

CITY OF ALEXANDRIA

LEASE AND REDEVELOPMENT OF 0 PRINCE ST. (BEACHCOMBERS BUILDING)
REQUEST FOR PROPOSAL SUMMARY

PURPOSE

The purpose of this Request for Proposal (RFP) is to select a land lease proposal for the operation of a restaurant as ancillary use to open space on City property located at 0 Prince Street (Beachcombers building). The successful proposal will provide the optimal combination of financial benefits to the City with active restaurant use to compliment the City's waterfront. The RFP process will enable the City to identify the best mix of active use and financial benefit to a greater degree than a simple lease of the property.

The proposal will also include a detailed schedule of financing, planning, permitting and construction, as well as conceptual design plan for the property.

SCOPE OF THE RFP

The RFP will provide the following information about the property to potential offerors:

- Planned schedule for the RFP process and subsequent City decision making process;
- Legal descriptions, including current zoning allowances;
- Positive features of the property;
- Available engineering and environmental reports;
- Selection Criteria; and
- Inspections or visitations of the property.
- Terms of the lease to be 10 years with two 5 year options for renewal including an option for the City to buyout the lease if the active restaurant use becomes inactive for a period of 18 months or other default of terms as may be specified by the lease.

The RFP will require the following elements to be included in proposals:

- Financing plan;
- Profile of the offeror (past restaurant experience; references, etc.)
- Schedule of necessary events (plan preparation, approvals, permits, construction, etc.)
- Design proposal (at a minimum to include a schematic plan depicting building footprints, site plan, and landscaping;
- A narrative describing how the restaurant concept will be compatible with the waterfront plan provided for the surrounding area.

CRITERIA FOR CONSIDERATION

Staff will use the following criteria to score proposals and provide a recommendation to City Council:

- Proposed use;
- Financial ability of the developer/ restaurateur;
- Experience of the proposer in developing similar businesses;
- Effect of the use on other properties;

- Compatibility with City's waterfront, zoning, and Master Plan;
- Architectural quality of the proposed project;
- Offer price for the land lease; and
- Anticipated tax and other City revenues.

ANTICIPATED KEY STEPS IN THE RFP AND DECISION MAKING PROCESS: FALL/WINTER
2012/ 2013

Fall 2012

- Finalize RFP & Lease legal language
- Issue RFP
- Inspection of Property by Offerors
- Close RFP

Winter 2012/ 2013

- Develop Shortlist of Proposals
- Additional Information Gathering/Interviews
- Recommendation of Successful Proposal to City Council and subsequent public approval process through Planning Commission and City Council.