

REQUEST FOR PROPOSALS (RFP #ED-25-02)
For the Sale of City Property

1020-1040 Laskin Road, Virginia Beach, VA 23451

OVERVIEW

- REAL PROPERTY:** Three parcels of land in the City of Virginia Beach, Virginia - 1040 and 1020 Laskin Road and a portion of 725 Oriole Drive (GPINs: 24186132520000, 24186162280000, and 24186175850000) (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 Accident Potential Zone (APZ) 2 compatible development.
- SPECIFICATIONS:** Estimated Land Area is 5.49 Acres / 239,294.43 Sq. Ft.
- BACKGROUND:** The property was purchased in 2005 for \$15,000,000 to prevent residential development after Naval Air Station Oceana was considered by the Defense Base Closure and Realignment Commission (BRAC). The property is zoned A-36 Apartment district; however, it is located in the 70-75db Aircraft Noise Zone and APZ-2 zone, and residential uses will not be considered.

FUTURE USE

The City is seeking a compatible development that conforms to the APZ-2 overlay outlined in [Article 18 of the City of Virginia Beach Zoning Code](#) and contributes to the City's goal of creating a diverse, world-class, year-round coastal community for residents and visitors. As such, **no residential development, public assembly, or eating and drinking establishments will be permitted.** A conditional rezoning will be necessary. Potential desirable uses that will be considered for a conditional rezoning are:

- Retail
- Office
- Professional Services
- Indoor Recreational Facilities
- Light Industrial

Additionally, the property is located within a block of the Resort Strategic Growth Area and along the 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 Resort 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-25-02, 1040 Laskin Road.**” on the outside. Proposals submitted by telephone, facsimile, or e-mail will not be considered.
- ii. All proposals shall be received and date-stamped in the location described below no later than **Friday, November 21, 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: Peter Gaytan
Department of Economic Development
4525 Main Street, Suite 700
Virginia Beach, Virginia 23462**
- iv. All questions or clarifications related to this RFP must be submitted to Peter Gaytan, Department of Economic Development via email at pgaytan@vbgov.com 10 business days prior to the RFP deadline. All questions and responses will be posted on the RFP site.
- v. All relevant documents and information pertaining to this RFP can be found online at: www.yesvirginiabeach.com/rfp.
- vi. Questions about zoning and building code requirements should be directed to the Department of Planning at (757) 385-4211 (Building Code) and (757) 385-8074 (Zoning Code).

c. Contents of Proposal:

Respondents must include in their proposal the following documents and information:

- i. A description of the proposed use, 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. Any City support being requested must be clearly stated;
- vi. Demonstrated financial capability to complete the proposed project;
- vii. Anticollision Form as referenced below; and
- viii. A completed City of Virginia Beach Disclosure Statement ([located here online](#)).

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) with the APZ-2 Use Table in Article 18;
- 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 electronic 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.

ANTI-COLLUSION

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

ANTI-COLLUSION FORM

ANTI-COLLUSION 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]

Request for Proposals

- 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 – Property Location

Future 100' x 250' City Pump Station Site



1040 - 1020 Laskin Road and a portion of 725 Oriole Drive, Virginia Beach, VA 23451