

CITY OF ALEXANDRIA
REQUEST FOR PROPOSALS FOR THE REUSE OF 0 PRINCE ST.
SUMMARY

PURPOSE

The purpose of this Request for Proposals (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. The successful proposal will provide the optimal combination of financial benefits to the City with active restaurant use to complement 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.

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, including the anticipated revenue that is based on the number of indoor and outside seats that can be generated by the site as delineated in the property survey;
- Profile of the offeror (past restaurant experience; references, etc.)
- Schedule of necessary events (plan preparation, approvals, permits, construction, etc.)
Design proposal that will preserve the overall character of the original waterfront restaurant (at a minimum to include conceptual building elevations and exterior perspectives, along with a schematic plan depicting building footprints, site plan, and landscaping and that addresses loading and unloading and waste management;)
- A narrative describing how the restaurant concept will be compatible with the [Waterfront Small Area Plan](#) of the City's Master Plan and the Old and Historic Alexandria District, both of which apply to the surrounding area.
- The Beachcombers Restaurant building is located in the City's Central Business District and it abuts the Potomac River. Under the Zoning Ordinance, a restaurant in these areas is exempt from the requirement of providing off street parking; nevertheless, parking

should be given high consideration. Provide a narrative that outlines how The Beachcombers Restaurant will manage its parking needs for patrons and employees in a manner that is consistent with the [Waterfront Small Area Plan's](#) Parking Strategy (Chapter 4) and which, accordingly, will minimize impacts in the immediate area and surrounding neighborhood.

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 the City's Waterfront SAP and Master Plan, the Old and Historic Alexandria District, and the Zoning Ordinance, including, but not limited to, the Floodplain and Resource Protection Area requirements,;
- Architectural quality of the proposed project, consistent with the Old and Historic Alexandria District Board of Architectural Review's finding the building to be culturally and historically significant;
- 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
- Community Meetings
- Recommendation of Successful Proposal to City Council