



Request for Proposals (RFP #VBDA-01-25)

For Public Structured Parking At

19th Street and Parks Avenue, Virginia Beach, VA 23451

I. **OVERVIEW**

LOCATION:

Location: The eastern portion of 825 18th Street at the southeast corner of 19th Street and Parks Avenue in the Central Beach Area of the City's Resort Strategic Growth Area. (See Exhibit A)

GPIN: 24178669320000

Existing Surface Parking: 109 spaces

Land area: Approximately 1.73 Acres

Zoning: OR – Oceanfront Resort District

AICUZ: 70-75db

PURPOSE:

The City of Virginia Beach Development Authority (VBDA) is seeking proposals from qualified offerors to develop public structured parking and other complementary uses.

BACKGROUND:

The property is currently operated as a public surface parking lot serving the Virginia Beach Convention Center, ViBe Creative District and Central Beach area as a whole.

II. FUTURE USE AND PROPOSAL REQUIREMENTS

A public structured parking facility is needed at this location to serve a growing Central Beach Entertainment District as envisioned in the recent [Central Beach Small Area Plan study](#). The VBDA requests well-qualified businesses/entities/persons (see Section II.a. for qualification criteria) submit proposals to describe their intended purpose for the property to include public structured parking and other complementary uses. The VBDA anticipates owning the parking component of the development with operations provided by the City of Virginia Beach's Parking Management. The complementary uses could include, but are not limited to:

- Commercial
- Office
- Residential
- Restaurant
- Retail

VBDA desires to unlock development potential within this area and is seeking a proposal that contributes to the City's goal of creating a diverse, world-class, year-round coastal community for residents and visitors. Interested parties that plan to create a vibrant, diverse, and connected development, while also complementing the creative energy of the adjacent ViBe Creative District, are encouraged to submit.

PROPOSAL REQUIREMENTS

a. Respondent Qualifications

- i. **Experience** - Qualified respondents will have five (5) years minimum experience developing and constructing the type of development proposed.
- ii. **Respondent must be legally capable of operating in the Commonwealth of Virginia (registrations, licenses, and/or permits).** Any respondents not currently qualified to do business within the City of Virginia Beach will be required to obtain such qualification within 90 days of any award resulting from this RFP.
- iii. **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 #VBDA-01-25 for 19th St. and Parks Ave.**” on the outside.
- ii. All proposals shall be received and date-stamped in the location described below no later than **October 20, 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 Development Authority
Attention: Peter Gaytan
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 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. Any other contact with any City representative, other than Peter Gaytan or the department listed below, concerning this solicitation is prohibited and may cause the disqualification of the respondent from this solicitation process.
- 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. Content of Proposal:

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

- i. A cover letter introducing the respondent(s);
- ii. The total proposed cost for the design and construction of public parking and proposed lease price and/or operating terms for any complementary uses;
- iii. A concept plan and description depicting how this property would be used and designed, including egress/ingress and proposed stormwater solution;
- iv. The number of public structured parking spaces that can be achieved within the proposed development, exclusive of any required parking for complementary uses;
- v. A description of relevant experience, designing, operating and managing the proposed use(s) to include:
 1. Capabilities and credentials of respondent's team (Resumes are optional)
 2. Identify key personnel
 3. Length of time in business
- vi. Demonstrated financial capability to develop and construct parking garages and operate, manage, and maintain any proposed complementary uses;
- vii. Targeted timeline to execute the development and begin operations;
- viii. Anticollision Form as referenced in Section V. below; and
- ix. A completed City of Virginia Beach Disclosure Statement (located [online here](#)).

III. REVIEW AND SELECTION

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

1. Anticipated fiscal impact. This will be evaluated based on the respondent's combined financial contribution as well as financial and operational viability, and whether the proposal presents a realistic, well-structured financial model that ensures long-term success. Any requested VBDA or City contributions to the project must be clearly stated;
2. The amount of public parking spaces and how quickly they could realistically be achieved;
3. The credentials of the respondent(s);
4. The compatibility of the proposed complimentary use(s) to the public parking structure and building form; and
5. The conformity of the proposal to the Central Beach Small Area Plan vision, adjacent ViBe Creative District, and Resort Strategic Growth Area as a whole.

Upon review of the proposals received, the Review Committee will rank the proposals based on the criteria. The highest-ranking proposals may be shortlisted for interviews with the Review Committee. Based on the results of the ranking and potential interviews, the Review Committee will make a recommendation to the VBDA and City Council. The participants will be notified by electronic mail of the VBDA and City's selection. The VBDA and City reserve 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 proposed lease or purchase rate. The selection of the proposals shall be in the sole discretion of the VBDA and 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 VBDA notifies participants that a selection has been made or is canceling the solicitation.

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

IV. GENERAL CONDITIONS

1. Public information: The VBDA reserves the right to use any information contained in a respondent's proposal regardless of whether that proposal is selected. Unless otherwise noted, all information submitted as part of a response will be considered public information.
2. Confidential information: Respondent information deemed confidential or proprietary should be clearly marked as such. The VBDA will endeavor to protect such information to the extent permitted by local, state, and federal law.
3. Proposal preparation costs: All costs associated with the respondent's response shall be borne by the respondent.
4. Withdrawal of responses: A respondent's response can be withdrawn at any time up to the submission deadline.
5. Signature: All proposals must be in the name of the responding entity and contain original signatures of the individual or individuals legally authorized to bind the responding entity.
6. Right to Request Additional Information: Prospective entities shall furnish additional information as the VBDA may reasonably require. The VBDA reserves the right to investigate the qualifications of prospective entities as it deems appropriate.
7. Equal Employment Opportunity: The entity awarded the project shall comply with all equal employment opportunity provisions of federal, state, and local non-discrimination laws, orders, regulations and guidelines as may be applicable to the entity and be in effect during the performance of any agreement resulting from this RFP.

V. ANTICOLLUSION

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]

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: _____

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