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LINFIELD.EDU

Q&A – COMMERCIAL REAL ESTATE BROKER RFP

Questions [\(responses to be posted by 5/30/25\)](#):

1. **Would it be acceptable to submit a proposal larger than 5MB via a dropbox link that includes the supplemental information requested to make it easier to share amongst your internal team?**

[Answer:](#) Yes, submission of a larger package via dropbox link is acceptable.

2. **Has the Owner established a base value for the Property?**
 - a. **If not has the Owner engaged, or plans to engage, an appraisal of the Property?**

[Answer:](#) A preliminary Broker Opinion of Value (BOV) has been prepared and will be shared with the selected broker upon award. We expect the selected broker to provide an updated opinion of value as part of their services as well as advising on strategies to enhance value through development.

3. **In the recital of the RFP the optional outcomes include joint venture, ground lease, or sale of the Property. In the event of a sale, will the selected developer (“Developer”) receive clear fee title to the Property, unencumbered by the Ownership’s title interest?**
 - a. **In the case of a joint venture, is the Ownership prepared to participate in financing obligations with the Developer in support of the development?**
 - b. **If not, is the Owner prepared to subordinate its title interest in the Property to a development loan?**

[Answer:](#) The ownership is open to many potential transaction structures, which may include fee simple sales for all or a portion of the site. The selected broker should provide analysis and advice to help the ownership understand the benefits and tradeoffs of different strategies relative to the stated goals and objectives of the project.

4. What entity is the entitling authority concerning the Property?

- a. City of McMinnville
- b. Yamhill County
- c. Or. . . .

Answer: City of McMinnville

5. Does Linfield University possess a unique (e.g. institutional) status whereby property uses, development and other real property operations are the singular determination of the university?

Answer: No. Land use will be governed by the City of McMinnville through normal land use rules. However, Linfield expects to participate in the master planning that will be led by the selected developer, and desired uses, designs, or other factors may become conditions of the purchase and sale agreement.

6. What is the current zoning of the Property, and under what entity is that zoning authority administrated?

- a. Does the Owner anticipate zoning changes for the Property in order to effectuate the Owner's vision for the Property's ultimate development?

Answer: The South Edge property is divided into three zone districts – General Commercial (C-3), Medium/High Density Residential (R-4) and Light Industrial (M-1) (see RFP – Appendix B). Depending on market value, development plans, and other factors, potential zoning changes may be considered as part of the project's next steps.

7. Has the Owner conducted preliminary investigations regarding the physical condition of the Property?

- a. Geotechnical analysis including soil stability and compaction.
- b. ESA (Environmental Site Assessment) report
- c. Current utility locations and capacities

Answer: No, the preliminary work conducted to date can be found in the Due Diligence Book (see RFP – Due Diligence Book). The preliminary utility location map can be found on page 14 of the Due Diligence Book.

- 8. The Owner's Market Research & Program Recommendations cites Leland Consulting Group, Cushman & Wakefield, Apex Partners and Velociti360 as ostensible contributors to that report. Several of these firms have commercial real estate brokerage components. Were any of these firms invited to respond to the Owner's RFP?**

Answer: Yes.

- 9. Regarding the final brokerage award, what groups / entities are involved in the selection process? Will the selection committee include Leland Consulting Group, Cushman & Wakefield, Apex Partners and/or Velociti360?**

Answer: Leland Consulting Group is working with the university in a real estate planning and advisory capacity. The selection process and brokerage award decision will be made by the university. Cushman & Wakefield, Apex Partners, and Velociti360 are not part of the selection committee for this RFP.