



Request for Proposals (RFP #ED-25-04)

I. OVERVIEW

OBJECTIVE:

The City of Virginia Beach (City) is seeking proposals from qualified respondents to purchase the properties described below and continue the operation of an eighteen (18) hole golf course.

LOCATION:

Two (2) parcels of land: a portion of 2500 Tournament Drive, GPIN 14943449190000; and GPIN 14945234340000 totaling approximately 350 acres (see Exhibit A).

ZONING:

The property is zoned Agricultural District 1 (AG1). Approximately 308 acres of the property are within 65-75 dB Aircraft Noise Level and within the Interfacility Traffic Area, where residential development is limited to single-family dwellings at a density of no greater than one (1) dwelling per fifteen (15) acres of developable land, see [Section 1806 of the zoning code](#). Approximately 12.8 acres are within the Princess Anne County Courthouse Historic and Cultural Overlay District, where new structures, additions, landscaping, and related elements should be in harmony with their setting and environs.

BACKGROUND:

The City is seeking a qualified respondent to acquire the Virginia Beach National Golf Club properties and maintain a publicly accessible golf course.

The Virginia Beach National (formerly Tournament Players Club (TPC) of Virginia Beach) is a championship, eighteen (18) hole, 7,432-yard course designed by Pete Dye for both tournament and public play.

Virginia Beach is the largest City in Virginia with a population approaching 455,000. Located in the Commonwealth's southeast corner, on the Atlantic Ocean, the Virginia Beach Metropolitan Statistical Area is the 37th largest in the United States with a regional population of more than 1.8 million people living in nearby cities, including Norfolk, Hampton, Chesapeake, and Williamsburg. The City welcomes approximately 14 million visitors per year and has become a national contender in sports tourism, hosting athletes from the NCAA track and field championships to the high-energy [Jackalope Festival](#) and [Coastal Edge East Coast Surfing Championships](#).

II. **PROPOSAL REQUIREMENTS**

a. **Respondent Qualifications**

- i. **Experience** - Qualified respondents must demonstrate expertise in the successful operation and management of a public golf course.
- 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 one electronic version in a sealed envelope marked "**RFP #ED-25-04 for VBNGC**" on the outside.
- 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: Pamela Witham
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 Pamela Witham, Department of Economic Development via email at pwitham@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 Pamela Witham 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:

- i. A cover letter introducing the respondent team;
- ii. A concept plan and description depicting how this property would be used and designed, including egress/ingress and proposed stormwater solution;
- iii. The proposed lease or sale price for the City-Owned land as applicable.

- iv. Any City financial or infrastructure support being requested must be clearly stated. If the proposal anticipates City-ownership and a private operator, the proposal must indicate whether such an operating model has the operator at-risk.
 - 1. The suggested operational model of the golf course portion of the property.
- v. A description of relevant experience, designing, operating, and managing the proposed use(s) to include:
 - 1. Capabilities and credentials of key members of the respondent's team (Resumes are optional).
 - 2. Examples of comparable projects the team has led, including, but not limited to, public/private partnerships. Please list the financial structure of each project example, including any private or public contributions.
 - 3. Length of time in business and current active development projects list.
- vi. Demonstrated financial capability to develop, construct, 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. The purchase price offered.
- 2. 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 provides a significant return on investment/positive economic impact to the community.
- 3. The credentials of the respondent(s), including comparable projects the team has led.

4. The proposed concept and operational model, including the public golf course component that can be accommodated, and its compatibility with the existing Virginia Beach sports tourism offerings and events.
5. The conformity of the proposal to the City's Comprehensive Plan, zoning, and compatibility with surrounding uses.

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 City Council and/or the City of Virginia Beach Development Authority (VBDA). 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 proposed lease or purchase rate. The selection of the proposals shall be in the sole discretion of the City Council and/or the VBDA. This RFP is not binding upon the City or the potential developer, nor is the City required to make a project award based on the response to this RFP.

Only responsive and responsible proposals will be considered. Proposals that attempt to change or do not meet the requirements in this RFP 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 canceling the solicitation.

The structure of the transaction resulting from this RFP may require the City to transfer property to the VBDA. For example, the City is only permitted to lease real property for a term of forty years, and the VBDA is not similarly constrained. Proposals requiring the transfer of property to the VBDA should be mindful of the risk associated with requiring the City Council to transfer property [as such a transfer requires approval of a super-majority of City Council].

IV. GENERAL CONDITIONS

1. 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.
2. Confidential information: Respondent information deemed confidential or proprietary should be clearly marked as such. The City 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 City may reasonably require. The City 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: _____

Exhibit A

