Request For Proposals (RFP #ED-26-03)
For the Sale of City Property in Historic Kempsville
At the Northeast Quadrant of Princess Anne Road and
South Witchduck Road, Virginia Beach, VA 23462

I. OVERVIEW

REAL PROPERTY: Approximately 18 parcels of land in the City of Virginia Beach, Virginia – at the northeast corner of Princess Anne Road and South Witchduck Road, and other City-owned right-of-way contained within the area not being utilized (See Exhibit A for a location map & Exhibit B for a full parcel list).

PURPOSE: The City of Virginia Beach is seeking proposals from qualified respondents to purchase the property for a walkable mixed-use development compatible with the Historic Kempsville Architectural Guidelines.

SPECIFICATIONS: Estimated Land Area is 10.5 Acres

BACKGROUND: The property is zoned B4K & B2 business district within the Historic Kempsville Overlay District and in the less than 65 dB noise zone.

II. FUTURE USE

The City is seeking a compatible development that conforms to the Historic Kempsville Area Master Plan, blending historic character with new development and the Inland Local Center Place Types identified in Chapter 5 of the Comprehensive Plan. A pedestrian-oriented mixed-use development is desired. Potential uses could include:

- Office, including medical and professional services
- A mixture of residential housing types, including attainable workforce units rented and affordable to households at or below 80% AMI or affordable and for sale to households at or below 120% AMI. A conditional rezoning from B2 will be necessary for any proposed residential development in those areas. Multifamily development will require a conditional use permit in B4K-zoned areas.
- Neighborhood-oriented commercial uses
- Retail, including personal service establishments
- Restaurants

Public rights-of-way closures will be subject to Council approval of a street closure process pursuant to Va. Code § 15.2-2009, *et seq*. Any uses proposed on existing rights-of-way or any proposed access and circulation changes must be approved in accordance with state and local laws. Proposals may not extinguish access to privately owned parcels not under the control of the respondent.

New development should respect the scale and character of the Historic Kempsville area and surrounding existing residential uses. Existing adjacent residential development surrounding the parcel should be screened with substantial setbacks, landscaping berms, trees, buffers, and trails to mitigate adverse visual and noise impacts from the new development.

Additionally, the property is subject to the Historic Kempsville Architectural Guidelines located in Appendix A of the Historic Kempsville Area Master Plan. New buildings should strive to reflect the historic foundations of the Historic Kempsville area as exemplified in the area's remaining historic buildings.

III. 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-26-03, Kempsville NE Quadrant"** 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 **Wednesday, December 23, 2026 - 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: Denis Ozowara
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 Denis Ozowara, Project Development Administrator via email at dozowara@vbgov.com 10 business days prior to the RFP deadline. A record of all questions received and the responses given will be posted on the www.yesvirginiabeach.com/rfp website as an addendum to the RFP.

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 cover letter introducing the respondent team;

ii. A description of the proposed use(s), including a concept plan for the property depicting uses, egress/ingress, and proposed stormwater and parking solutions;

iii. A description of relevant experience designing, operating, and managing the proposed use(s) to include:

1. Capabilities and credentials of respondent's team
2. Identify key personnel (resumes are optional)
3. Length of time in business
4. Three similar projects completed within the past ten years;

iv. Estimated capital investment;

v. The anticipated mortgage or lease price of any residential units proposed;

vi. Proposed purchase price;

vii. Any City or other public support being requested must be clearly stated;

viii. Targeted timeline to construct improvements;

ix. Demonstrated financial capability to complete the proposed project;

x. Anti-collision Form as referenced below; and

xi. A completed City of Virginia Beach Disclosure Statement (located here online).

IV. REVIEW AND SELECTION

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

1) The purchase price offered, including any City or public support being requested;
2) The credentials of the respondent(s);
3) The compatibility of the proposed uses and conformity of the conceptual design with the Comprehensive Plan and Historic Kempsville Architectural Guidelines;
4) Attainability of any residential uses proposed;
5) 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; and
6) Experience of the respondent on similar projects.

Upon review of the proposals received, the Review Committee will rank the proposals on the six criteria above. 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 negotiate terms and conditions with one or more bidders, short-list bidders and request best and final offers, or other competitive process to obtain a bid that can be recommended to the City Council.

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 purchase price. The selection among 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.

Inclusion of surrounding City-owned parcels not included on Exhibits A & B may be considered, but should not be the focus of the proposal or be contingent on those surrounding City-owned parcels to make the project feasible. Inclusion of privately owned property under the control of the respondent may be included. Inclusion of any surrounding parcels that would require City funding to relocate existing uses will not be favorably considered during the evaluation process.

Each proposal shall be considered a valid proposal 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 will sign the purchase 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.

V. GENERAL CONDITIONS

i. **Public information:** The City 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.

ii. **Document controls**: The following process shall be followed should a respondent seek protection of documents submitted in response to this RFP. The respondent shall clearly identify the pages or information within the proposal for which protection is sought. The pages or information within the proposal shall be marked to identify information claimed to be (i) trade secrets of the respondent; (ii) financial information of a respondent, including balance sheets and financial statements, that are not generally available to the public through regulatory disclosure or otherwise; and (iii) other information submitted by the respondent that if made public prior to the execution of a lease, sales agreement, or similar agreement, would adversely affect the financial interest or bargaining position of the City or the respondent. Any materials not marked for purposes of (i) – (iii) in the preceding sentence shall not be protected from disclosure unless the City's financial interest or bargaining position would be adversely affected. The respondent shall request, in writing with their proposal submission, the City Attorney's concurrence as to the identification of the categories of documents identified pursuant to this paragraph and agreement that the information so identified can and will be protected from disclosure either prior to the execution of a lease, sales agreement, or similar agreement or indefinitely, as appropriate and permitted by FOIA.

The City Attorney shall promptly review the submitted proposal and protection request and determine whether the requested exclusion from disclosure is necessary to protect the trade secrets or confidential financial information of the respondent. To protect other information submitted by the respondent from disclosure, the City Attorney shall determine whether public disclosure prior to the execution of a lease, sales agreement, or similar agreement would adversely affect the financial interest or bargaining position of the City or the respondent. The City Attorney shall make a written determination, in the form of a promise of confidentiality, as to what information is protected indefinitely or only prior to the execution of a lease, sales agreement, or similar agreement. If the written determination is not satisfactory to the respondent, the respondent shall reclaim possession of the hard copy materials immediately, and the failure to reclaim such materials may subject the materials to be released if the City receives a public records request for such documents. In all instances, the

material terms of a proposed lease, sales agreement, or other agreement that is provided to the City Council for approval shall be disclosed and available for public inspection.

iii. **Proposal preparation costs:** All costs associated with the respondent's response shall be borne by the respondent.

iv. **Withdrawal of responses:** A respondent's response can be withdrawn at any time up to the submission deadline.

v. **Signature:** All proposals must be in the name and contact information of the responding entity and contain original signatures of the individual or individuals legally authorized to bind the responding entity.

vi. **Right to Request Additional Information:** Prospective entities shall furnish additional information as the City may reasonably require. The City reserves the right to investigate the qualifications of prospective entities as it deems appropriate.

vii. **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.

VI. ANTI-COLLUSION

The Anticollision form incorporated herein (page 7) 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 59.1-68.6 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]

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

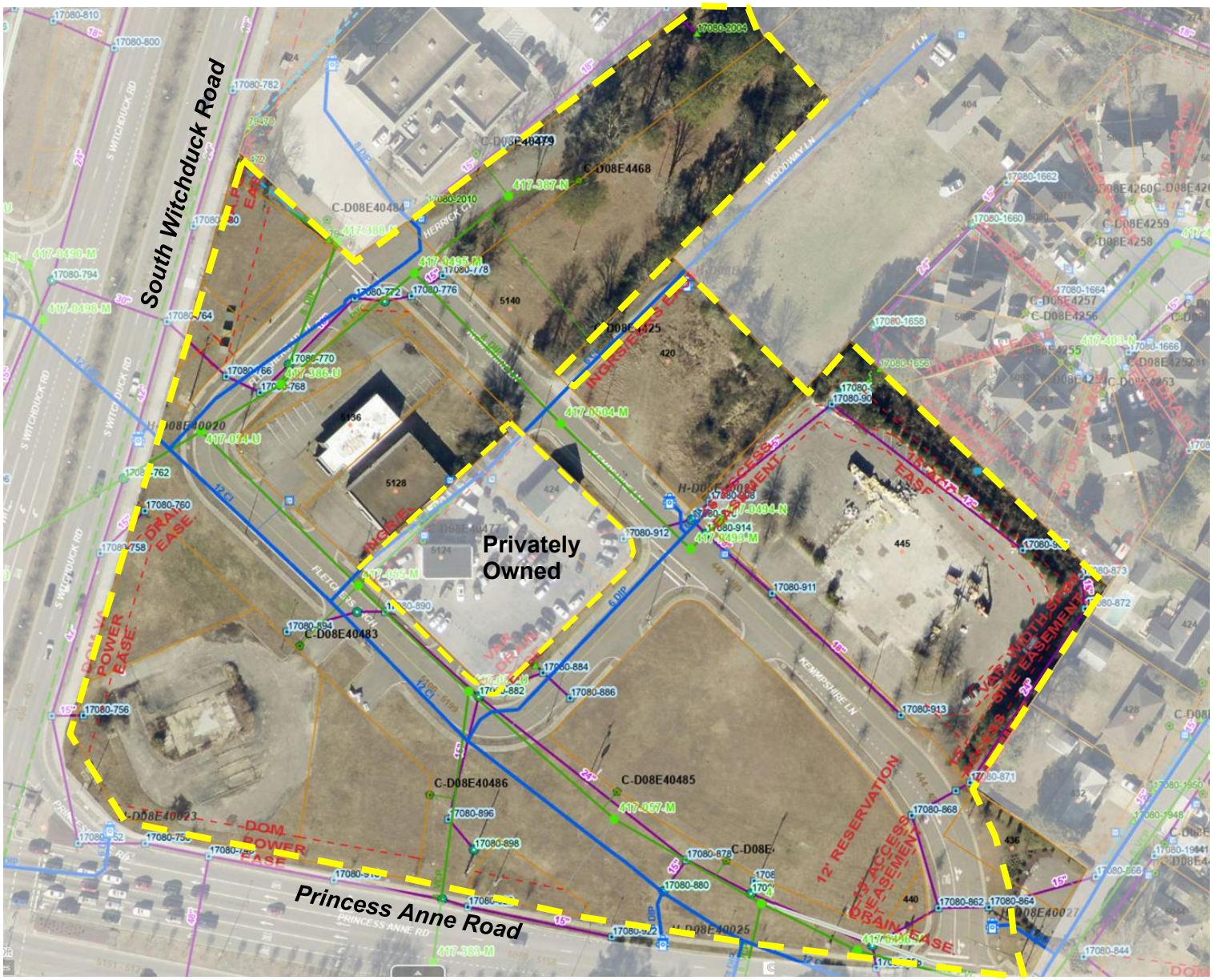


EXHIBIT B – Parcel List

GPIN	PROPERTY ADDRESS	PROPERTY OWNERSHIP	TAX AREA SQUARE FEET	ZONING
14667867650000	N/A	The City of Virginia Beach	10,692.44	B4K
14667885980000	N/A	The City of Virginia Beach	14,457.61	B4K
14668835800000	440 BELINGHAM RD	The City of Virginia Beach	1,248.07	B4K
14668901460000	N/A	The City of Virginia Beach	22,037.54	B4K
14668911320000	5140 PRINCESS ANNE RD	The City of Virginia Beach	35,747.52	B4K
14668819520000	420 WOODWAY LN	The City of Virginia Beach	22,151.70	B4K
14667970970000	N/A	The City of Virginia Beach	6,704.66	B4K
14667970410000	N/A	The City of Virginia Beach	2,674.60	B4K
14667971630000	N/A	The City of Virginia Beach	70.77	B4K
14667879690000	N/A	The City of Virginia Beach	3,211.18	B4K
14667876530000	N/A	The City of Virginia Beach Development Authority	34,697.04	B2
14668826210000	N/A	The City of Virginia Beach	48,049.86	B2
14668838610000	445 KEMPSHIRE LN	The City of Virginia Beach	70,807.30	B2
14668805230000	N/A	The City of Virginia Beach	3,480.15	B4K
14667889680000	N/A	The City of Virginia Beach	4,468.57	B4K
14667899670000	N/A	The City of Virginia Beach	1,975.61	B4K
14667889720000	5136 FLETCHERS ARCH	The City of Virginia Beach	12,628.81	B2
14667898160000	5128 FLETCHERS ARCH	The City of Virginia Beach	13,311.37	B2