



# Memo

**To:** City Council

**From:** Shannon Scott, Economic Development Manager

**Date:** 7/15/25

**Re:** Request for Qualifications – Master Planner for the Craig Business & Industrial Park

---

On April 21st, the City of Craig issued a Request for Qualifications to solicit proposals from experienced developers and planners to serve as the Master Developer for a 25-acre business park located near the south border of our City with the north parcel boundary of the business park adjacent to the Union Pacific Railroad. The City is seeking a professional team to provide innovative ideas for the park's promotion, design, and development that can support a wide range of industries.

The scope of services to be performed under the resulting contract includes, but is not limited to:

1. **Site Assessment and Initial Design**
2. **Promotion and Marketing Strategy**
3. **Phased Development Plan**
4. **Infrastructure Planning**
5. **Stakeholder Coordination**
6. **Sustainability and Innovation**
7. **Funding Development**

In order to be considered, respondents must meet the following minimum qualifications:

- **Experience:** A demonstrated track record of at least ten (10) years in business park or industrial park planning, development, and/or real estate and a proven track record of successfully securing local, state, or federal grant funding for such projects.
- **Design Expertise:** Experience in urban planning and design, including site planning, infrastructure design, and development phasing.
- **Project Management:** Proven ability to manage complex projects with multiple stakeholders, including city officials, businesses, and contractors.
- **Sustainability:** Familiarity with sustainable development practices and the ability to incorporate them into park planning and design.

- **Marketing & Promotion:** Demonstrated success in developing and implementing marketing strategies for industrial or business park development and growth.

The deadline to submit proposals was May 21st, 2025, in which four responses were received from the Antero Group, Ayres Associates, EFG/Ware Malcomb and SEH. A joint workshop was held with City Council and members of the EDAC on April 22<sup>nd</sup>, where direction was given to extend an invitation to interview the Antero Group, Ayres Associates and SEH. A subcommittee was formed to interview the respondents, with the first round of interviews taking place on June 24<sup>th</sup>. The subcommittee then extended an invitation for a second interview to the Antero Group that was conducted on July 9<sup>th</sup>.

Based on the knowledge, qualifications, approach and experience in the above-listed Scope of Services, and the information received during the two interviews, the subcommittee is recommending approval of the Antero Group as the most qualified firm to serve as the Master Planner for the Craig Business & Industrial Park.

## Business & Industrial Park RFQ Tab Sheet

Vendor Name	Primary Contact	Phone	Email	Costs	Completion Date	Notes
SEH	Chris Oliver	970-729-0072	<a href="mailto:coliver@sehinc.com">coliver@sehinc.com</a>	\$177,175 + Hourly	Dec. 2025?	References: Wes Hill, Todd Nickleski and Tim Zink, Emailed Questions on 5-30-25. Wes Hill responded.
Ayres Associates	Christina Hiegel	307-760-9449	<a href="mailto:hiegelc@ayresassociates.com">hiegelc@ayresassociates.com</a>	\$180,000 + Hourly	Infrastructure Planning by Dec. 2025, Stakeholder Development/Sustainability & Innovation: 2026 and ongoing	References: Liz Becher, Cathy Douglas, Emailed Questions on 5-30-25. Liz Becher responded.
Antero Group	Ryan Peterson	847-502-3390	<a href="mailto:rpeterson@anterogroup.com">rpeterson@anterogroup.com</a>	\$256,000 + Hourly	14 months	References: Mitchell Bishop, Bill Schalliol, DiAnn Butler, Reggie Greenwood, Emailed Questions on 5-30-25. Bill Schalliol, DiAnn Butler, and Mitchell Bishop responded.
EFG - Ware Malcomb	Cameron Bertron	720-201-7248	<a href="mailto:cameron@efgdenver.com">cameron@efgdenver.com</a>	\$460,000 + Hourly ((Due Diligence, Entitlement, and Design Costs), Hourly for Horizontal Infrastructure.)	Nov. 2027, Design & Entitlement +/- 12-18 mos., Construction +/- 12 mos.	References: Courtney Schneider, Jeff Elkin, Emailed Questions on 5-30-25. Jeff Elkin responded.