



Request for Proposals (RFP #ED-25-05)

For City-Owned Property East of Oceana Boulevard,

Virginia Beach, VA 23451

I. **OVERVIEW**

REAL PROPERTY:

Portions of three (3) parcels of land in the City of Virginia Beach, Virginia totaling approximately 27.2 acres.

- Eastern Shore Salisbury Plains Farm – 12.91 Acres (GPIN: 24172039520000);
- Eastern Shore Salisbury Plains Farm Parcel A & B – 12.48 Acres (GPIN: 24172261390000);
- Eastern Shore Salisbury Plains Farm – 63.678 Acres (GPIN: 24171293460000); and

A map of the property boundaries is provided in Exhibit A. For legal descriptions and parcel boundaries, refer to the attached **Parcel Details** and **Plat Map**. Please note that the final project boundaries are subject to change, based on the nature of the proposals received and required site planning considerations.

PURPOSE:

The City of Virginia Beach Economic Development Department (VBED) is seeking proposals from qualified respondents to purchase the property for Accident Potential Zone (APZ) 1 compatible development.

BACKGROUND:

The property is zoned I1 and located in the 70-75db Aircraft Noise and APZ-1 [zones](#). Residential uses will not be considered. A large portion of the Property is located within a designated floodplain area. The Property is encumbered by a

Navy easement, attached as **Grant of Easement**. Respondents shall be responsible for compliance with the restrictions imposed by that easement.

FUTURE USE:

The City is seeking a compatible development that conforms to the APZ-1 overlay outlined in [Article 18 of the City of Virginia Beach Zoning Code](#) and contributes to the City's economic growth. For this site, **no residential development, public assembly, or eating and drinking establishments, or other uses prohibited in APZ-1 will be permitted**. Potential desirable uses that will be considered are:

- Light Industrial
- Manufacturing
- Wholesale Trade
- Repair, Warehousing, and Storage Services
- Additionally, the property is adjacent to the City of Virginia Beach's Whitehurst Borrow Pit Dredged Material Management Area. A significant portion of the subject property lies within the 1% annual chance of flood hazard zone. Proposed projects must consider and incorporate appropriate design measures and mitigation strategies to ensure regulatory compliance and long-term viability.

Please note that the existing parcels within this site were created by deed rather than subdivision; any new legal parcel creation will require a subdivision variance, including review by the Planning Commission and approval by the City Council. This process may take up to four (4) months and approval is not guaranteed. Respondents should factor this timeline and risk into their development schedule.

The successful proposer will be responsible for obtaining all necessary approvals, including but not limited to: Navy easement compliance approval (finalists only); subdivision variance approval, identification of potential impacts (e.g., traffic, noise, environmental concerns) and propose strategies for mitigation.

II. PROPOSAL REQUIREMENTS

a. Respondent Qualifications

- i. **Experience** - Qualified respondents will have experience in the type of development proposed.
- ii. All proposals should address and be aware of the existing Navy easement. Proposers must acknowledge that Navy approval of the proposed project and use is required and will be facilitated as part of the review process. At the initial proposal submission stage, bidders are not required to complete the Navy Compliance Request Form. However, following the City's initial evaluation, finalists will be forwarded to the Navy for preliminary review. If the Navy provides a favorable response, the finalist will be required to complete the Navy Compliance Request Form (attached).
- iii. Respondents can have no outstanding debts or claims against the City of Virginia Beach at the time of execution.
- iv. As part of this solicitation, respondents should complete the attached Litigation Disclosure Questions form (attached) disclosing any relevant legal history that may impact their ability to perform under a resulting contract.

b. Submittal of Proposals:

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

- i. Five (5) copies of each proposal, along with one (1) electronic version on a USB flash drive in a sealed envelope marked "**RFP #ED-25-05, Oceana Blvd.**" on the outside. Proposals submitted by telephone, facsimile, or e-mail will not be considered.
- ii. All proposals must be received and date-stamped no later than Friday March 6, 2026, at 3:00 PM local time. **Late submissions will not be considered and will be returned unopened.**
- 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. 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, 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:

All respondents must include the following in their proposal:

- i. A description of the proposed use and concept plan for the property;
- ii. A summary of relevant development experience;
- iii. Estimated capital investment;
- iv. Targeted construction timeline;
- v. Proposed purchase price. Any requested City support must be clearly stated;
- vi. Demonstrated financial capability to complete the proposed project;
- vii. Completed City of Virginia Beach Disclosure Statement ([located online](#));
- viii. Completed Anticollusion Form (see page 7); and
- ix. Completed Litigation Disclosure Questions Form.

III. REVIEW AND SELECTION

A 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 Navy and the APZ-1 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 Review Committee may conduct shortlist interviews and will make a recommendation to City Council. The participants will be notified by electronic mail of the City's selection. While all criteria will be considered, priority will be given to proposals that demonstrate strong compatibility with APZ-1 requirements and contribute meaningfully to the City's economic development goals. Purchase price, while important, will not be the sole determining factor. 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. 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. EXHIBITS AND ATTACHMENTS:

The following materials are included as part of this RFP. Some are embedded within this document, while others are provided as separate attachments:

- Exhibit A – Property Location Map (Page 6)

- Anti-Collusion Form (Page 7)
- City of Virginia Beach Disclosure Statement
- Litigation Disclosure Questions Form
- Grant of Easement (Separate Attachment)
- Parcel Details (Separate Attachment)
- Plat Map (Separate Attachment)
- Navy Compliance Request Form
 - Required only for finalists.

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]

EXHIBIT A – Property Location

East of Oceana Boulevard and West of Southern Boulevard



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 B: Litigation Disclosure Questions Form

As part of this solicitation, the City of Virginia Beach requires all respondents to disclose any relevant legal history that may impact their ability to perform under a resulting contract. Please indicate Yes or No for each of the following questions. If you answer **Yes** to any question, you must provide a detailed explanation in the space provided below that item.

1. Criminal Convictions

Have you, or any principal, officer, or director of your company, or any individual who will be involved in work under any contract awarded pursuant to this solicitation, been convicted of a felony or a misdemeanor involving moral turpitude within the last ten (10) years?

- ☐ Yes
- ☐ No

If Yes, please explain:

2. Contract Terminations

Have you, or any principal, officer, or director of your company, or any individual who will be involved in work under any contract awarded pursuant to this solicitation, been terminated from any work funded by the City of Chesapeake or any other governmental entity in the Commonwealth of Virginia within the last ten (10) years?

- ☐ Yes
- ☐ No

If Yes, please explain:

3. Litigation with Government Entities

Have you, or any principal, officer, or director of your company, or any individual who will be involved in work under any contract awarded pursuant to this solicitation, been involved in litigation with the City of Chesapeake or any other governmental entity in the Commonwealth of Virginia within the last ten (10) years?

- ☐ Yes
- ☐ No

If Yes, please explain:

4. Other Legal Actions

Have you, or any principal, officer, or director of your company, or any individual who will be involved in work under any contract awarded pursuant to this solicitation, been

involved in any other legal action or litigation that may impact your ability to provide the goods and/or services requested under this solicitation?

☐ Yes

☐ No

If Yes, please explain:

Department of the Navy Easement Compliance Review Request Form

Section 1 – Requestor’s Information

Requestor’s Name	Requestor’s Phone Number	Requestor’s Email Address
Requestor’s Status (Check all that apply) <input type="checkbox"/> Owner <input type="checkbox"/> Tenant/Occupant		Requestor’s Address (Street, City, State, Zip)

Section 2 – Property Owner’s Information

Owner’s Official Name	Owner’s Official Address (Street, City, State, Zip)	
Name of Contact Person	Contact Person’s Phone Number	Contact Person’s Email Address

Section 3 – Property Identification – For property being reviewed

Address (Street, City, State, Zip)	GPIN/Tax Assessment Number
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Section 4 - Building Information

Building Status <input type="checkbox"/> Existing <input type="checkbox"/> Proposed <input type="checkbox"/> Neither	Building Gross Square Footage:
	Total Number of Floors:
	Building Height:

If no building will be present describe what improvements will be present:

Section 5 – Property Use		
Check all uses that do/will apply to the property or business		
<input type="checkbox"/> Industrial <input type="checkbox"/> Manufacturing <input type="checkbox"/> Warehousing <input type="checkbox"/> Wholesale <input type="checkbox"/> Distribution <input type="checkbox"/> R&D/Testing <input type="checkbox"/> Automobile Parking <input type="checkbox"/> Automobile Service <input type="checkbox"/> Automobile Sales <input type="checkbox"/> Fuel Sales	<input type="checkbox"/> Retail <input type="checkbox"/> Office <input type="checkbox"/> Restaurant <input type="checkbox"/> Bar/Night Club <input type="checkbox"/> Spectator Sports <input type="checkbox"/> Non-Spectator Sports <input type="checkbox"/> Residential <input type="checkbox"/> Education <input type="checkbox"/> Agriculture <input type="checkbox"/> Education	<input type="checkbox"/> Other (list below)*
Are/Will any of the following present on-site		
<input type="checkbox"/> Explosives <input type="checkbox"/> Petroleum Products	<input type="checkbox"/> Live Mink <input type="checkbox"/> Towers	<input type="checkbox"/> Antennae <input type="checkbox"/> Outdoor advertising structures
Section 6 – Provide a narrative of the uses that will be present at this location.		

Section 7 – Requestor Certification

By submitting this form via email, the below named individual is certifying that the information in Sections 1 through 6 is correct to the best of their knowledge

Print Name of Requestor

Date

Section 8 – Submission Directions

After completing sections 1 through 6 scan and email this form to
paul.a.moomaw.civ@us.navy.mil:

Naval Facilities Engineering Command, Mid-Atlantic
Attn: Code OPHB2-PM
9324 Virginia Avenue
Norfolk, VA 23511-3095

Inquiries can be made by email or phone at (757) 433-2678. If additional information is required in order for the Navy to process this request you will be contacted via phone or email. Failure to deliver additional information as requested may result in delay of receipt of the official determination from the Commanding Officer of Naval Air Station Oceana.

Additional Comments