REQUEST FOR QUALIFICATIONS

Central Utah Agri-Park Development Services

Issued by: R6 Regional Council
Issue Date: September 29, 2026
Response Deadline: October 19, 2026

R6 Regional Council (R6) is seeking Statements of Qualifications from experienced firms to assist with the continued development of the Central Utah Agri-Park near Nephi, Utah.

The Central Utah Agri-Park is a large-scale industrial park designed specifically for agricultural processing, manufacturing, storage, distribution, and related businesses. Its purpose is to strengthen Utah agriculture by bringing more value-added activity closer to the region's farmers and ranchers.

R6 owns the Agri-Park property and intends to retain long-term ownership of the land, with development sites made available primarily through ground leases.

R6 has already completed substantial work related to land acquisition, master planning, infrastructure analysis, utility coordination, financing, economic development, and business recruitment. This RFQ is intended to add specialized capabilities that can accelerate successful development of the Agri-Park.

Purpose

R6 is seeking assistance in three distinct service areas:

Service Area 1 – Infrastructure Capital & Development Finance

Help R6 identify, secure, and structure capital needed to construct Agri-Park infrastructure.

Service Area 2 – Business Recruitment, Brokerage & Market Outreach

Help R6 identify and recruit qualified agricultural and agriculture-related businesses through established industry relationships, site-selection networks, and direct outreach.

Service Area 3 – Ground Lease Strategy & Transaction Advisory

Help R6 establish competitive ground-lease economics and transaction structures that attract strong tenants while preserving the long-term value of publicly owned property.

Respondents may submit qualifications for **one, two, or all three service areas**.

R6 may select one firm for multiple service areas, separate firms for individual service areas, or elect not to award one or more service areas.

R6 may also continue performing portions of these services internally or through existing professional partners.

Service Area 1: Infrastructure Capital & Development Finance

Objective: R6 expects to make significant investments in horizontal infrastructure necessary to prepare the Agri-Park for private development.

Potential infrastructure includes water, wastewater, electrical power, natural gas, fiber, roads, stormwater facilities, rail or transload improvements, utility extensions, and other site-development infrastructure.

R6 seeks firms capable of helping identify, secure, structure, and evaluate capital for these improvements.

Desired Capabilities

Respondents may demonstrate capabilities including:

- Private and institutional capital sourcing;
- Infrastructure lenders, investors, funds, and development partners;
- Public-private financing structures;
- Capital-stack development involving public and private funding;
- Bridge or development financing;
- Infrastructure investment structures;
- Financial modeling and transaction analysis;
- Evaluation of cost of capital, repayment structure, security, and risk;
- Negotiation support;
- Tenant facility-financing introductions where appropriate; and
- Coordination with R6's financial, legal, engineering, governmental, and economic-development partners.

R6 has retained **Zions Public Finance, Inc. as its Municipal Financial Advisor**. The selected firm will be expected to coordinate with R6's MFA.

Municipal bond underwriting is not a primary service being procured through this RFQ.

Respondents should clearly identify which services they perform directly and which are provided through affiliates, subcontractors, capital partners, or other third parties.

Relevant Experience

Respondents should provide examples of comparable industrial, infrastructure, public-private, or economic-development transactions.

Examples should identify, where applicable:

- Capital secured or transaction size;
- Respondent's specific role;
- Type of financing or investment;
- Public and private participants; and
- Results achieved.

Demonstrated results will be given greater consideration than the general availability of services within a firm.

Service Area 2: Business Recruitment, Brokerage & Market Outreach

R6 seeks a professional partner capable of helping **fill the Central Utah Agri-Park with qualified agricultural and agriculture-related businesses**.

The selected firm should bring industry relationships, corporate contacts, site-selection networks, market reach, and recruitment capabilities beyond those R6 can reasonably develop on its own.

Desired Capabilities

Services may include:

- Identification of target companies and industries;
- Direct corporate outreach;
- Established relationships with site selectors and corporate real-estate professionals;
- National and international marketing;
- Prospect development and qualification;
- Responses to site-selection inquiries and RFIs;
- Site visits and company meetings;
- Prospect pipeline development and reporting;
- Support through letters of intent and transaction discussions;
- Market advice related to competitive ground-lease economics;
- Incentive and economic-development coordination; and
- Coordination with R6's existing state, regional, and local economic-development partners.

R6 is particularly interested in experience involving agricultural processing, food manufacturing, cold storage, packaging, distribution, logistics, agricultural technology, feed manufacturing, value-added manufacturing, and related industrial sectors.

R6 Recruitment Rights

R6 intends to continue independently recruiting and developing prospective tenants.

Selection of an outside firm shall not prevent R6 from directly identifying, contacting, recruiting, or negotiating with prospective businesses.

R6 also has existing prospective relationships. Those relationships shall not automatically create a commission or success-fee obligation unless specifically agreed to in writing.

Relevant Experience

Respondents should identify successful industrial recruitment or brokerage assignments and, where possible, provide measurable results such as:

- Businesses recruited;
- Acreage leased;
- Capital investment generated;
- Jobs created;
- Ground-lease transactions completed; or
- Comparable economic-development outcomes.

Service Area 3: Ground Lease Strategy & Transaction Advisory

R6 intends to retain ownership of the Central Utah Agri-Park property and make sites available primarily through long-term ground leases.

R6 seeks assistance, where useful, in establishing lease economics and transaction structures that allow businesses to finance, construct, operate, and expand facilities while protecting the long-term value of the Agri-Park.

Desired Capabilities

Services may include:

- Industrial ground-lease market research;
- Comparable lease analysis;
- Ground-lease rate recommendations;
- Lease-term and renewal-option analysis;
- Escalation structures;
- Development milestones;
- Expansion and parcel-reservation structures;
- Infrastructure cost allocation;
- Tenant improvement responsibilities;
- Utility and site-development cost allocation;
- Transaction economics;
- Negotiation strategy; and
- Benchmarking against successful industrial parks and similar developments.

R6 is particularly interested in experience representing landowners whose primary objective is **long-term property value**, rather than simply completing a transaction.

Legal Documents

R6 anticipates retaining qualified legal counsel to prepare its standard ground-lease agreement and to modify or negotiate legal documents for individual transactions.

The selected advisor under this service area is **not expected to replace R6's legal counsel**.

R6 may determine that some or all of this service area is better performed internally or through legal counsel and therefore reserves the right not to award this service area.

Relevant Experience

Respondents should identify experience involving:

- Long-term industrial ground leases;
- Publicly owned industrial property;
- Industrial parks;
- Large capital-investment projects;
- Public-private real-estate transactions; and
- Transactions in which protecting long-term landowner value was important.

Additional Capabilities, Coordination and Compensation

R6 recognizes that qualified firms may possess capabilities that are not specifically requested in the three service areas above. Respondents are encouraged to identify additional capabilities they believe could materially benefit the Agri-Park, including areas such as:

- Site-selection advisory services;
- Market research;
- International recruitment;
- Economic incentives;
- Investor or developer identification;
- Public-private partnerships;
- Supply-chain analysis;
- Workforce analysis;
- Transaction coordination; or
- Other specialized development services.

Identification of an additional capability does not obligate R6 to purchase that service.

Respondents should distinguish between services performed directly by the firm and services provided through affiliates, subcontractors, or other third parties.

Coordination with Existing Project Team

R6 already has professional partners providing services including:

- Agri-Park leadership and project management;
- Master planning and engineering;
- Utility and transportation planning;
- Municipal financial advisory services;
- Economic development;
- Governmental coordination; and
- Legal services as needed.

The selected firm or firms will be expected to coordinate with these partners and avoid unnecessary duplication of existing work.

R6 does not anticipate replacing its existing engineering, Master Plan, or Municipal Financial Advisor teams through this RFQ.

Compensation

This RFQ is intended to identify the **best-qualified firms before final compensation and contract terms are negotiated**.

Respondents should briefly describe their customary compensation approach for the service area or areas for which they are submitting and disclose any anticipated compensation from third parties, affiliates, capital providers, tenants, or other participants in a transaction.

Submission and Evaluation

Respondents should clearly identify the service areas for which they are submitting:

☐ Service Area 1 – Infrastructure Capital & Development Finance
☐ Service Area 2 – Business Recruitment, Brokerage & Market Outreach
☐ Service Area 3 – Ground Lease Strategy & Transaction Advisory

Statements of Qualifications should include:

1. Introduction and Service Areas

Firm name, primary contact, office location, service areas proposed, and a brief statement of qualifications.

2. Understanding and Approach

The firm's understanding of R6's objectives and proposed approach to each requested service area.

3. Relevant Experience and Demonstrated Results

Examples of comparable assignments, the firm's specific role, and measurable outcomes.

4. Team, Relationships and Capabilities

Individuals who would work directly on the assignment, relevant industry or capital relationships, and services performed directly versus through affiliates or third parties.

5. Compensation, Conflicts and Additional Capabilities

Customary compensation approach, potential conflicts or third-party compensation, and any additional services R6 should consider.

Evaluation

Each service area will be evaluated independently.

Evaluation will consider:

- Understanding and proposed approach;
- Demonstrated results;
- Relevant industry or transaction experience;
- Relationships and market access;
- Assigned team and direct capabilities;
- Public-sector or public-private experience; and
- Interview or presentation.

Particular emphasis will be placed on **demonstrated results and the capabilities of the professionals who would actually work on the Agri-Park**.

Statements of Qualifications will be reviewed by the R6 Regional Council Purchasing Committee, which may make a recommendation to the R6 Regional Council Executive Board.

R6 may select one firm for multiple service areas, different firms for different service areas, or no firm for a particular service area.

Firm Meetings and Interviews

R6 anticipates providing qualified and interested firms an opportunity to meet with R6 and explain their capabilities.

Firms may use these meetings to discuss their proposed approach, introduce the professionals who would work on the project, describe relevant relationships, explain additional service lines, and identify capabilities R6 may not have specifically requested.

Questions, Submission and General Provisions

Questions

Questions regarding this RFQ should be directed to:

Shaun Kjar
Central Utah Agri-Park Director
R6 Regional Council
shaunkjar@r6.utah.gov
(435) 851-7766

R6 is willing to meet with any interested firm during the RFQ response period to answer questions and provide additional project context.

Submission Deadline

Statements of Qualifications must be received by:

5:00 pm Monday, October 19, 2026

Submit electronically in PDF format to:

JaLyne Roundy
Chief Financial Officer
R6 Regional Council
jalyne@r6.utah.gov
(435) 893-0747

Public Records

Submitted materials will be treated as public records in accordance with applicable law.

Respondents should clearly identify information they believe qualifies for protection from public disclosure and provide the basis for that designation.

Reservation of Rights

R6 Regional Council reserves the right to reject any or all submissions, request clarification or additional information, modify or cancel this RFQ, select one or more firms, award different service areas to different firms, elect not to award a service area, negotiate scope and compensation after selection, discontinue negotiations if acceptable terms cannot be reached, and continue performing services internally or through existing professional partners.

No compensation will be provided for preparation of a Statement of Qualifications or participation in the selection process.