

# **REQUEST FOR PROPOSALS (RFP #ED -19-03)**

## **Sale of Real Property**

**2206 Commerce Parkway, Virginia Beach, VA 23454**

### **I. OVERVIEW**

**REAL PROPERTY:** One parcel of land on London Bridge Road, in the City of Virginia Beach, Virginia GPIN: #2407-04-8646. (See Exhibit A)

**PURPOSE:** The City of Virginia Beach Development Authority (VBDA), City of Virginia Beach Department of Economic Development, is seeking proposals from qualified Offerors to purchase the property for development.

**SPECIFICATIONS:** Estimated Land Area is 18.24 +/- Acres

**BACKGROUND:** The property was most recently used as an Office Park.

### **II. FUTURE USE**

The VBDA is soliciting proposals that are compatible uses within the NAS Oceana accident potential zone 1 (APZ-1) and comply with the Navy easements on the land (see APZ-1 table and restrictive easements). The VBDA is requesting that qualified (see section III. a. for qualification criteria) persons/companies submit proposals to state their intended purpose for the use of the land. Qualified responders should include in their responses (1) the amount of the purchase price; and (2) a description of how this area would be used and designed including ingress and egress. Note: APZ-1 compatible use table, restrictive easements and site aerials can be accessed on our web site at: [www.yesvirginiabeach.com/rfp](http://www.yesvirginiabeach.com/rfp)

### **III. PROPOSAL REQUIREMENTS**

#### **a. Respondent Qualifications:**

- i. **Experience** – Qualified responders will have experience in the type of development proposed.
- ii. **Insurability** – Qualified responders shall have, as a minimum, the insurance requirements listed below:

<u>Form</u>	<u>Limits</u>
Workers' Compensation	Statutory
Automobile Liability	\$1,000,000 Combined Single Limit
Commercial General Liability	\$1,000,000 Combined Single Limit

- iii. **Responder 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 their proposal the items listed below:

- i. Five copies of each proposal in a sealed envelope marked "**RFP # ED-19-03, London Bridge Commerce Center**" on the outside.
- ii. All proposals shall be received and date-stamped in the location described below no later than **May 16, 2019 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: Mr. Taylor Adams Director  
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 technical questions should be directed to Raymond White, Business Development Coordinator (757) 385-6464.**

**c. Contents of Proposal:** Respondents must include in their proposal the following documents and information which will be used as evaluation criteria :

- i. Evidence of insurability at limits described above and a copy of your current insurance coverage;

- ii. A description of the proposed use of the property;
- iii. A description of your relevant experience;
- iv. Types of improvements to be made by responder at responder's expense;
- v. Estimated capital investment;
- vi. Targeted timeline for improvements;
- vii. Proposed terms of purchase agreement including purchase price offered;
- viii. Letter of credit showing ability to provide necessary financing, if applicable;
- ix. Landlord/mortgage company references for past two (2) years; and
- x. Anticollusion / Nondiscrimination / Drug Free Workplace Form as referenced below.

#### **IV. REVIEW AND SELECTION**

The VBDA will evaluate the proposals based on several criteria, including the purchase price offered for the real property and the compatibility of the proposed usage with the restrictions of the property as described and the best interests of the VBDA and the City of Virginia Beach. The participants will be notified by mail of the VBDA's selection. The VBDA reserves the right to reject any and all proposals and to select the proposal that it deems is in the best interests of the VBDA, even if it is not the highest purchase price. The selection among the proposals shall be in the sole discretion of the VBDA.

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 VBDA notifies participants that it has selected a proposal.

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

**V. ANTICOLLUSION / NONDISCRIMINATION / DRUG-FREE WORKPLACE FORM**

The attached Anti-collision/Nondiscrimination/Drug-Free Workplace form incorporated herein (page 6) should be executed and returned with the proposal documents.

**[Anticollusion / Nondiscrimination / Drug-Free Workplace Form](#)**

**ANTICOLLUSION/NONDISCRIMINATION/DRUG-FREE WORKPLACE CLAUSE**

**ANTICOLLUSION 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 59.1-68.8 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**

1. EMPLOYMENT DISCRIMINATION BY BIDDER SHALL BE PROHIBITED.
2. 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.
  - c) NOTICES, ADVERTISEMENTS, AND SOLICITATIONS PLACED IN ACCORDANCE WITH FEDERAL LAW, RULE OR REGULATION SHALL BE DEEMED SUFFICIENT FOR THE PURPOSE OF MEETING THE REQUIREMENTS OF THIS SECTION.
  - d) 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.

**Offeror Information:**

By: \_\_\_\_\_  
(signature)

Date: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

E-mail : \_\_\_\_\_

Phone No. (\_\_\_\_) \_\_\_\_\_

Fax No. (\_\_\_\_) \_\_\_\_\_

TIN \_\_\_\_\_

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 Explain:

Is your firm Woman Owned?  Yes  No

Is your firm a Small Business?  Yes  No