

REQUEST FOR PROPOSALS (RFP #ED-24-02)
For the Sale of City Property

333 Laskin Road, Virginia Beach, VA 23451

I. OVERVIEW

REAL PROPERTY: One parcel of land on Laskin Road, in the City of Virginia Beach, Virginia (GPIN: #24189189940000). (See Exhibit A)

PURPOSE: The City of Virginia Beach Office of Economic Development (VBED) is seeking proposals from qualified respondents to purchase the property for development.

SPECIFICATIONS: Estimated Land Area is 0.327 Acres/14,245.97 Sq. Ft.

BACKGROUND: The property is zoned Oceanfront Resort district. The subject property was purchased by the City as part of the Laskin Road Gateway, Phase 1-A (CIP 2-143) road project. A 20' radius of property at the intersection of Laskin Road & Arctic Avenue and a 10' radius of property at the intersection of Arctic Avenue & 30th ½ Street shall be retained by the City for right-of-way purposes per Section 4.1(i) of the city's Subdivision Regulations. **The 1,5187 Sq. Ft. nonconforming building that exists at the time of this RFP release will be fully demolished, except for the slab, by the City of Virginia Beach in 2025.**

II. FUTURE USE

The City is seeking a mixed use, multi-story development that conforms to the Oceanfront Resort (OR) district Form-based Code and the contributes to the City's goal of creating a diverse, world-class, year-round coastal community for residents and visitors. Proposals should incorporate mixed-income residential, workforce housing, interactivity between the public sidewalk and private property amenities, and innovative and resilient open spaces. Potential uses are residential, commercial, and office.

The Property lies within the 70-75 dB DNL Noise Zone. Permitted uses within the OR district are tied to Frontage Type and Building Type [Oceanfront Resort District Form-based Code, Chapter 2]. The Property is located on a block along the Gateway Frontage Type (Laskin Road) and the Shopping Frontage Type (Arctic Avenue). The Oceanfront Resort District Form-based Code Section 2.1.4 explains the rules for code application to a property that touches multiple frontages. The Shopping Frontage Type does not permit the Commercial Building nor Detached House Building Type but permits all other Building Types. The Gateway frontage permits all Building Types. Their associated uses are listed in Chapter 5 Section 5.2 of the Form-based Code. The maximum permitted height is

seventy-five (75) feet [Oceanfront Resort District Form-based Code, Chapter 4].

The Shopping Frontage Type should create a walkable streetscape that focuses on pedestrian movement and activity, while the Gateway Frontage Type should balance moving vehicles with pedestrian safety. The unique location of this property should influence the built environment and the uses on the property. There should be harmony between both pedestrian along Laskin Road and automobile connectivity and access along Arctic Avenue and 30th ½ Street.

Additionally, the property is located within the Resort Strategic Growth Area and Laskin Road Gateway as identified in the City's Comprehensive Planning documents. The Guiding Principles for the Strategic Growth Area and Laskin Road Gateway envision a vertical mix of uses, great streets, and well-designed pedestrian connectivity that serves as a key connection point for North End businesses, surrounding neighborhoods, and the Hilltop commercial area.

PROPOSAL REQUIREMENTS

a. Respondent Qualifications:

- i. **Experience** – Qualified respondents will have experience in the type of development proposed.
- ii. **Respondent can have no outstanding debts or claims against the City of Virginia Beach at the time of execution.**

b. Submittal of Proposals:

Each respondent must submit with its proposal the items listed below:

- i. Five copies of each proposal with an electronic version in a sealed envelope marked "**RFP #ED-24-02, 333 Laskin Road.**" on the outside.
- ii. All proposals shall be received and date-stamped in the location described below no later than **February 3, 2025 - 3:00 pm local time**. **All Proposals received after that time will not be considered and will be returned unopened to the respondent.**
- iii. Location for submissions:

**City of Virginia Beach Attention:
Pamela Witham
Department of Economic Development
4525 Main Street, Suite 700
Virginia Beach, Virginia 23462**

- iv. Proposals submitted by telephone, facsimile, or e-mail will not be considered.
- v. All questions or clarifications related to this RFP must be submitted to Pamela Witham, Department of Economic Development via email at pwitham@vbgov.com 10 business days prior to the RFP deadline. All questions and responses will be posted on the RFP site.
- vi. All relevant documents and information pertaining to this RFP can be found online at: www.yesvirginiabeach.com/rfp.
- vii. Questions about zoning and building code requirements should be directed to the Department of Planning at (757) 385-4211 (Permits) and (757) 385-8074 (Zoning).

c. Contents of Proposal:

Respondents must include in their proposal the following documents and information which will be used as evaluation criteria:

- i. A description of the proposed use of property including a concept plan for the property;
- ii. A description of relevant experience;
- iii. Estimated capital investment;
- iv. Targeted timeline to construct improvements;
- v. Proposed purchase price;
- vi. Demonstrated financial capability to complete proposed project;
- vii. Anticollusion Form as referenced below; and
- viii. A completed City of Virginia Beach Disclosure Statement (located online).

III. REVIEW AND SELECTION

The Review Committee will evaluate the proposals based on the following criteria:

- 1) the purchase price offered;
- 2) the credentials of the respondent;
- 3) the compatibility of the proposed use(s) and building form with OR zoning;
- 4) the conformity of the proposal to the City's Comprehensive Planning documents and City goals; and
- 5) anticipated fiscal impact.

Upon review of the proposals received, the committee will make a recommendation to City Council. The participants will be notified by mail of the City's selection. The City reserves the right to reject any and all proposals and to select the proposal that is deemed to be in the best interests of the citizens of Virginia Beach, even if it is not the highest purchase price. The selection among the proposals shall be in the sole discretion of the City Council.

Only responsive and responsible proposals will be considered. Proposals that attempt to

change or do not meet the requirements in this Request for Proposals may be rejected as being non-responsive. Each proposal shall be considered a valid offer until the City notifies participants that a selection has been made or is cancelling the solicitation.

If a proposal is selected, the City will notify the selected participant and will prepare a purchase agreement setting forth the terms consistent with the terms in this Request for Proposals and the participant's proposal. The respondent developer will sign the purchase agreement, and then the matter will be put on the City Council's Agenda for a public hearing and formal approval pursuant to applicable laws and procedures.

IV. ANTICOLLUSION

The Anticollusion form incorporated herein (page 5) should be executed and returned with the proposal documents.

ANTICOLLUSION FORM

ANTICOLLUSION CLAUSE:

IN THE PREPARATION AND SUBMISSION OF THIS PROPOSAL, SAID RESPONDENT DID NOT EITHER DIRECTLY OR INDIRECTLY ENTER INTO ANY COMBINATION OR ARRANGEMENT WITH ANY PERSON, FIRM OR CORPORATION, OR ENTER INTO ANY AGREEMENT, PARTICIPATE IN ANY COLLUSION, OR OTHERWISE TAKE ANY ACTION IN THE RESTRAINT OF FREE, COMPETITIVE BIDDING IN VIOLATION OF THE SHERMAN ACT (15 U.S.C. SECTION 1), SECTIONS 59.1-9.1 THROUGH 59.1-9.17 OR SECTIONS 59.1-68.8 THROUGH 59.1-68.8 OF THE CODE OF VIRGINIA.

THE UNDERSIGNED RESPONDENT HEREBY CERTIFIES THAT THIS AGREEMENT, OR ANY CLAIMS RESULTING THERE FROM, IS NOT THE RESULT OF, OR AFFECTED BY, ANY ACT OF COLLUSION WITH, OR ANY ACT OF, ANOTHER PERSON OR PERSONS, FIRM OR CORPORATION ENGAGED IN THE SAME LINE OF BUSINESS OR COMMERCE; AND, THAT NO PERSON ACTING FOR, OR EMPLOYED BY, THE CITY OF VIRGINIA BEACH HAS AN INTEREST IN, OR IS CONCERNED WITH, THIS PROPOSAL; AND, THAT NO PERSON OR PERSONS, FIRM OR CORPORATION OTHER THAN THE UNDERSIGNED, HAVE, OR ARE, INTERESTED IN THIS PROPOSAL.

[SIGNATURE(S) ON FOLLOWING PAGE]

APPENDIX A

Anti-Collusion / Drug-Free Workplace / Non-Discrimination Form and Application

Anti-Collusion Clause

In the preparation and submission of this bid, said bidder did not either directly or indirectly enter into any combination or arrangement with any person, firm or corporation, or enter into any agreement, participate in any collusion, or otherwise take any action in the restraint of free, competitive bidding in violation of the Sherman Act (15 U.S.C. Section 1), Sections 59.1-9.1 through 59.1-9.17 or Sections 59.1-68.6 through 59.1-68.8 of the Code of Virginia.

The undersigned bidder hereby certifies that this agreement, or any claims resulting there from, is not the result of, or affected by, any act of collusion with, or any act of, another person or persons, firm or corporation engaged in the same line of business or commerce; and, that no person acting for, or employed by, the City of Virginia Beach has an interest in, or is concerned with, this bid; and, that no person or persons, firm or corporation other than the undersigned, have, or are, interested in this bid.

Drug-Free Workplace

During the performance of this lease, the landlord agrees to (I) provide a drug-free workplace for the landlord's employees; (II) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the landlord's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (III) state in all solicitations or advertisements for employees placed by or on behalf of the landlord that the landlord maintains a drug-free workplace; and (IV) include the provisions of the foregoing sections I, II, and III in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purpose of this section, "drug-free workplace" means a site for the performance or work done in connection with a specific contract awarded to a landlord in accordance with this chapter, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

Nondiscrimination Clause

Employment discrimination by bidder shall be prohibited.

During the performance of this contract, the successful bidder shall agree as follows:

- A. The bidder will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification/consideration reasonably necessary to the normal operation of the bidder. The bidder agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
- B. The bidder, in all solicitations or advertisements for employees placed on behalf of the bidder, will state that such bidder is an equal opportunity employer.

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- Bidder will include the provisions of the foregoing sections A, B, and C in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

Respondent Information

Address, Line 1: _____

Address, Line 2: _____

City/Town: _____

State: _____

Zip Code: _____

E-mail Address: _____

Telephone Number: _____

Fax Number: _____

Taxpayer Identification Number (TIN) or Social Security Number (SSN): _____

Is your firm a "minority" business? Yes No

If yes, please indicate the "minority" classification below:

African American Hispanic American American Indian

Eskimo Asian American Aleut

Other; Please Describe: _____

Is your firm Woman Owned? Yes No

Is your firm a Small Business? Yes No

Signature: _____

Printed Name: _____

Title: _____

Date: _____

EXHIBIT A

