:
E-Mail:
Date of Report (Signature):
License or Certification #:
Designation:
Expiration Date of License or Certification:
Inspection of Subject: ☐ Did Inspect ☐ Did Not Inspect
Date of Inspection:

ADDITIONAL COMPARABLE SALES

File No.:

[illegible]

Subject Photo Page

Borrower	City of Valdez - Nicole LeRoy				
Property Address	120 / 128 / 142 Egan Ave				
City	Valdez	County	Valdez	State	AK Zip Code 99686
Lender/Client	City of Valdez - Nicole LeRoy				



Subject Site

120 / 128 / 142 Egan Ave
Sales Price
G.L.A.
Tot. Rooms
Tot. Bedrms.
Tot. Bathrms.
Location Good/dwntwnVDZ
View
Site 53,750
Quality
Age

Looking north



Subject Site

Looking east



Subject Site - Aerial

Subject Photos

Borrower	City of Valdez - Nicole LeRoy				
Property Address	120 / 128 / 142 Egan Ave				
City	Valdez	County	Valdez	State	AK Zip Code 99686
Lender/Client	City of Valdez - Nicole LeRoy				



Subject site on right - looking east along Egan Ave.



Subject site - location of previous building / looking west



Subject site - back of site, looking north towards Egan Ave



Subject site - looking east



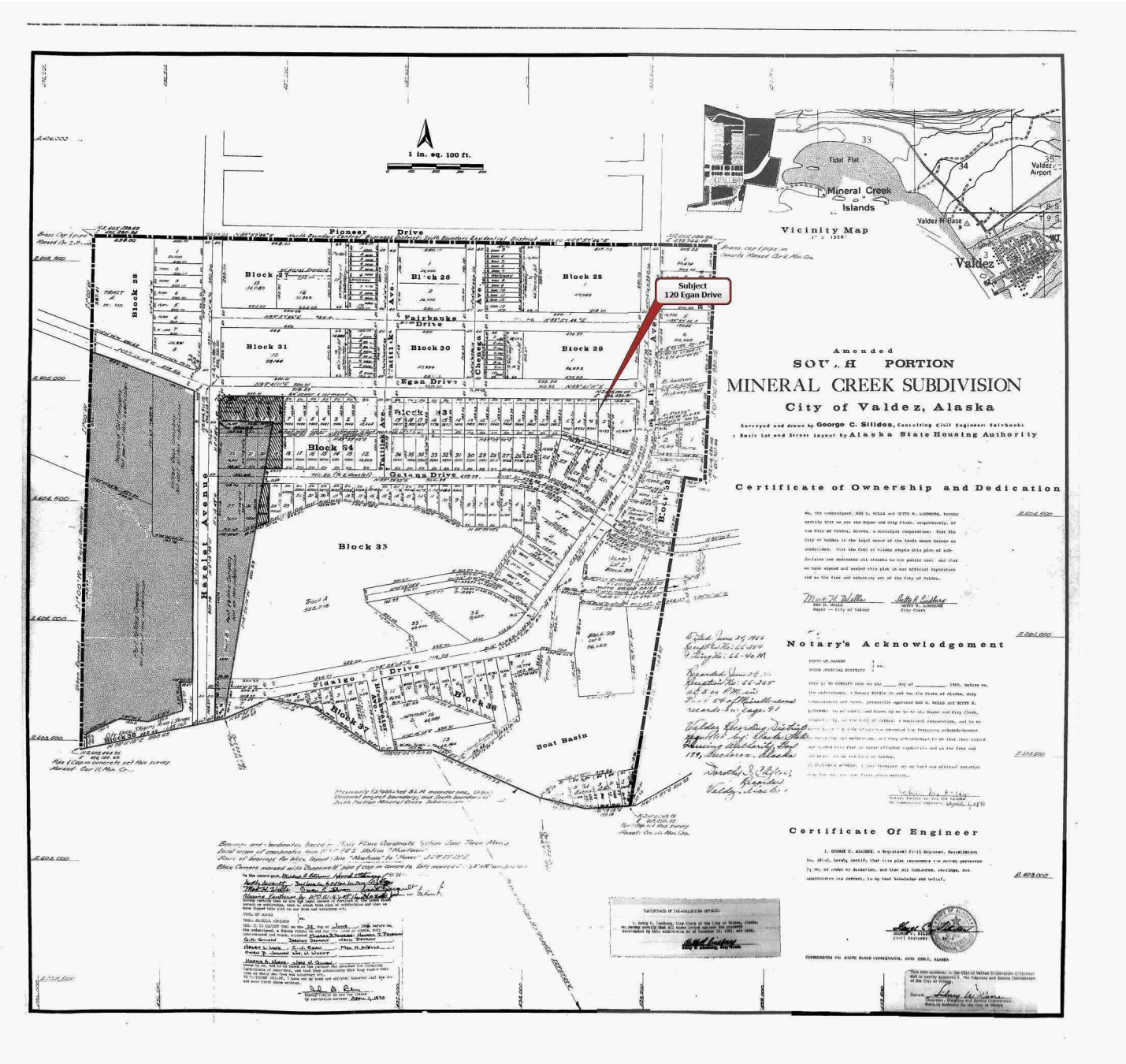
Property line, East



Property line, West

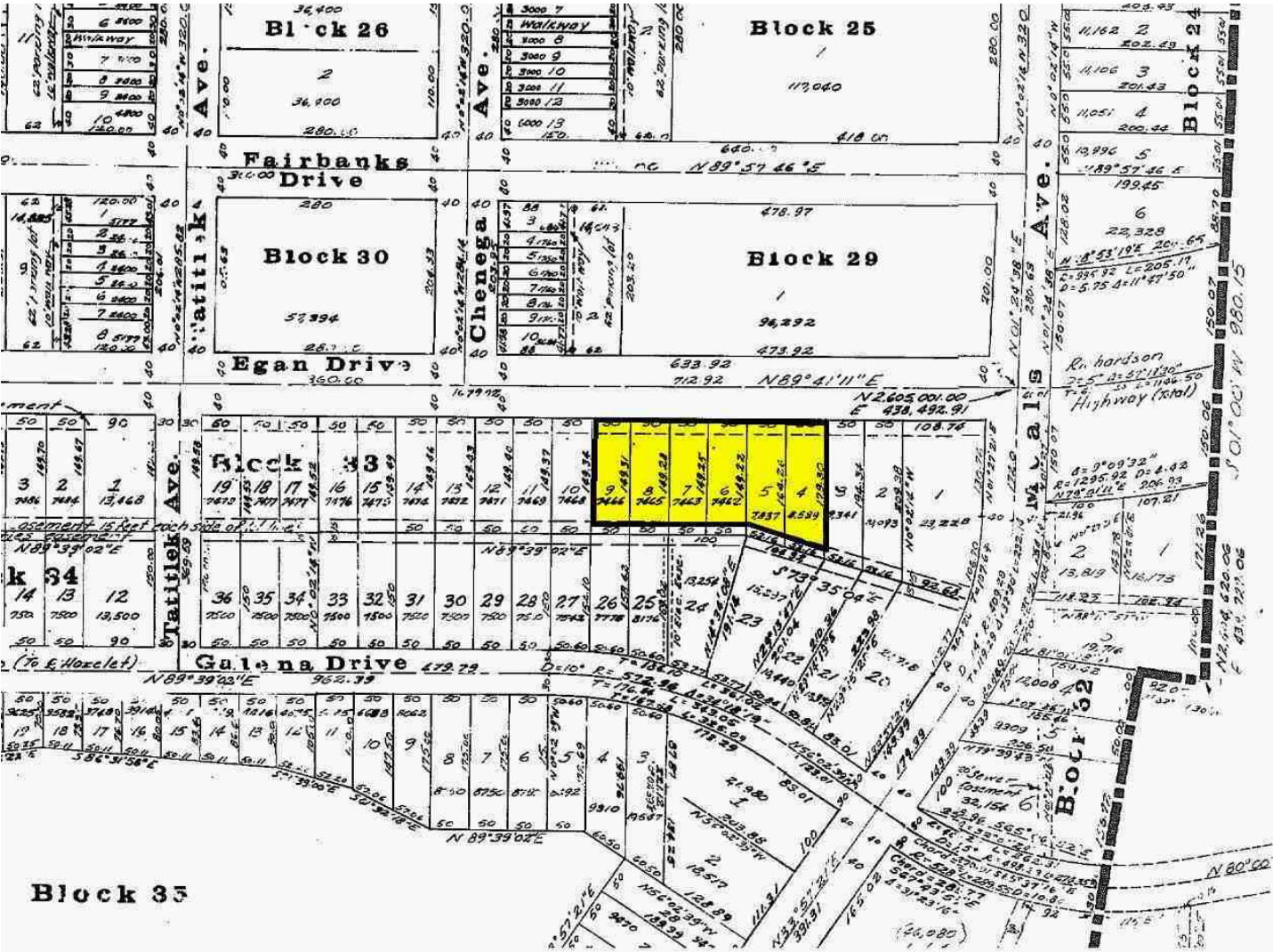
Plat Map

Borrower	City of Valdez - Nicole LeRoy			
Property Address	120 / 128 / 142 Egan Ave			
City	Valdez	County	Valdez	State AK Zip Code 99686
Lender/Client	City of Valdez - Nicole LeRoy			



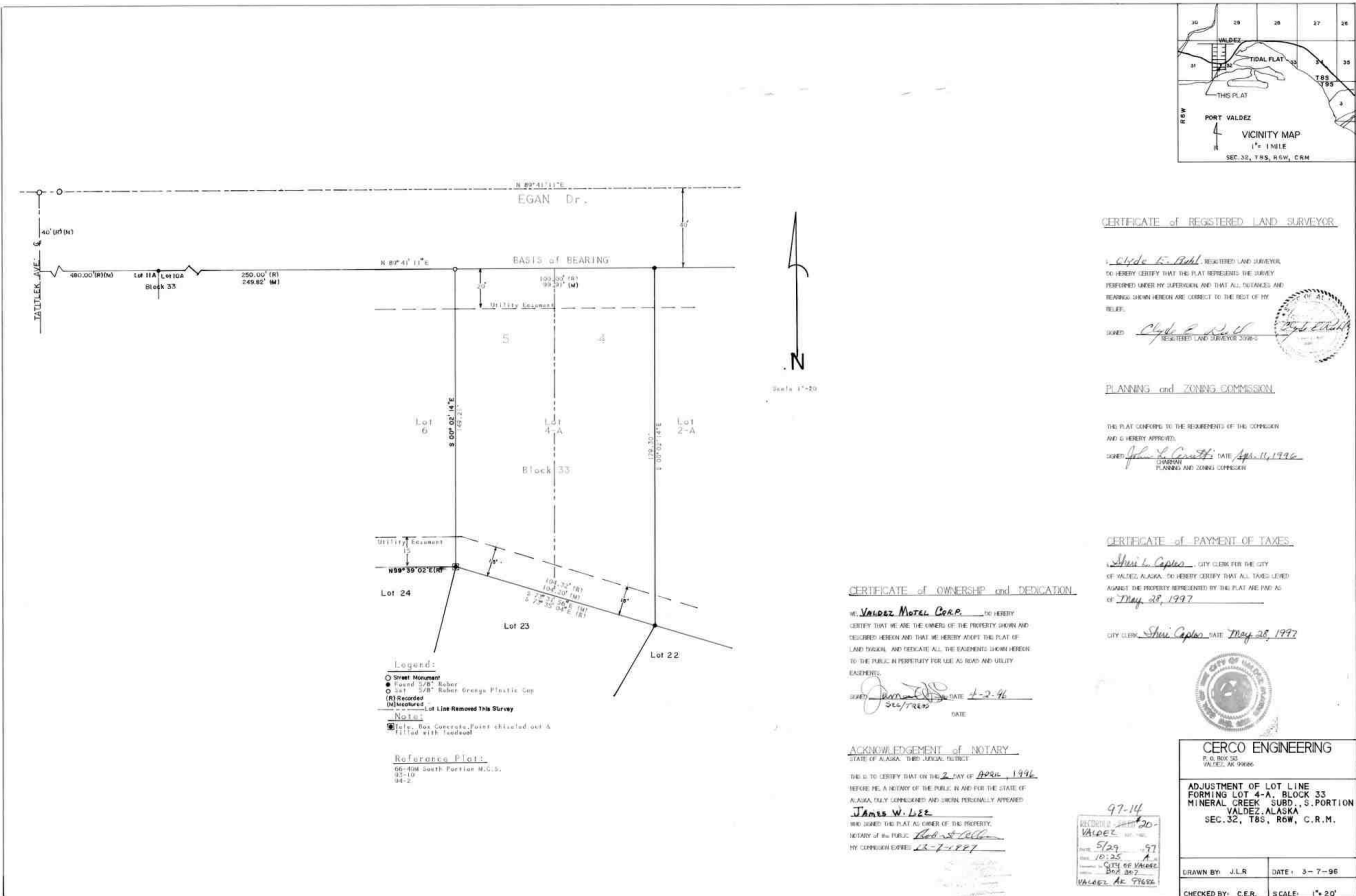
Plat Map - Close up

Borrower	City of Valdez - Nicole LeRoy				
Property Address	120 / 128 / 142 Egan Ave				
City	Valdez	County	Valdez	State	AK
Lender/Client	City of Valdez - Nicole LeRoy				
				Zip Code	99686



Lot 4A - Plat Map

Borrower	City of Valdez - Nicole LeRoy					
Property Address	120 / 128 / 142 Egan Ave					
City	Valdez	County	Valdez	State	AK	Zip Code 99686
Lender/Client	City of Valdez - Nicole LeRoy					



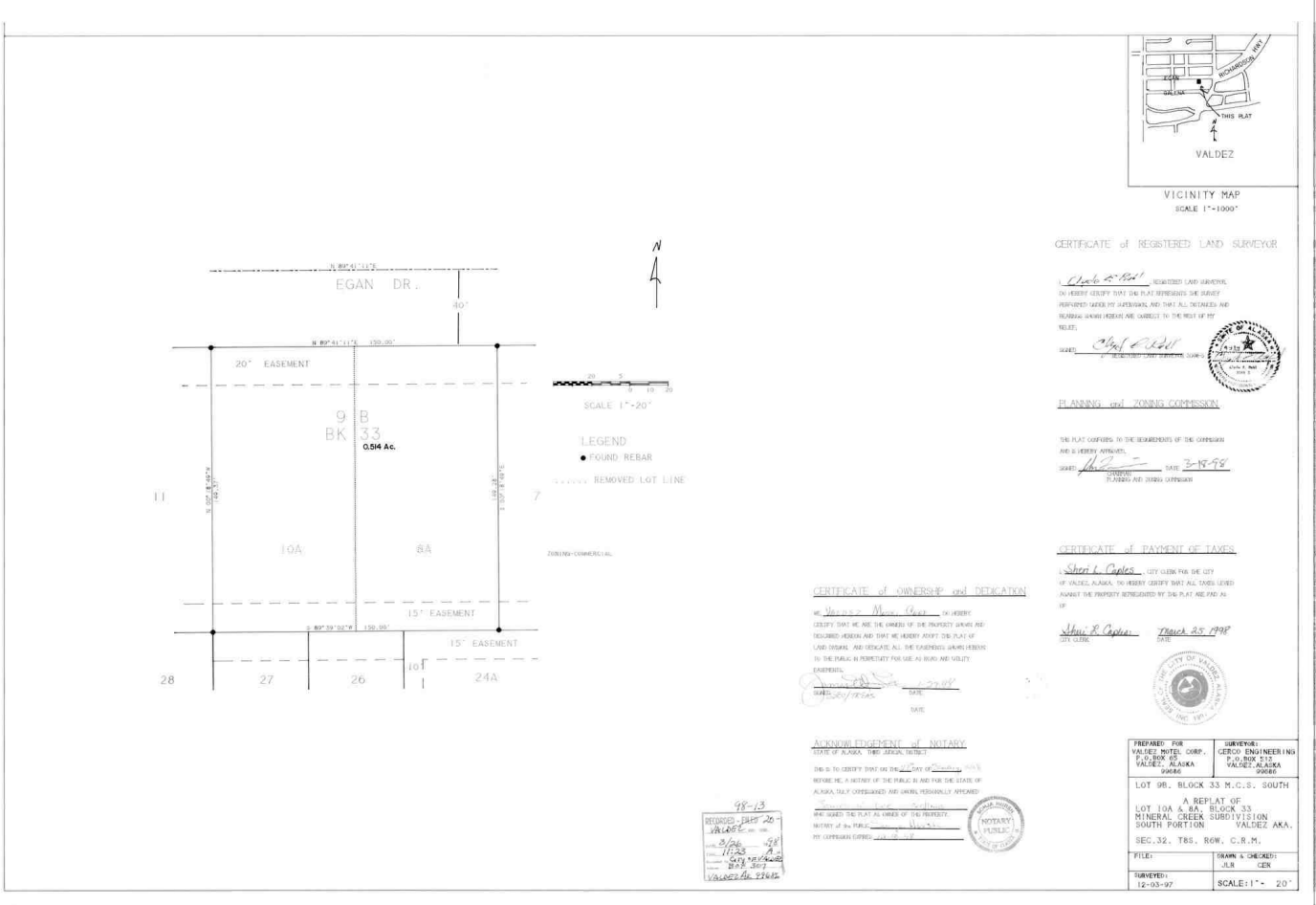
Lot 4A - Plat Map - Close up

Borrower	City of Valdez - Nicole LeRoy				
Property Address	120 / 128 / 142 Egan Ave				
City	Valdez	County	Valdez	State	AK
				Zip Code	99686
Lender/Client	City of Valdez - Nicole LeRoy				



9B Plat Map

Borrower	City of Valdez - Nicole LeRoy			
Property Address	120 / 128 / 142 Egan Ave			
City	Valdez	County	Valdez	State AK Zip Code 99686
Lender/Client	City of Valdez - Nicole LeRoy			



9B Plat Map - Close-up

Borrower	City of Valdez - Nicole LeRoy				
Property Address	120 / 128 / 142 Egan Ave				
City	Valdez	County	Valdez	State	AK
Lender/Client	City of Valdez - Nicole LeRoy				
				Zip Code	99686



Location Map

Borrower	City of Valdez - Nicole LeRoy				
Property Address	120 / 128 / 142 Egan Ave				
City	Valdez	County	Valdez	State	AK
Lender/Client	City of Valdez - Nicole LeRoy				
				Zip Code	99686



Supplemental Addendum					File No.	
Borrower	City of Valdez - Nicole LeRoy					
Property Address	120 / 128 / 142 Egan Ave					
City	Valdez	County	Valdez	State	AK	Zip Code 99686
Lender/Client	City of Valdez - Nicole LeRoy					

Chapter 17.30 - ZONING

G GENERAL COMMERCIAL DISTRICT - CITY OF VALDEZ

17.30.010 Intent. The G (general commercial) district is served by the major and essential utilities of sewer, water and electricity and is intended to include those areas which are heavily exposed to automobile traffic. The district is intended specifically for those areas surrounding major intersections where personal services, convenience goods and auto-related service facilities are desirable and appropriate land uses. The extension of the G district commercial uses along arterials in a “strip” fashion is discouraged

Highest and Best Use Summary

The highest and best use of the site is to hold the site "As Is" until such time that land values in the area warrant development of a commercial / retail development that benefits from its good location, and then develop with a building that fits the owners needs. Highest and best use is to assemble the four separate parcels and hold until development is feasible. The larger lot offers more potential development options, coupled with the good frontage and access along Egan Ave. - the subject is one of the more favorable lots in the downtown Valdez district.

Scope of Work, Appraisal Development and Reporting Process:

In preparing this appraisal, the appraiser:

- Inspected the subject property.
- Reviewed available records, plans, plats, photographs, etc.
- Reviewed available cost, market and income information.
- Applied the best available approaches to arrive at an indication of value.

This vacant land appraisal report is a brief recapitulation of the available data, analyses, and conclusions. Supporting data and additional records are located in the appraiser’s files. I have personally inspected the property, and to the best of my knowledge and belief, all information and estimates of value contained in this report are true and correct. No pertinent information is knowingly or willfully withheld. The certification and limiting conditions and assumptions contained herein are an integral part of this report. The retention or use of this appraisal signifies acceptance of all limiting conditions and assumptions as specified herein. The report is intended to meet the current Uniform Standards of Professional Appraisal Practice as formulated by the Appraisal Foundation and conforms to Appraisal Standards.

Comparable Photo Page

Borrower	City of Valdez - Nicole LeRoy					
Property Address	120 Egan Ave					
City	Valdez	County	Valdez	State	AK	Zip Code 99686
Lender/Client	City of Valdez - Nicole LeRoy					



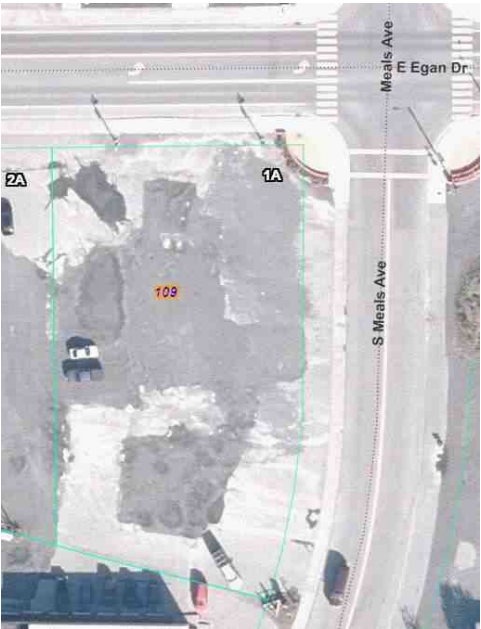
Comparable 1

137 Egan Ave	
Prox. to Subject	0.06 miles NW
Sale Price	280,000
Gross Living Area	
Total Rooms	
Total Bedrooms	
Total Bathrooms	
Location	Good/dwntwnVDZ
View	
Site	37,150
Quality	
Age	
Comp Photo from Valdez GIS	



Comparable 2

118 S Meals Ave	
Prox. to Subject	0.07 miles E
Sale Price	160,000
Gross Living Area	
Total Rooms	
Total Bedrooms	
Total Bathrooms	
Location	Avg+/dwntwnVDZ+10%
View	
Site	37,736
Quality	
Age	
Comp Photo from Valdez GIS	



Comparable 3

109 Meals Ave	
Prox. to Subject	0.02 miles E
Sale Price	273,050
Gross Living Area	
Total Rooms	
Total Bedrooms	
Total Bathrooms	
Location	Good/corner-Sup
View	
Site	27,305
Quality	
Age	
Comp Photo from Valdez GIS	

Comparable Photo Page

Borrower	City of Valdez - Nicole LeRoy					
Property Address	120 Egan Ave					
City	Valdez	County	Valdez	State	AK	Zip Code 99686
Lender/Client	City of Valdez - Nicole LeRoy					



Comparable 4

1500 W Egan Ave	
Prox. to Subject	1.32 miles W
Sale Price	53,000
Gross Living Area	
Total Rooms	
Total Bedrooms	
Total Bathrooms	
Location	Avg/west dwntwn
View	
Site	21,780
Quality	
Age	

Comp Photo from Valdez GIS

Comparable 5

Prox. to Subject
Sale Price
Gross Living Area
Total Rooms
Total Bedrooms
Total Bathrooms
Location
View
Site
Quality
Age

Comparable 6

Prox. to Subject
Sale Price
Gross Living Area
Total Rooms
Total Bedrooms
Total Bathrooms
Location
View
Site
Quality
Age

DEFINITION OF MARKET VALUE: The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby: (1) buyer and seller are typically motivated; (2) both parties are well informed or well advised, and each acting in what he considers his own best interest; (3) a reasonable time is allowed for exposure in the open market; (4) payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and (5) the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions* granted by anyone associated with the sale. (Source: FDIC Interagency Appraisal and Evaluation Guidelines, October 27, 1994.)

* Adjustments to the comparables must be made for special or creative financing or sales concessions. No adjustments are necessary for those costs which are normally paid by sellers as a result of tradition or law in a market area; these costs are readily identifiable since the seller pays these costs in virtually all sales transactions. Special or creative financing adjustments can be made to the comparable property by comparisons to financing terms offered by a third party institutional lender that is not already involved in the property or transaction. Any adjustment should not be calculated on a mechanical dollar for dollar cost of the financing or concession but the dollar amount of any adjustment should approximate the market's reaction to the financing or concessions based on the appraiser's judgment.

STATEMENT OF LIMITING CONDITIONS AND CERTIFICATION

CONTINGENT AND LIMITING CONDITIONS: The appraiser's certification that appears in the appraisal report is subject to the following conditions:

1. The appraiser will not be responsible for matters of a legal nature that affect either the property being appraised or the title to it. The appraiser assumes that the title is good and marketable and, therefore, will not render any opinions about the title. The property is valued on the basis of it being under responsible ownership.
2. Any sketch provided in the appraisal report may show approximate dimensions of the improvements and is included only to assist the reader of the report in visualizing the property. The appraiser has made no survey of the property.
3. The appraiser will not give testimony or appear in court because he or she made an appraisal of the property in question, unless specific arrangements to do so have been made beforehand, or as otherwise required by law.
4. Any distribution of valuation between land and improvements in the report applies only under the existing program of utilization. These separate valuations of the land and improvements must not be used in conjunction with any other appraisal and are invalid if they are so used.
5. The appraiser has no knowledge of any hidden or unapparent conditions of the property or adverse environmental conditions (including the presence of hazardous waste, toxic substances, etc.) that would make the property more or less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied, regarding the condition of the property. The appraiser will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. This appraisal report must not be considered an environmental assessment of the subject property.
6. The appraiser obtained the information, estimates, and opinions that were expressed in the appraisal report from sources that he or she considers to be reliable and believes them to be true and correct. The appraiser does not assume responsibility for the accuracy of such items that were furnished by other parties.
7. The appraiser will not disclose the contents of the appraisal report except as provided for in the Uniform Standards of Professional Appraisal Practice, and any applicable federal, state or local laws.
8. The appraiser has based his or her appraisal report and valuation conclusion for an appraisal that is subject to satisfactory completion, repairs, or alterations on the assumption that completion of the improvements will be performed in a workmanlike manner.
9. The appraiser must provide his or her prior written consent before the lender/client specified in the appraisal report can distribute the appraisal report (including conclusions about the property value, the appraiser's identity and professional designations, and references to any professional appraisal organizations or the firm with which the appraiser is associated) to anyone other than the borrower; the mortgagee or its successors and assigns; the mortgage insurer; consultants; professional appraisal organizations; any state or federally approved financial institution; or any department, agency, or instrumentality of the United States or any state or the District of Columbia; except that the lender/client may distribute the property description section of the report only to data collection or reporting service(s) without having to obtain the appraiser's prior written consent. The appraiser's written consent and approval must also be obtained before the appraisal can be conveyed by anyone to the public through advertising, public relations, news, sales, or other media.
10. The appraiser is not an employee of the company or individual(s) ordering this report and compensation is not contingent upon the reporting of a predetermined value or direction of value or upon an action or event resulting from the analysis, opinions, conclusions, or the use of this report. This assignment is not based on a required minimum, specific valuation, or the approval of a loan.

CERTIFICATION: The appraiser certifies and agrees that:

- 1. The statements of fact contained in this report are true and correct.
- 2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- 3. Unless otherwise indicated, I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- 4. I have NOT performed services as an appraiser regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- 5. I have no bias with respect to the property that is the subject of this report or the parties involved with this assignment.
- 6. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- 7. My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- 8. My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice that were in effect at the time this report was prepared.
- 9. Unless otherwise indicated, I have made a personal inspection of the interior and exterior areas of the property that is the subject of this report, and the exteriors of all properties listed as comparables.
- 10. Unless otherwise indicated, no one provided significant real property appraisal assistance to the person(s) signing this certification (if there are exceptions, the name of each individual providing significant real property appraisal assistance is stated elsewhere in this report).

ADDRESS OF PROPERTY ANALYZED: 120 / 128 / 142 Egan Ave, Valdez, AK 99686

APPRAISER:

Signature: 
Name: Clint Lentfer, MBA, SRA
Title: SRA
State Certification #: 506
or State License #:
State: AK Expiration Date of Certification or License: 06/30/2025
Date Signed: 08/15/2023

SUPERVISORY or CO-APPRAISER (if applicable):

Signature: _____
Name: _____
State Certification #: _____
or State License #: _____
State: _____ Expiration Date of Certification or License: _____
Date Signed: _____
☐ Did ☐ Did Not Inspect Property

Borrower	City of Valdez - Nicole LeRoy			File No.
Property Address	120 / 128 / 142 Egan Ave			
City	Valdez	County	Valdez	State AK Zip Code 99686
Lender/Client	City of Valdez - Nicole LeRoy			

APPRAISAL AND REPORT IDENTIFICATION

This Report is one of the following types:

☒ Appraisal Report (A written report prepared under Standards Rule 2-2(a) , pursuant to the Scope of Work, as disclosed elsewhere in this report.)

☐ Restricted Appraisal Report (A written report prepared under Standards Rule 2-2(b) , pursuant to the Scope of Work, as disclosed elsewhere in this report, restricted to the stated intended use by the specified client or intended user.)

Comments on Standards Rule 2-3

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- Unless otherwise indicated, I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- Unless otherwise indicated, I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice that were in effect at the time this report was prepared.
- Unless otherwise indicated, I have made a personal inspection of the property that is the subject of this report.
- Unless otherwise indicated, no one provided significant real property appraisal assistance to the person(s) signing this certification (if there are exceptions, the name of each individual providing significant real property appraisal assistance is stated elsewhere in this report).

Reasonable Exposure Time (USPAP defines Exposure Time as the estimated length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal.)

My Opinion of Reasonable Exposure Time for the subject property at the market value stated in this report is: 3-6 months

Comments on Appraisal and Report Identification

Note any USPAP-related issues requiring disclosure and any state mandated requirements:

None.

The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.

The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives. As of the date of this report, I, Clint Lentfer have completed the Standards and Ethics Education Requirement of the Appraisal Institute for Designated Members. The client identified in this report may disclose or provide this appraisal report as required by law or regulation and as necessary to complete or consider the event or transaction for which the appraisal was requested by the client. The appraisers consent must be obtained before this appraisal report may be disclosed or distributed to any other party (including, but not limited to, the public through advertising, public relations, news, sales, or other media). Receipt of this appraisal report by any party not identified as the client or intended user shall not entitle that recipient to rely on the appraisal for any purpose or to use the appraisal in any manner other than for the intended use by intended users identified in this report.

I have not performed services as an appraiser regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.

APPRAISER:



Signature: _____

Name: Clint Lentfer, MBA, SRA

State Certification #: 506

or State License #: _____

State: AK Expiration Date of Certification or License: 06/30/2025

Date of Signature and Report: 08/15/2023

Effective Date of Appraisal: 7/7/2023

Inspection of Subject: ☐ None ☒ Interior and Exterior ☒ Exterior-Only

Date of Inspection (if applicable): 7/7/2023

SUPERVISORY or CO-APPRAISER (if applicable):

Signature: _____

Name: _____

State Certification #: _____

or State License #: _____

State: _____ Expiration Date of Certification or License: _____

Date of Signature: _____

Inspection of Subject: ☐ None ☐ Interior and Exterior ☐ Exterior-Only

Date of Inspection (if applicable): _____

CITY OF VALDEZ, ALASKA

RESOLUTION #23-44

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF VALDEZ, ALASKA, DIRECTING THE CITY MANAGER TO PREPARE A REQUEST FOR PROPOSALS FOR THE LEASE OR NEGOTIATED SALE AND DEVELOPMENT OF LOTS 4A, 6-7, AND 9B, BLOCK 33, MINERAL CREEK SUBDIVISION

WHEREAS, the City of Valdez is the owner of the following real property described as Lots 4A, 6-7, and 9B, Block 33, Mineral Creek Subdivision (or 120, 128 and 142 Egan Dr.;) and

WHEREAS, the Economic Diversification Commission voted to recommend the posting of a Request for Proposal for the sale of said parcels at their regular meeting on September 21, 2022; and

WHEREAS, the City Council seeks to encourage development within downtown Valdez through the negotiated sale or lease of said parcels, as discussed at their regular meetings on June 6, 2023, and July 18, 2023; and

WHEREAS, the parcels are zoned General Commercial on the official zoning map of Valdez; and

WHEREAS, the 2021 Valdez Comprehensive Plan (Plan Valdez) shows the parcels as within the Town Center place type, which is intended to blend commercial, multi-family residential, cultural, institutional, and entertainment uses with an environment centered on walkability and strong connections to live, work, play destinations; and

WHEREAS, Plan Valdez describes the Town Center place type as encouraging compatible mixed-use buildings with retail/commercial on the ground floor and residential above with building frontages and entrances oriented to the street; and

WHEREAS, the Town Center place type encourages shared parking, located near the rear and side lots of buildings.

WHEREAS, special consideration may be given to development proposals that provide solutions for City Council priorities of housing and/or childcare; and

WHEREAS, projects including long-term dwelling units as a component of the development may be eligible for the City of Valdez Housing Incentive Program.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF VALDEZ, ALASKA, that:

Section 1. The City Council has found that it is not in the public interest to offer Lots 4A, 6-7, & 9B, Block 33, Mineral Creek Subdivision at public sale.

Section 2. The City Council has found that it is in conformance with the 2021 Valdez Comprehensive Plan to develop this land in accordance with the uses described in the Town Center place type.

Section 3. The City Manager, or their designee, is hereby authorized to prepare a request for proposals (RFP) for the negotiated lease or sale of said parcels.

Section 4. The RFP for the parcels shall require proposals to include the following items:

- Proposed Business Development Plan
- Reasonable Timeline of Project Phases
- Summary of Benefits to the Valdez public
- Detailed Master Plan
- Details of Financial Capability and Sustainability
- Description of Alignment with the 2021 Valdez Comprehensive Plan (Plan Valdez)
- Proposed Purchase Price or Lease Terms

Section 5. The City of Valdez reserves the right to accept or reject any or all proposals received during the RFP process.

Section 6. Upon acceptance of a proposal, the City Council may direct the City Manager or designee to negotiate a sale price for the land. Such terms and agreement shall establish development requirements and a timeline and shall require subsequent approval by the City Council by resolution passed by not less than six affirmative votes, pursuant to VMC 4.04.070.

Section 7. Approval of this resolution shall require not less than six affirmative votes of the city council.

Section 8. Following passage by the city council this resolution shall be posted on the official city bulletin board for a period of not less than 30 days.

PASSED AND APPROVED BY THE CITY COUNCIL OF THE CITY OF VALDEZ, ALASKA, this 5th day of September, 2023.

CITY OF VALDEZ, ALASKA


Sharon Schmidt, Mayor

ATTEST:


Sheri L. Pierce, MMC, City Clerk

