

Council Agenda Report

Date: April 20, 2016

Prepared and submitted by: Sandra Tripp-Jones, City Manager

SUBJECT: Draft Request for Proposals (RFP) for Development of Sailwinds (Port) Property

Recommendation that Council:

- A. Review information gathered from tours of waterfront development properties on April 13, 2016 and April 15, 2016.
- B. Identify tentative changes to the Draft RFP to be considered for approval at a regular Council meeting.

Discussion:

On April 13, 2016, we visited three (3) waterfront development projects in the DC area: The Yards, National Harbor, and Georgetown River Walk. On April 15, 2016 we visited Frederick. The purpose of these tours was to see examples of waterfront developments – especially the public spaces - and to learn from people connected with these developments things that we may want to incorporated into an RFP for a developer of the Sailwinds/Port property.

In attendance were:

April 13: Commissioner Sydnor, Commissioner Cooke, Commissioner Thomas, Commissioner Hanson, Planning Commissioner Eugene Lauer, City Manager Sandra Tripp-Jones, Public Works Director Oden Wheeler, and City Planner Patricia Escher.

April 15: Commissioner Sydnor, Commissioner Cooke, City Manager Sandra Tripp-Jones, Public Works Director Oden Wheeler, City Planner Patricia Escher, and Assoc. Economic Development Director Brandon Hesson.

We were fortunate to meet with individuals who knew their projects from a variety of perspectives:

- The Yards: Michael Stevens, President of the Business Improvement District that manages the park area in particular, including programming.
- National Harbor: Andre Gingles, Esq. and Chris Borgal, manager for Peterson Properties. Mr. Gingles is attorney for land use for Peterson Properties (the developer and downer of National Harbor) and was part of the original proposal and has worked on the project since. Mr. Borgal is actively involved in the day-to-day management of the property.

- Georgetown Riverwalk: Joe Sternleib, President of the Business Improvement District who coordinates with National Park Service on maintaining and programming Riverwalk park.
- Washington D.C. Government:
 - Joe Lapan, representative of the Deputy Mayor's Office of Economic Development
 - Tracy Gabriel, Associate Director of Planning
 These individuals were able to talk about developing and evaluating RFPs.
- Frederick, MD:
 - Mayor Randy McClement, mayor for 7 years spanning about half of the development period and former downtown businessman
 - Richard Griffin, Director of Economic Development who has served as project manager
 - Joe Adkins, Deputy Director of Planning who has worked for Frederick for the entire project development period

As part of this information gathering process, we will schedule phone interviews with as many of the following cities that will make themselves available: Yorktown, VA; Belfast, ME; Wilmington, NC; Buffalo, NY; Camden, NJ; Wilmington, DE; and Newport, RI. So far only Yorktown, VA has responded to our request.

For this work session, I suggest that the Council focus on what was learned in these tours and potential implications for our process and the RFP – in general terms (not specific language), Recognizing that we are yet to phone interview other cities, a follow-on work session will be scheduled to take into consideration the results from the phone interviews and any other data that we have collected.

I suggest the following process order for this work session:

1. Learning from the Tours
 - Slide presentation
 - Takeaways identified by tour participants
 - Questions from Council
2. Public Comment
3. Council discussion and identification of implications for moving forward and for the RFP itself.
4. City Manager will summarize themes and next steps.

Attach: Draft RFP