

REQUEST FOR PROPOSALS
TO
LEASE AND OPERATE
OR TO
PURCHASE, IMPROVE AND OPERATE

THE BEVO MILL RESTAURANT
4749 Gravois Road
St. Louis, MO 63116



ISSUED BY:
LAND CLEARANCE FOR REDEVELOPMENT AUTHORITY
CITY OF ST. LOUIS, MISSOURI
ISSUED: **MARCH 31, 2016**
RESPONSE DEADLINE: **3:00 PM, APRIL 29, 2016**

**REQUEST FOR PROPOSALS
TO LEASE and OPERATE OR TO PURCHASE, IMPROVE and OPERATE
THE BEVO MILL RESTAURANT**

1.0 Introduction

The Land Clearance for Redevelopment Authority of the City of St. Louis (LCRA) is issuing a Request for Proposals (RFP) for the historic Bevo Mill Restaurant and adjacent parking areas and outdoor spaces. Respondents should choose one of the two following options:

- (A) **Lease and operate:** Requires an agreement with LCRA to lease the Bevo Mill site, make necessary improvements, and operate the facility (with daytime and nighttime uses) according to the lease agreement with LCRA for no less than five (5) years (per Section 3.0); *or*
- (B) **Purchase, improve and operate:** Requires a sale and redevelopment agreement with LCRA to purchase the property from LCRA, make comprehensive improvements to the existing building and adjacent properties, and operate the facility (with daytime and nighttime uses) on an ongoing basis (per Section 4.0).

Preference will be given to proposals that intend to purchase, improve and operate the historic Bevo Mill and adjacent parking areas and outdoor spaces.

The deadline for submittal of proposals is 3:00 PM, Monday, April 29, 2016.

2.0 General Information

Built in 1916, the Bevo Mill is a St. Louis Landmark. Successful proposals will show commitment to and respect for the history, tradition and quality of the Bevo Mill. The Bevo Mill is a contributing building in the Bevo Mill Commercial Historic District, and is a one-of-a-kind landmark directly tied to the history of St. Louis and our brewing traditions. Only the proposals of qualified, professional restaurateurs and facility operators with an established record will be considered as part of this Request for Proposals.

The Bevo Mill consists of four dining/banquet rooms, approximately 600 square feet of office space on the second floor, and approximately a 1200 square foot apartment located on the 2nd and 3rd floors inside of the windmill. The “Main” dining room and the Mill Room on the first level can seat up to 250 people. On the same level is the fully operational kitchen. On the lower level is the Bavarian Room, which seats 50; the Oak Room, which seats 120; and a full, built-in bar. The restaurant site includes a parking lot with 167 parking spaces, including 24 accessible spaces – See Attachment A: Map of the Bevo Mill and Adjacent Properties.

The Bevo Mill will be open for respondents to view on Thursday, April 14 (2 - 5 pm). Respondents should call **314-657-3757** and make a reservation / RSVP to view the facility two (2) days prior to the viewing date.

3.0 Proposed Use to Lease and Operate

The following will be required of any proposal to **lease and operate**:

- (1) Respondent must indicate it is **willing and able to enter into long term, triple-net type lease with LCRA that conforms to LCRA's requirements**. Lessee will be responsible for, among other things, the maintenance, upkeep, insurance and security of the entire premises in keeping with its historic status. The Historic Windmill is functioning and will be expected to be kept functioning. All terms of the lease will be negotiated with selected respondent; and
- (2) Respondent must indicate it is **willing to invest a minimum of one million dollars (\$1,000,000) – final amount to be negotiated with the terms of the lease – on improvements to the facility over a five (5) year window**, in order to preserve and maintain it for the duration of the proposed use; and that any and all improvements will be commensurate with the Secretary of the Interior's Standards for Rehabilitation (codified as 36 CFR 67).
- (3) Respondent must indicate it is **willing to enter into a sublicense agreement with LCRA for use of the "Bevo Mill" name**. Use of the trademarked name "Bevo Mill" will require approval by Anheuser Busch, Incorporated or Anheuser-Busch InBev, Inc. and entry into a sublicense agreement to obtain rights to the name; and
- (4) Respondent **must indicate the proposed uses, type of improvements, and level of investment** that it intends to make in the facility.

4.0 Proposed Use to Purchase, Improve and Operate

The following will be required of any proposal to **purchase, improve and operate**:

- (1) Respondent must indicate it **will sign a Redevelopment Agreement with LCRA**, as the property is eligible for Chapter 99 (Real Estate Tax Abatement – See Attachment B: Gravois / Morgan Ford Area), and meet all MBE/WBE requirements, which will include agreed upon guidelines for new construction / urban design; and
- (2) Respondent must indicate that it **will purchase the property for a minimum of five hundred thousand dollars (\$500,000) and will invest a minimum of one million dollars (\$1,000,000) on improvements to the facility within two (2) years** of the sale of the property; and
- (3) Respondent must indicate that it **will (a) preserve, renovate, and improve the existing Bevo Mill** to the extent possible as part of any redevelopment agreement, it **(b) will, to the extent feasible, provide a new construction micro-brewery or similar brewing facilities, restaurant spaces (daytime/nighttime, with a minimum 25% sales tax generation from food), exhibit/education spaces, bed and breakfast, and other outdoor uses** (i.e. bier garden or other use commensurate to the uses of the Bevo Mill), and it **(c) will make improvements to the adjacent sites and public spaces** including parking, landscaping, lighting, and other sidewalk improvements, as well as it **(d) will make future considerations to purchase and expand** to other adjacent sites that are bound by Gravois, Morgan Ford and Itaska; and
- (4) Respondent must indicate that it will **utilize Federal and State Historic Tax Credits** – See Attachment C: the Bevo Mill Commercial Historic District – National Historic District – to preserve the Bevo Mill for future generations.

5.0 Required Contents of Any Proposal

Each respondent must provide, at a minimum, the following information, in addition to the particular information described in Section 3.0 and Section 4.0 of this Request for Proposals:

- (1) Primary contact information (name, phone, address, email) for the respondent; and
- (2) Indication to (A) lease and operate or (B) purchase, improve and operate; and
- (3) Summary of qualifications of the respondent; and
- (4) Narrative of the proposed uses; and
- (5) Narrative of the proposed improvements and investments in the Bevo Mill and adjacent properties; and
- (6) Identification of the operating team and / or entity that will operate the facility, if different than the respondent; and
- (7) Brief descriptions of past or current operations that are similar to the proposed uses; and
- (8) Contact information (name, relationship, phone, address, email) for three (3) references for the respondent for current or past operations; and
- (9) National or local examples / case studies of similar projects (if applicable); and
- (10) Narrative (including estimates of proposed job creation) that indicates the total number of new jobs created; and
- (11) Estimated timeline for completion of the proposed improvements and investments, based on the due date of this proposal; and
- (12) Description of any conditions or requirements necessary from the LCRA in a lease or redevelopment agreement; and
- (13) Indication that – in the event of a redevelopment agreement to purchase, improve and operate – the respondent will provide and adhere to an M/WBE participation plan, per Section 8.0 below; and
- (14) Evidence – in the event the respondent would purchase, improve and operate – to support financing capability and the financial strength / capacity to complete the proposed improvements and investments as part of any redevelopment agreement, including any financial commitment letters from lenders, equity partners, or contributors and/or other sources of financing.

6.0 Required Form of the Proposal

- (1) All proposals must be clearly marked “**Response to the Bevo Mill Request for Proposals**”; and
- (2) All proposals **must be complete and include all of the information** described in Section 3.0 or Section 4.0 (as applicable to the respondent and the proposed uses), and Section 5.0 of this RFP; and
- (3) All proposals must be **delivered by the due date/time, sealed and unopened**; and proposals must be stapled or bound, in booklet form, on eight and one-half inch (8 ½”) by eleven inch (11”) white paper printed on one or both sides; and
- (4) All proposals must clearly **identify the respondent (including primary contact information) on the front cover**, which may be released by LCRA as public information upon receipt of the proposal; and
- (5) Each respondent must submit **ten (10) complete copies** of each proposal.

NOTE: THE LCRA COMPLIES WITH MISSOURI’S “SUNSHINE LAW” (CHAPTER 610 RSMo.). WHILE PROPOSALS MAY BE WITHHELD FROM PUBLIC DISCLOSURE UNDER THE “REAL ESTATE NEGOTIATIONS” EXEMPTION (SECTION 610.021(2) RSMo.) OR THE SEALED PROPOSAL EXCEPTION (SECTION 610.021(12) RSMo.) DURING THE EVALUATION PROCESS, ALL PROPOSAL MATERIALS MAY BECOME PUBLIC INFORMATION AT THE CONCLUSION OF THE PROCESS. FURTHER, LCRA CANNOT GUARANTEE CONFIDENTIALITY OF ANY MATERIALS DURING THE EVALUATION PROCESS IN THE EVENT OF A LEGAL CHALLENGE. THUS, PROPOSALS AND COMMUNICATIONS EXCHANGED IN RESPONSE TO THIS RFP SHOULD BE ASSUMED TO BE POTENTIALLY SUBJECT TO PUBLIC DISCLOSURE. LCRA, ACTING IN ITS SOLE, UNRESTRICTED DISCRETION, SHALL DETERMINE THE STRINGENCY AND/OR STRIDENCY WITH WHICH IT WILL OPPOSE, IF AT ALL, LEGAL CHALLENGES TO NONDISCLOSURE OF FINANCIAL OR OTHER INFORMATION INCLUDED IN RESPONSES.

IT IS REQUIRED THAT PROPOSALS FOLLOW THE ABOVE FORMAT AND INCLUDE ALL REQUESTED INFORMATION. THE PROVISION OF SUPPLEMENTAL AND ADDITIONAL INFORMATION TO ILLUSTRATE OR CLARIFY RESPONSES IS ENCOURAGED. BY SUBMITTING A PROPOSAL, RESPONDENT ACKNOWLEDGES THAT, IN THE CASE OF CONTROVERSY SURROUNDING THE DEFINITION OF PUBLIC VS. PRIVATE INFORMATION, ANY AND ALL INFORMATION SUBMITTED BY RESPONDENT MAY BE REQUIRED TO BE DISCLOSED TO THE PUBLIC. THE LCRA RESERVES THE RIGHT TO REQUEST ADDITIONAL INFORMATION FROM RESPONDENTS AND TO CONSIDER SUCH ADDITIONAL INFORMATION PROVIDED IN SELECTING AN OPERATOR.

Sealed proposals must be addressed as follows and delivered to the following address. Respondents should ask for and receive a receipt for hand-delivered sealed proposals, and respondents should maintain delivery receipts from paid delivery services.

Mr. Otis Williams
Executive Director
St. Louis Development Corporation
1520 Market, Suite 2000
St. Louis, MO 63103

7.0 Selection Process and Criteria

Responses will be reviewed by a selection committee. The committee shall evaluate the proposals and recommend a selection to the LCRA Board of Commissioners. A lease or redevelopment agreement will be negotiated with the successful respondent. If the LCRA determines that it is not possible to successfully negotiate a lease or redevelopment agreement with the selected respondent, the agency may discontinue negotiations and attempt to negotiate a lease or redevelopment agreement with the highest-ranked qualified remaining respondent. This process shall continue until negotiation of a lease or redevelopment agreement is successful, all qualified respondents have been exhausted, or LCRA voids this RFP.

The committee shall use the following criteria in its selection process, with **priority given to any respondents who would purchase, improve and operate:**

- **A commitment to engage in a lease or redevelopment agreement** with the LCRA to complete the proposed improvements and investments; and
- **The experience and qualifications of the respondents and individuals** to operate the proposed uses of the Bevo Mill; and
- **The evidence of financial strength / capacity to purchase, improve and operate** a facilities the size of Bevo Mill and adjacent properties; and
- **The strength of the narrative of the proposed uses** for the Bevo Mill, adjacent properties, and future considerations; and
- **The timeline for completion of the proposed improvements and investments** for the Bevo Mill and adjacent properties; and
- **A commitment to maintain the integrity and historic character of the Bevo Mill,** with either lease or redevelopment agreement; and
- **The proposed amount of rent to lease / price offered to purchase** the facility; and
- **The propose amount of investment in facility and adjacent properties.**

The Committee may add other selection criteria during the selection process.

8.0 Questions Regarding This RFP

Any and all questions or requests for clarification with respect to this RFP or additional information about the site and facility must be submitted in writing or via e-mail to:

Otis Williams
St. Louis Development Corporation
1520 Market, Suite 2000
St. Louis, MO 63103
williamsw@stlouis-mo.gov

Questions must be received no later than 4:30 p.m., **April 18, 2016**, in order for LCRA to issue a timely response. LCRA shall not be obligated to respond to any question. Responses to all questions will be sent electronically to the questioner and posted on line at <https://www.stlouis-mo.gov/government/departments/sldc/procurement.cfm>

9.0 MBE/WBE Participation

Within any redevelopment agreement or lease, the selected respondent shall comply with the Mayor's Executive Order No. 28 and any superseding Executive Orders relating to utilization of minority and women businesses (MBE's/WBE's). Executive Order No.28 requires contractors and consultants to seek, through good-faith efforts, the involvement of MBE's and WBE's with a goal of participation of least 25% and 5%, respectively, for the project. For additional information, please visit www.mwdbbe.org.

10.0 Unauthorized Alien Employees

Within any redevelopment agreement or lease, the selected respondent shall, pursuant to the provisions of Sections 285.525 through 285.555 of the revised Statutes of Missouri, 2000, as amended, by sworn Affidavit and provision of documentation, affirm its enrollment and participation in a federal work authorization program with respect to the employees working in connection with the agreement or lease. Respondent shall sign an Affidavit affirming that it does not knowingly employ any person who is an unauthorized alien in connection with the agreement or lease pursuant to the above-stated Statutes.

11.0 General Conditions for Submission of Proposal

LCRA reserves the right to reject any or all proposals; to select one or more respondents; to void this RFP and the review process and/or terminate negotiations at any time; to revise any conditions and stipulations contained herein, as convenient or necessary; to further negotiate fees, rates and financial arrangements, etc; to establish further criteria for selection; to ask respondents to submit additional information or evidence of their qualifications and experience; to waive informalities in the proposals and in the proposal process; and to negotiate with successful respondents; to reject any and/or all proposals for any reason, in LCRA's sole discretion. Through submittal, the respondent is indicating that all information provided is true and correct.

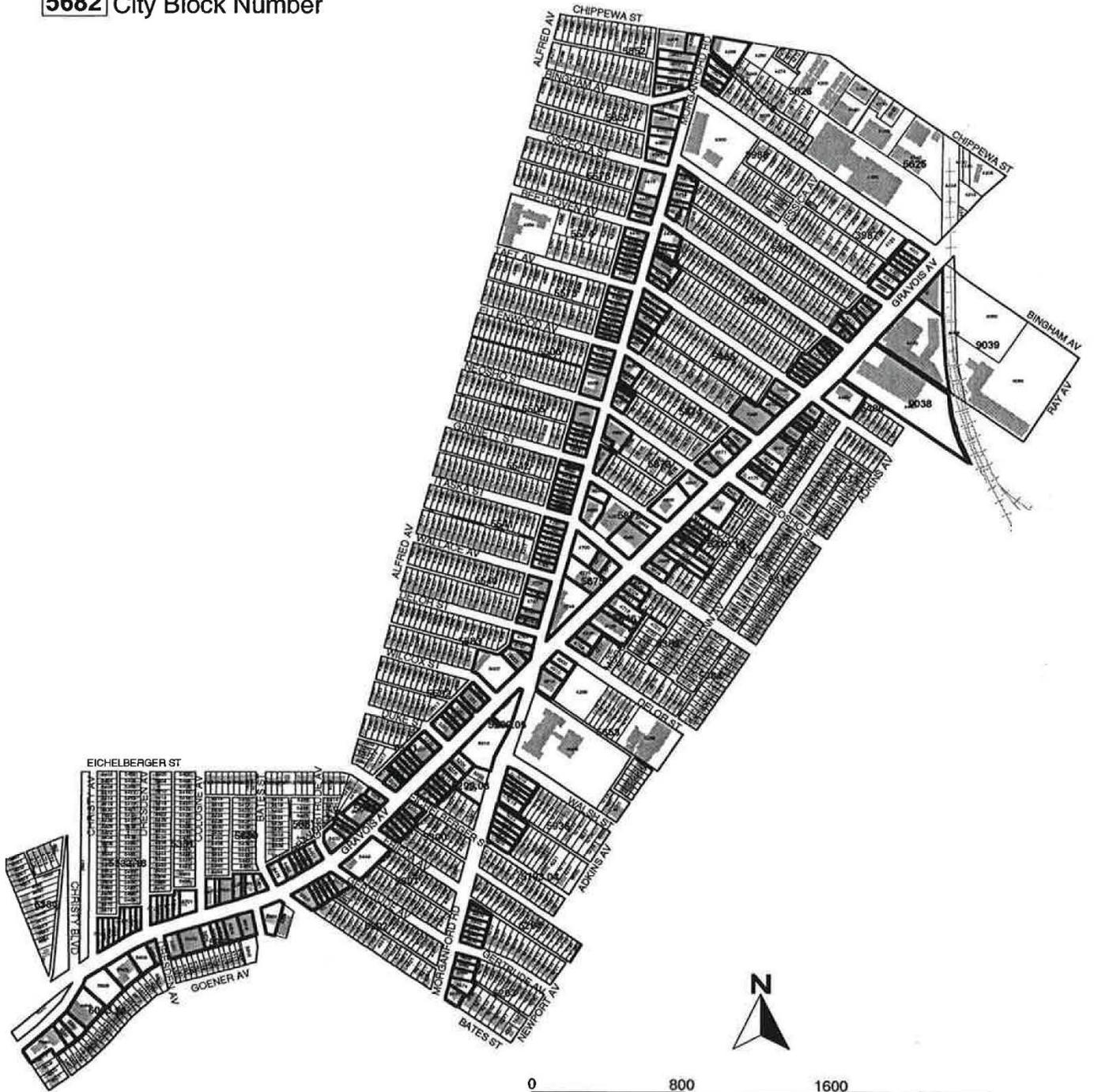
Attachment B:

Gravois / Morgan Ford Area Redevelopment Plan (Ordinance #65177)

Existing Uses & Conditions

 Commercial / Residential & Split-use (poor to fair condition)

 City Block Number



Attachment C:

Bevo Mill Commercial Historic District Map (Contributing Buildings)

NPS Form 10-900
 United States Department of the Interior
 National Park Service

OMB No. 1024-001

National Register of Historic Places
 Continuation Sheet

Section number Figures Page 2

Bevo Mill Commercial Historic District
Name of Property
St. Louis [Independent City] MO
County and State
n/a
Name of multiple listing (if applicable)

**Figure 1. Bevo Mill Commercial Historic District
 Nominated to the National Register
 Non-Contributing ***

