



**CITY OF PETERSBURG, VIRGINIA
REQUEST FOR PROPOSAL**

RFP No. 58853

PROJECT TITLE: Destination Resort, Real Estate Development, Retail, Event Venue, Casino Development and Operation (THE DEVELOPMENT)

ISSUE DATE: February 12, 2024

CONTRACT COMMENCEMENT: The contract shall Commence on the Commencement Date set forth in the contract to provide the development and operations of a Destination Resort, Real Estate Development, Retail, Event Venue, Casino Development, and Operation (THE DEVELOPMENT).

QUESTIONS: Questions must be submitted in writing to Mr. March Altman, City Manager no later than 10 a.m., Wednesday February 21, 2024. An electronic message may be submitted to maltman@petersburg-va.org. It is the responsibility of the offeror to download any addenda.

SEALED PROPOSALS WILL BE RECEIVED UNTIL 10:00 A.M. prevailing local time March 18, 2024 in the City Manager's Office, 135 N. Union Street, 2nd Floor, Petersburg VA 23803 for the services described herein. It strongly recommended that all proposal be hand delivered.



City of Petersburg

Office of the City Manager

135 N. Union Street Petersburg, Virginia 23803

March Altman maltman@petersburg-va.org

(804) 733-2301

Request for Proposal #58853

Destination Resort, Real Estate Development, Retail, Event Venue, Casino Development and Operation (THE DEVELOPMENT)

Issue Date: February 12, 2024

RFP Due Date: March 18, 2024 - 10:00 a.m. EST

Presentation/Q&A: March 24, 2024, 1:30 p.m. - 3:00 p.m. EST

Location: Petersburg Public Library - Event Center

RFP Overview

The City of Petersburg, Virginia, is seeking information from firms with whom the City can discuss potential agreements, including solid financial plans for completion and long-term sustainability for the development and operations of a Destination Resort, Real Estate Development, Retail, Event Venue, Casino Development, and Operation (THE DEVELOPMENT). THE DEVELOPMENT must include the following:

- Destination resort;
- Casino;
- Hotels (preferred two name-brand 4-star hotels/minimum 500 rooms total);
- Retail establishments, including dining, drink, and shopping;
- Entertainment (Event Center) - separate facility/venue from casino;
- Recognized Casino Brand with a record of financial success and sustainability;
- Record of Advertising/Marketing contributing to financial success and sustainability.



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Proposal Details

Pursuant to SB 628 Casino Gaming; Eligible Host Cities before the 2024 General Assembly (see Appendix), the City of Petersburg could become the 5th locality eligible to host a casino gaming facility pending approval from the General Assembly and the Governor and should its citizens approve a referendum, that could be held in November 2024.

The City will use responses to this RFP to potentially select a developer/operator for THE DEVELOPMENT in the City of Petersburg should its voters permit casino gaming within its borders. The City will use the RFP responses to evaluate the comparative merits of bidders' visions for THE DEVELOPMENT and the economic and social benefits they will bring to Petersburg, its business community, and its residents.

The City of Petersburg has made an investment in assessing locations for THE DEVELOPMENT in the City. The City will consider all proposed development sites of THE DEVELOPMENT.

Respondents must include potential site locations in their proposals and justify why a site/s would be the most financially advantageous to the City, its businesses and residents, and the success and sustainability of THE DEVELOPMENT.

The City is committed to reducing barriers and providing clarity and certainty throughout the process for the selected development/operator partner that supports the City's proprietary, economic, community development, and social objectives. Those submitting a response to the RFP must address the general requirements outlined. The City expects that Respondents will consider a business model for THE DEVELOPMENT that will meet the following City objectives:

- Bring capital and ongoing investment to the City of Petersburg to create good-paying jobs and to enhance the City's economic, community development, and social objectives.
- The Respondent, developer/operator, and each subcontractor or sublessee that will perform gaming or hospitality operations at THE DEVELOPMENT shall provide evidence of entering into and maintaining a labor peace agreement with each labor organization that is actively engaged in representing gaming, hotel, or food and beverage employees in Virginia and requests such a labor peace agreement. The City will require signed labor peace agreements from the chosen developer/operator and associated subs. A labor peace agreement with a labor organization contains, at a minimum, provisions prohibiting the labor organization and its members from engaging in any picketing, work



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stoppage, boycott, or other economic interference with THE DEVELOPMENT. Labor organization is defined in 29 U.S.C. §152(5).

- Contribute to the City's efforts to attract sustainable economic benefits from tourism and other business growth and development.
- Support utilization of local business suppliers and vendors, including minority, women-owned, and veteran business enterprises.
- All contractors and sub-contractors working on THE DEVELOPMENT must establish a physical business location within the City and will be subject to all licenses, fees, property, income, and other associated taxes payable to the City.
- Add to and support the existing Petersburg economic, tourism, hospitality, and arts community.
- Support and provide funding for:
 - Jobs (including a percentage for Petersburg residents);
 - Employee Benefits;
 - Workforce training that includes Petersburg residents;
 - Community projects/organizations;
 - Programs/facilities for city youth (i.e., recreational facilities);
 - City schools and other education entities;
 - Police/fire/first responders;
 - Contracts with local businesses for supplies/services;
 - Programs to prevent and/or address addiction;
 - Safety/Security;
 - Any adverse impacts on the City and its residents.
- Pay taxes and fees to the City established by the Commonwealth of Virginia's gaming statutes, and in addition, pay to the City:
 - Upfront contribution of no less than \$60 million dollars and ongoing revenue sharing of at least \$5 million for at least the first four years of the casino's operation;
 - Meals Tax;
 - Lodging Tax;
 - Real Estate Tax;
 - Sales Tax;
 - Admissions Tax;
 - Property Tax;
 - Other gaming taxes, including percentages of the gross casino/all betting revenues, including sports gaming above 6%, required by the State Code;
 - Other applicable taxes/fees to the City.
- Plans, timeline, and revenues for/from a temporary casino.
- Detailed timeline to complete THE DEVELOPMENT buildout to full operation (no more than 8 years).

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Destination Resort, Real Estate Development, Retail,
Event Venue, Casino Development and Operation



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- All potential lost revenues shall be paid to the City if THE DEVELOPMENT completion timelines are not met.
- Financial plan for development and ongoing sustainability.
- Provide a first-class development that will become and remain the best representation of THE DEVELOPMENT in Virginia.



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City of Petersburg Overview

Petersburg is located approximately 23 miles south of Richmond and is part of the Richmond-Petersburg Metropolitan Statistical Area. It is strategically placed within a day's drive of the entire eastern seaboard. Interstates 95 and 85 provide direct access to the major Northeast and Southeast business centers, including New York, Charlotte, and Atlanta. In addition, U.S. Highway 460 crosses the City and provides a direct route to the international Ports of Hampton Roads. Railway freight service is provided by Norfolk-Southern and CSX, and Amtrak daily service is available. I-295 provides direct access to I-64 (east/west) and nearby Richmond International Airport. Petersburg is situated at the fall line of the Appomattox River and is the main gateway city for travelers entering Virginia from the south.

Formally incorporated in 1748, Petersburg is rich in history and character. The City was once at the forefront of industry and commercial opportunity and the second-largest city in Virginia. The Civil War essentially ended in Petersburg following a 9 ½ month siege, the longest on American soil, leading to the fall of Richmond. Petersburg was home to the largest free African American population during the 1800's. Much of the fine architecture of past centuries remains.

The largest economic driver for Petersburg and the region is neighboring Fort Gregg-Adams. The daily population of the Fort averages more than 29,000 and includes members from all branches of the military service, their families, government civilians, and contractors. Over 70,000 additional troops pass through Fort Gregg-Adams's classrooms each year, making it the third largest training site in the Army.

Petersburg faces both challenges and significant opportunities. From a financial perspective, the City has recovered from a near financial collapse in 2015 and today holds an A+ bond rating. While recovery continues, revenues are not adequate to meet the needs of the city's population (high poverty, poor health, K-12 challenges, and high unemployment) and an aging infrastructure. Petersburg can grow its tax base through economic development. An advanced manufacturing pharmaceutical campus in the City brings high-paying jobs and long-term growth. Economic development initiatives are vital to providing funds for new schools, healthcare programs, lower real estate taxes, capital improvements, increased tourism, and poverty reduction.

The above overview highlights the potential for Petersburg to capitalize on its strategic location and historical significance to drive economic growth and address its current challenges. The City is nearing completion of its new Comprehensive Plan, which can be viewed at www.petersburgvanext.com.

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Proposal Requirements

Qualifications and Experience

1. Name and all contact info (representative/email address/business mailing address/phone/fax) for the Respondent's point of contact.
2. Description of the Respondent and all partner entities, including company organizational structure, all officers, directors, members, partners, beneficiaries, and key personnel, including for each entity:
 - Indicate whether the Respondent or any partner entity is a minority or woman-owned business as defined in Va. Code § 2.2-1604 and any commitment from the Respondent to solicit equity investment in the proposed casino gaming establishment from one or more minority or woman-owned businesses and any commitment to solicit contracts with minority and women-owned businesses for the purchase of goods and services.
 - Identify every person or entity with a direct or indirect pecuniary interest in the project or casino operation. If a Respondent has a pending registration statement filed with the Securities and Exchange Commission, provide the names of those persons or entities holding interest.
 - Indicate whether any individual listed has been indicted, convicted, pleaded guilty or nolo contendere or forfeited bail concerning any criminal offense under the laws of any jurisdiction, either felony or misdemeanor (except for traffic violations), including the date, name, and location of the court, arresting agency and prosecuting agency, the case number, the offense, the disposition and the location and length of incarceration.
 - Indicate whether a gaming authority or commission has previously licensed any individual listed or is currently licensed by a gaming authority or commission.
 - Indicate whether any individual listed has previously been denied a license by any gaming authority or commission, as well as details of the application and denial.
 - Indicate whether any individual listed has previously had a license by any gaming authority or commission suspended, revoked, or not renewed and a statement describing the action, including the licensing authority, the date each such action was taken, and the reason for such action.
 - Indicate whether any individual or entity listed herein has ever filed or had filed against it a proceeding in bankruptcy or has ever been involved in any formal process to adjust, defer, suspend, or otherwise work out the payment of any debt, including the date of filing, the name, and location of the court, the case and number of the disposition.



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- Indicate whether any individual or entity listed herein filed or been served with a complaint or other notice filed with any public body regarding the delinquency in the payment of, or a dispute over the filings concerning the payment of, any tax required under federal, state or local law, including the amount, type of tax, the taxing agency and time periods involved.
 - List the names and titles of all officers and employees of the Commonwealth of Virginia, the City of Petersburg, or any political subdivision or other unit of state or local government in Virginia, as well as all blood or in-law relatives of such officers and employees, who, directly or indirectly, own any financial interest in, have any beneficial interest in, are the creditors of or hold any debt instrument issued by, or hold or have any interest in any contractual or service relationship with, the Respondent or any of its partner entities.
3. A description of Respondent's experience in the last five years in designing, developing, and operating destination resort casino projects and projects that include all elements of THE DEVELOPMENT. For each project, include:
- Name and location;
 - Total development cost;
 - Gaming mix (# of slot machines, table games, other);
 - Total gross gaming revenues for each of the last 5 years;
 - List and size of non-gaming amenities;
 - Number of hotels and hotel rooms;
 - Total gross non-gaming revenues for each of the last 5 years to the locality;
 - To the extent such information exists, the percentage of visitors from within the geographic region compared to the percentage of visitors from outside of the geographic region;
 - Total employment (FTE), total part-time employees, total contract labor, and average salaries;
 - Description of efforts towards minority, women, veteran, & local hiring;
 - Description of workforce training partnerships and collaboration;
 - Benefits provided and opportunities made available to employees, such as, but not limited to:
 - Health insurance;
 - Retirement benefits;
 - Training and advancement opportunities;
 - Economic mobility through ownership opportunities;



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- Childcare;
 - Housing assistance;
 - Efforts towards environmentally friendly and sustainable development and operation.
4. Evidence of the Respondent's community involvement in other jurisdictions, such as, but not limited to, public-private partnerships, local philanthropic involvement, community benefit agreements, project labor agreements, and memoranda of understanding or other agreements with local governments or other governmental entities for the provision of public services and infrastructure improvements. Description of Respondent's social programs and efforts to educate the community about gambling and alcohol addiction.
 5. A description of the Respondent's currently available sources of financing for the total cost of the destination resort casino and development (THE DEVELOPMENT), the amount of such currently available financing, and the extent to which such funds may be committed to other projects over the next 36 months.
 6. Validation/Certification of suitability and ability to pass background checks and be licensed as a casino gaming operator in the Commonwealth of Virginia pursuant to the Virginia Casino Act.

Respondent's Proposed Project (THE DEVELOPMENT)

1. Financial and Managerial Information - to facilitate the selection process, the following financial and managerial information must be included in all applicant proposals:
 - Annual reports (past 5 years) for all associated entities.
 - Financial structure details of any newly incorporated company, including controlling percentage interests, parties involved, and guarantees from parent corporations.
 - Information on current and projected projects, encompassing project costs and associated financing.
 - Proposed project financing details, distinguishing between debt and equity financing, and providing guarantees.
 - Financial projection information covering 10 years, growth and inflation factors, discount rates, departmental expenses, and comprehensive disclosure of financing and management fees.
 - Financial and management plan for long-term sustainability.



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2. Proposed DEVELOPMENT Site:

- Identify the Respondent's Proposed DEVELOPMENT Site.
- Include the collective size/configuration of the site as well as:
 - Any access requirements/hindrances or other barriers to THE DEVELOPMENT;
 - Any expected infrastructure improvements that Respondent believes will be necessary or otherwise proposes to be completed, and the estimated cost of such infrastructure (all of which will be at Respondent's sole expense);
 - Any other pertinent specifications for the collective site.
- List each of the parcels of real estate comprising Respondent's DEVELOPMENT site.
- For each parcel, the list shall include:
 - The parcel number as assigned by the Petersburg City Assessor;
 - The parcel address;
 - The current owner of the parcel;
 - The current zoning district applied to the parcel. If the Respondent believes a change to the parcel's zoning district or a Special Use Permit would be necessary to permit the Respondent's DEVELOPMENT, then the Respondent must indicate within its response.
- If the Respondent is not the current owner of any listed parcel, then the Respondent shall indicate whether it currently holds any options to purchase or other contractual rights to acquire, lease, or otherwise use the property for THE DEVELOPMENT (including any relevant details regarding such rights).
- In the event the Respondent does not hold contractual rights to acquire, lease, or otherwise use the property for THE DEVELOPMENT, then the Respondent must provide either: (i) a statement signed by the property owner indicating that the owner is willing to convey to the Respondent and is working with the Respondent to accomplish; or (ii) Respondent's plan to acquire the necessary real estate including a timeline under which the Respondent expects to get the necessary property rights.
- The Respondent shall also indicate whether THE DEVELOPMENT could move forward if the Respondent cannot acquire a particular parcel (and if so, how).

3. A description of the Respondent's development, to include:



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- A description of THE DEVELOPMENT conceptual plan, including any preliminary renderings, proposed branding, amenity mix, and overall scale.
- Gaming mix (# of slot machines, table games, other).
- Identification of the brand or theme that the operator would develop in Petersburg and details on how that brand or theme would promote visitation to Petersburg - such as but not limited to a description of the target audience and marketing approach.
- Estimates of the number of visitors to the proposed casino annually, as well as peak days or periods.
- To the extent such information is available, estimates as to:
 - I. Percentage of visitors living within the City of Petersburg compared to the percentage of visitors from outside of city limits.
 - II. Percentage of visitors living within the geographic region (i.e., Central Virginia) compared to the percentage of visitors from outside of Central Virginia.
 - III. Percentage of visitors from outside of Virginia.
- Projected gross gaming revenues for the first 5 years of operation (and copies of market assessments, if completed).
- Security plans for THE DEVELOPMENT, including the casino.
- Detailed projected balance sheets, income statements (detailed on a departmental basis), and cash-flow statements for the first five (5) years of operating the casino using generally accepted accounting principles (to the extent applicable) reflecting a best, worst, and most likely case outcome.
- Detailed projected balance sheets, income statements (detailed on a departmental basis), and cash-flow statements for the first five (5) years of operating THE DEVELOPMENT, not including the casino, using generally accepted accounting principles (to the extent applicable) reflecting a best, worst and most likely case outcome.
- Total development cost:
 - Provide preliminary estimation of THE DEVELOPMENT cost, including land cost, hard construction costs, and soft costs.
- A capital investment plan demonstrating the Applicant's ability and plan to comply with (or exceed) the requirements of Virginia Code Section 58.1-4108; and a description of the Applicant's currently available sources of financing the total cost of THE DEVELOPMENT, the amount of such currently available financing and the extent to which such funds may be committed to other projects over the next 24 months.
(NOTE - Va. Code Section 58.1-4108(B) states that the operator shall "(i) make a capital investment of at least \$300 million in the casino gaming establishment, including the value of the real property upon which such establishment is located and



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all furnishings, fixtures, and other improvements, and (ii) that the operator possess an equity interest equal to at least 20 percent of the casino gaming establishment.”)

- Phasing and timeline for THE DEVELOPMENT.
 - Sustainable development components, such as but not limited to: LEED standards to be met, energy efficiency, green infrastructure, landscape and stormwater management, green/open space.
-
- All proposed components of the hotels, including but not limited to the minimum number of keys, estimated average room rates, hotel brands, or level of quality of hotel brands.
 - Plans/potential opportunities for coordination and synergy with the City of Petersburg Tourism and Petersburg Area Regional Tourism.
 - List and size of any non-gaming entertainment, recreational space, and other family-friendly or non-gaming amenities (including retail, restaurants, meeting, conferencing, or other public spaces) as included in THE DEVELOPMENT.
 - Projected total non-gaming revenues for the first 5 years of operation (and copies of market assessments, if completed).
 - Description of how THE DEVELOPMENT will be “outward-looking” to engage pedestrians, provide transit links, and connect the community and the City’s existing restaurants, bars, hotels, entertainment venues, and other attractions.
 - Description of how the project will complement and be compatible with Petersburg’s culture and how it will showcase, stimulate, and improve the use of existing and future attractions, including tourism, events, and sports facilities.
 - Economic Impact Assessment, including estimates of direct and indirect job creation, impacts on local wages, taxes to be generated, and other revenues to be provided to the City.
4. A description of the employment policies for the DEVELOPMENT to include:
- Total estimated employment (FTEs), average annual salary, and the starting salary for the lowest-wage occupation. Include a breakdown of the full-time, part-time, and contract employees that comprise the total estimated FTEs.
 - Description of plans for hiring residents of the City and adjacent localities, including veterans, women, and minorities, together with the legal basis for incorporating such plans into the development agreement or other applicable contracts that may arise from this RFP.



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- Provide evidence of entering into and maintaining a labor peace agreement with each labor organization that is actively engaged in representing gaming or hospitality employees in Virginia and requests such a labor peace agreement.
 - Description of the Respondent's plan to provide benefits to and create opportunities for employees such as, but not limited to (please indicate which benefits apply to full-time employees, part-time employees, and contract employees):
 - Health insurance;
 - Retirement benefits;
 - Childcare;
 - Housing assistance;
 - Job/workforce training and advancement initiatives;
 - Commitment to opportunities for upward mobility.
5. A forward-looking community engagement plan to address concerns and ensure engagement of the citizens of Petersburg in the planning, development, and future employment opportunities of THE DEVELOPMENT.
6. Identification of potential adverse effects that might be caused by the proposed casino and THE DEVELOPMENT located on or near the Respondent's Proposed DEVELOPMENT site, including but not limited to, as applicable, the costs of meeting increased demand for public health care, childcare, public transportation, public safety, infrastructure, affordable housing, and social services. Include a plan to mitigate any potential adverse effects.
7. By submitting a proposal to the City of Petersburg for THE DEVELOPMENT, respondents pledge to support the right of the citizens of the City of Petersburg to vote on whether or not they want a casino in the community and **to not actively or indirectly campaign against the introduction of casino gaming to Petersburg** if Petersburg does not select the entity as the developer/operator of THE DEVELOPMENT (including a casino).



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Additional Information

Awareness Plan

The City of Petersburg's immediate goal is for its residents to be allowed to vote on whether they want a casino in their community. The City of Petersburg will continue to be included in State-level legislation. Respondents should include a brief strategy or plan for assisting the City of Petersburg in this effort if requested by the City.

Submission Instructions

Respondents must submit:

1. Ten (10) hard copies of the complete response to the RFP addressing all the Response Requirements stated herein.
2. One (1) electronic copy, provided on a thumb drive.

Timetable

City of Petersburg, Virginia RFP for THE DEVELOPMENT

- RFP Issued: Monday, February 12, 2024;
- Written questions due to the City of Petersburg no later than 10:00 a.m. EST on Wednesday, February 21, 2024;
- Responses to questions distributed no later than 5:00 p.m. EST on Friday, March 1, 2024;
- RFP responses are due at 10:00 a.m. EST on Monday, March 18, 2024;
- Review Committee Meetings begin on Tuesday, March 19, 2024;
- Presentation/Q&A from top 3 respondents: Town Hall Meeting in Petersburg on March 24, 2024, 1:30 p.m. - 3:00 p.m. EST at Petersburg City Library.

All respondents are urged to visit the City of Petersburg before submission. Questions regarding this RFP should be **directed to March Altman, City Manager**, maltman@petersburg-va.org, no later than 10:00 a.m. EST on Wednesday, February 21, 2024.

All responses to this RFP should be **delivered to March Altman, City Manager**, at 135 N. Union Street, 2nd Floor City Manager's Office, Petersburg, VA 23803, no later than 10:00 a.m. EST on Monday, March 18, 2024. We strongly recommend that all responses be hand-delivered.



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Confidentiality

The City of Petersburg will keep confidential portions of responses or responses in their entirety as requested by the responding firms. Pursuant to Virginia Code Section 2.2-3705(6), the City will keep all responses confidential until a developer/operator partner is selected and a development agreement is signed. Respondents should be aware that any information obtained through this RFI, not marked as confidential, may be utilized at the City of Petersburg's discretion in a fair and transparent manner.

Codes and Standards

Minority and/or female-owned businesses are encouraged to apply. The City of Petersburg is an equal opportunity employer and does not discriminate based on race, color, creed, national origin, or against faith-based organizations.

The Respondent, its officers, agents, employees, and any subcontractors, in the performance of this Agreement, shall comply with all applicable statutes and laws of the United States and the Commonwealth of Virginia, the Charter and ordinances of the City of Petersburg, and the applicable rules and regulations of the agencies of each. The Respondent does not, and shall not, during this RFP and any further negotiations or affiliations with the City of Petersburg, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.

During the RFP process, any further negotiations or affiliations with the City of Petersburg, the Respondent agrees as follows:

- The Respondent will not discriminate against any employee or applicant for employment because of race, religion, color, sex, or national origin except where religion, sex, or national origin is a bona fide occupational qualification reasonably necessary to the normal operation of the Respondent.
- The Respondent agrees to post in conspicuous places, available to employees or applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
- The Respondent also shall not discriminate against any handicapped person in violation of any state or federal law or regulation and shall also post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this additional nondiscrimination clause.
- In all solicitations or advertisements for employees placed by or on behalf of the Respondent, the Respondent will state that such Respondent is an equal opportunity employer.



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- Notices, advertisements, and solicitations placed under federal law, rules, or regulations shall be deemed sufficient for the purpose of meeting the requirements of this article.
- The Respondent will otherwise comply with all other applicable local, State, and Federal law provisions.

Drug-Free Workplace

During the RFP process, any further negotiations or affiliations with the City of Petersburg, the Applicant agrees to:

- Provide a drug-free workplace for the Respondent's employees and all subcontractors.
- Post in conspicuous places, available to contractors, employees, and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Applicant's workplace and specifying the actions that will be taken against employees for violations of such prohibition.

Appendices

2024 Virginia General Assembly - SB628 - Casino gaming; eligible host cities.
Attachment



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Attachment A

PROPOSAL SIGNATURE SHEET

In compliance with this Request for Proposals and to all the terms and conditions imposed therein and hereby incorporated by reference, the undersigned offers and agrees to furnish the services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation. Receipt of Addenda(s) is acknowledged:

My signature certifies that the accompanying proposal is not the result of, or affected by, any unlawful act of collusion with another person or company engaged in the same line of business or commerce, or any act of fraud punishable under Title 18.2 Section 489.4 of the *Code of Virginia of 1950*, as amended. Furthermore, I understand that fraud and unlawful collusion are crimes under the Virginia Governmental Frauds Act, the Virginia Government Bid Rigging Act, the Virginia Antitrust Act, and federal law, and can result in fines, prison sentences, and civil damage awards.

My signature also certifies that this firm has no business or personal relationships with any other companies or persons that could be considered as a conflict of interest or potential conflict of interest to the City of Petersburg, and that there are no principals, officers, agents, employees, or representatives of this firm that they have any business or personal relationships with any other companies or persons that could be considered as a conflict of interest or a potential conflict of interest to the City of Petersburg, pertaining to any and all work or services to be performed as a result of this request and any resulting contract with the City of Petersburg. Furthermore, offeror is in compliance with the *State and Local Government Conflict of Interests Act*, Section 2.2-3100, supplemented by Sections 2.2-4367 – 69 of the *Code of Virginia of 1950*, as amended. Specifically, no city employee, city employee's partner, or any member of the city employee's immediate family holds a position with the offeror such as an officer, trustee, partner or the like, or is employed in a capacity involving personal and substantial participation in the procurement transaction or owns or controls an interest of more than five percent.

To receive consideration for award, this signature sheet must be returned to the Procurement Office as it shall be a part of your response.

Complete Legal Name of Firm and address:

_____	Date: _____
_____	By: _____
_____	(Signature in Ink)
_____	Name: _____
_____	(Please Print)
_____ Zip Code: _____	Title: _____
FEIN No.: _____	Phone: (____) _____
E-mail: _____	Fax: (____) _____

Submit this form with Proposal

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Attachment B

OFFEROR DATA SHEET

Note: The following information is required as part of your response to this solicitation. Failure to complete and provide this sheet may cause your proposal to be deemed non-responsive.

1. Qualifications: The offeror must have the capability and capacity in all respects to fully satisfy all of the contractual requirements.

2. Offeror's Primary Contact:

Name: _____ Phone: _____

3. Years in Business: Indicate the length of time you have been in business providing this type of service, under the current name, as well as any prior names with dates:

Years: _____ Months: _____

4. Indicate below a listing of at least five (5) current or recent contracts (at least 6 months), either commercial or governmental, that your firm is servicing, has serviced, or has provided similar service. Include the length of service and the name, address, and telephone number of the point of contact.

A. Company: _____ Contact: _____
Phone: (____) _____ Fax: (____) _____
Project: _____
Dates of Service: _____ \$ Value: _____

B. Company: _____ Contact: _____
Phone: (____) _____ Fax: (____) _____
Project: _____
Dates of Service: _____ \$ Value: _____

C. Company: _____ Contact: _____
Phone: (____) _____ Fax: (____) _____
Project: _____
Dates of Service: _____ \$ Value: _____

D. Company: _____ Contact: _____
Phone: (____) _____ Fax: (____) _____
Project: _____
Dates of Service: _____ \$ Value: _____

F. Company: _____ Contact: _____
Phone: (____) _____ Fax: (____) _____
Project: _____
Dates of Service: _____ \$ Value: _____



City of Petersburg
Office of the City Manager
135 N. Union Street Petersburg, Virginia 23803
March Altman maltman@petersburg-va.org
(804) 733-2301

5. Business Category (Check all that apply)

- ☐ Small Business ☐ Women Owned and Controlled
- ☐ Minority Owned and Controlled ☐ Service Disabled Veteran Owned and Controlled
- ☐ None of the above

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Attachment C

**VIRGINIA STATE CORPORATION COMMISSION (SCC)
REGISTRATION INFORMATION SHEET**

The Offeror:

☐ is a corporation or other business entity with the following SCC identification number: _____ **-OR-**

☐ is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust **-OR-**

☐ is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, Offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the Bidder in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidders out-of-state location) **-OR-**

☐ is an out-of-state business entity that is including with this bid an opinion of legal counsel which accurately and completely discloses the undersigned Bidder's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

Please check the following box if you have not checked any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the City of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for bids: ☐

Submit this form with Proposal Response

RFP #58853

Destination Resort, Real Estate Development, Retail,
Event Venue, Casino Development and Operation



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Attachment D

Proprietary/Confidential Information Summary Sheet

NAME OF FIRM/OFFEROR: _____

Trade Secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the Offeror must invoke the protections of Va. Code § 2.2-4321 F in writing, either before or at the time of the date or other material is submitted. The written notice must specifically identify the data or materials to be protected including the section of the proposal in which it is contained and the page numbers and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. In addition, a summary of proprietary information submitted shall be submitted on this form. The classification of an entire proposal document, line item prices and/or total prices or total proposal prices as proprietary or trade secrets is not acceptable. If, after being given reasonable time, the Offeror refuses to withdraw such a classification designation, the proposal will be rejected.

Document or Section/Title	Specific Page Number(s)	Reason(s) for Withholding from Disclosure. See the Reason Codes listed below.

Identify the reason for withholding from disclosure by applying the applicable code from below and/or by written explanation.

- A = This page contains information relating to "trade secrets", and "proprietary information" including possesses, operations, style of work, or apparatus, identify, confidential statistical data, amount or source of any income of nay person (or) partnership. "See the Virginia Public Procurement Act, Section 11-52(D). Unauthorized disclosure of such information would violate the Trade Secrets Act 18 U.S.C. 1905.
- B = This page contains proprietary information including confidential, commercial or financial information which was provided to the Government on a voluntary basis and is of the type that would not customarily release to the public. See the Virginia Public Procurement Act, Section 11-52(D); 5 U.S.C. 552 (b) (4); 12 C.F.R.309.5(c) (4).
- C = This page contains proprietary information including confidential, commercial or financial information. The disclosure of such information would cause substantial harm to competitive position and impair the Government's ability to obtain necessary information from contractors in the future. 5 U.S.C. See the Virginia Public Procurement Act, Section 11-52 (D); 552 (b) (4); 12 C.F.R. 309 5 (c) (4).

Signature _____ Date: _____
Name (Printed) _____ Title: _____

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RFP #58853

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Destination Resort, Real Estate Development, Retail,
Event Venue, Casino Development and Operation



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Attachment E

MINORITY BUSINESS REPORT

It is the intent of the City to promote small business (SBE), minority business (MBE), and women-owned business (WBE), you are requested to report the total dollars that will be sub-contracted to each of the business classifications pertaining to this contract. If you should sub-contract with SBE's, MBE's, and WBE's, it is important that you list the dollar figures separately for each general classification.

The success of the City to track the amount of business received by SBE, MBE, and WBE Firms (whether as a prime contractor or a subcontractor) is dependent upon the business community partnering with us in this important endeavor. Failure to report the dollars in the categories below may result in the application of stronger requirements being placed on bidders to assure that SBE, MBE and WBE firms receive benefits from City contracts.

Complete the following information and return this form with your proposal. IF you are a SBE, MBE or WEB, please check on of the following boxes:

☐ SBE

☐ MBE

☐ WBE

If you are non-subcontracting, even if you are a S/M/WBE, put zeros in the spaces below.

Total SBE Dollars to be Sub-contracted \$ _____

Total MBE Dollars to be Sub-contracted \$ _____

Total WBE Dollars to be Sub-contracted \$ _____

If you are not a SBE, MBE, or WBE and you do not plan to utilize such firms in this contract please state your reasons:

Submit this form with Proposal Response

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Destination Resort, Real Estate Development, Retail,
Event Venue, Casino Development and Operation