CITY OF SAN ANTONIO
CENTER CITY DEVELOPMENT OFFICE

Plaza de Armas Retail Opportunity

Healthy Retail/Café Concept

Summary

Plaza de Armas consists of four buildings, adjacent to Military Plaza and the Spanish Governor's Palace. Just steps away from City Hall, these buildings are listed on the National Register of historic places as well as Registered Texas Historic Landmarks. The City has owned the buildings since the 1980's and has undertaken a $8.1M renovation of the 41,000 square feet of space for office and retail uses. This multi-use space will be composed of city offices, communication studios, retail and a gallery to promote cultural and creative development. The buildings will house the Office of Cultural Affairs including public gallery space, San Antonio Film Commission, City Communications Office as well as public and government access television studios.

As part of this renovation, approximately 2,496 square feet located at the corner of a historic building is available for lease. The location has excellent visibility with window frontage on Dolorosa Street and has the potential for the placement of exterior patio seating. Dolorosa is a east bound one-way street seeing an average of 13,800 vehicles per day leading from IH35 into the heart of the downtown. Adjacent to Spanish Governor's Palace is West Commerce, which is a west bound one-way street seeing an average of 12,190 vehicles per day from IH 37 to Market Square.

A "white box space" will be delivered to the operator by June of 2013. The space will include one finished unisex restroom and approximately 275 square feet of storage in the basement of the building. The space's proximity to a large open space also allows a potential fitness retailer a location for outdoor workouts and gatherings. Limited front door parking and along Dolorosa Street would be made available to the operator for customers. The newly renovated building is planned to reopen in November of 2013.

The long-term plan is to eventually transform the parking lot residing between the Plaza de Armas building and City Hall into a plaza-like environment with space for outdoor gatherings, events and dining. Directly behind the Plaza de Armas building is the San Pedro Creek, which is listed as one of the four creeks identified in the San Antonio River Authority's Westside Creeks Restoration Project Concept Plan. Plaza de Armas is located in The Civic Center Catalyst Site with one of the proposed improvements for the area identified as a linear park connecting El Mercado and the River Walk District. To learn more about this exciting project go to http://westsidecreeks.com/aboutcreeks/sanpedro.html.

To arrange a tour of the space, please call Colleen Swain at 210.207.4089.

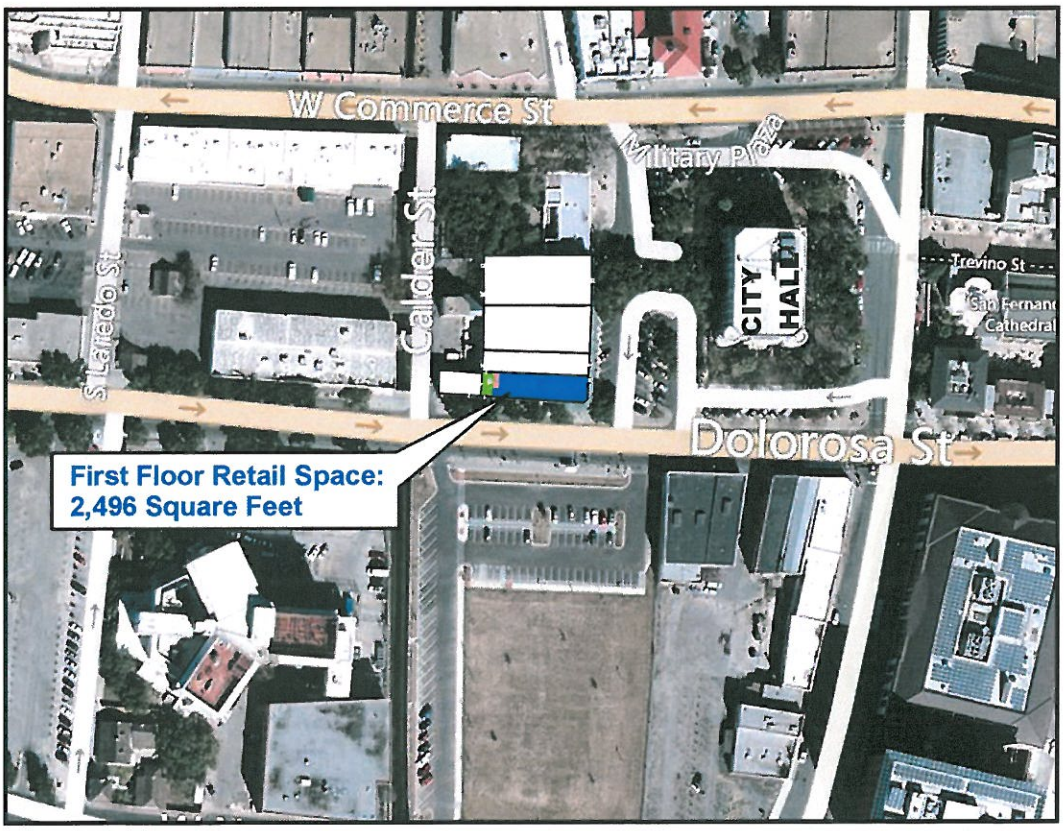
BACKGROUND INFORMATION

The Center City Development Office hired HR&A Advisors this past fall to create a retail growth strategy for the Center City area with specific emphasis on the West Commerce District. The consultant made specific recommendations regarding the West Commerce District which is bordered by Houston Street to the north, West Nueva to the south, the river to the east and highway IH-35 to the west.

There are three main consumer markets that impact Center City as defined by the Study: visitors (26 million/yr), workers (68,200) and residents (18,200). Compared to Center City, the West Commerce District has a higher density of workers (3x greater), and a higher rate of office-using workers. Worker density of 36,900 per square mile indicates a strong market for shops and services within the District. The user groups listed above currently generate $110 million in capturable retail spending potential, while there is $61 million in existing sales within the District. The study identifies potential for growth within the district in current unmet spending potential close to $48 million.

Over half of Center City's 68,200 workers are employed in government, education, health and hospitality. It should be noted that there are approximately 4,800 people working in the West Commerce District, plus an additional 4,000 within the two blocks to the north and south.

This corridor is driven primarily by office workers and to some extent visitors by its adjacency to Spanish Governor's Place and location between Main Plaza and Market Square. The Study recommends that the Plaza de Armas location since under City control should be targeted for retail recruitment. The study recommends a limited service healthy eating establishment possibly co-located with a fitness related retailer.



The purpose of this Request for Information (RFI) is to enable the City of San Antonio, Center City Development Office, ("City") to obtain information from respondents with the intent to enter into contract negotiations for the establishment of a Healthy Retail/Café Concept for approximately 2,496 square feet of first floor retail space located within the Plaza de Armas Building located directly west of City Hall. The City envisions that this space will be occupied by a healthy café possibly combined with a retail concept that together promote an overall healthy lifestyle in coordination with the goals determined by SA202 and the City's Wellness Program.

In the Fall of 2010, the Mayor initiated a community wide planning effort called SA2020. The mission of SA2020 is to catalyze the entire San Antonio community into passionate, focused, and sustained action to achieve the shared goals that will transform San Antonio into a world-class city by the year 2020 in eleven key vision areas. Two of the 11 key vision areas were Downtown and Health & Fitness. In 2020, Downtown is the heart of San Antonio and is every-one's neighborhood and San Antonio's residents are among the healthiest in the country.

Additionally, the City has initiated a Wellness Program that will create a corporate culture of wellness that helps employees to meet their optimum health goals by incentivizing increased engagement in healthy lifestyle choices. This includes incentive programs that are outcome based, rewarding participants for healthy dining choices and physical activity resulting in positive overall health for the employees. Respondents are encouraged to present ideas that will form a sustainable working relationship with the City while enabling the City to realize its wellness goals.

Preference will be given to respondents that best meet the City's vision for the space.

This RFI is for information and planning purposes and should not be construed as a solicitation or as an obligation on the part of the City of San Antonio.

Respondent Information

Provide the following information regarding the Respondent.

Respondent Name: _____
(NOTE: Give exact legal name.)

Principal Address: _____

City: _____ State: _____ Zip Code: _____

Telephone No. _____ Fax No: _____

Website address: _____

Contact Information

List the one person who the City may contact concerning your proposal or setting dates for meetings.

Name: _____ Title: _____

Address: _____

City: _____ State: _____ Zip Code: _____

REQUESTED INFORMATION

Respondents shall provide the following information with their response:

Through this RFI the City of San Antonio is seeking information on the desirability of entering into a lease for the operation of a limited service healthy eating establishment possibly co-located with a fitness related retailer or similar concept. The City is willing to investigate economic development grants, rental rebates and other incentives to assist with tenanting this location. Respondents should provide the following information:

- A Letter of Interest that states the type(s) of contractual arrangement(s) including financial remittance that might be appropriate and best suited to meet the City's objectives of establishing a location that offers healthy dining options and also encourages a healthy lifestyle within center city.

- Provide a brief company description to include the number of years in operation, level of expertise in services provided, financial status of company and relationship to any larger business entity. Joint partnerships with other companies will be considered in order to deploy the overall concept, however all entities will need to provide the information requested above.

- Provide contact information for the company representative who will respond to questions or request from the City for additional information.

- A high level business plan and operational strategy including a marketing plan

- Provide the vision, objectives and management/operational philosophies for the Plaza de Armas location to include customer service and environmental friendly policies.

- Provide a description of services proposed to be provided at the Plaza de Armas location.

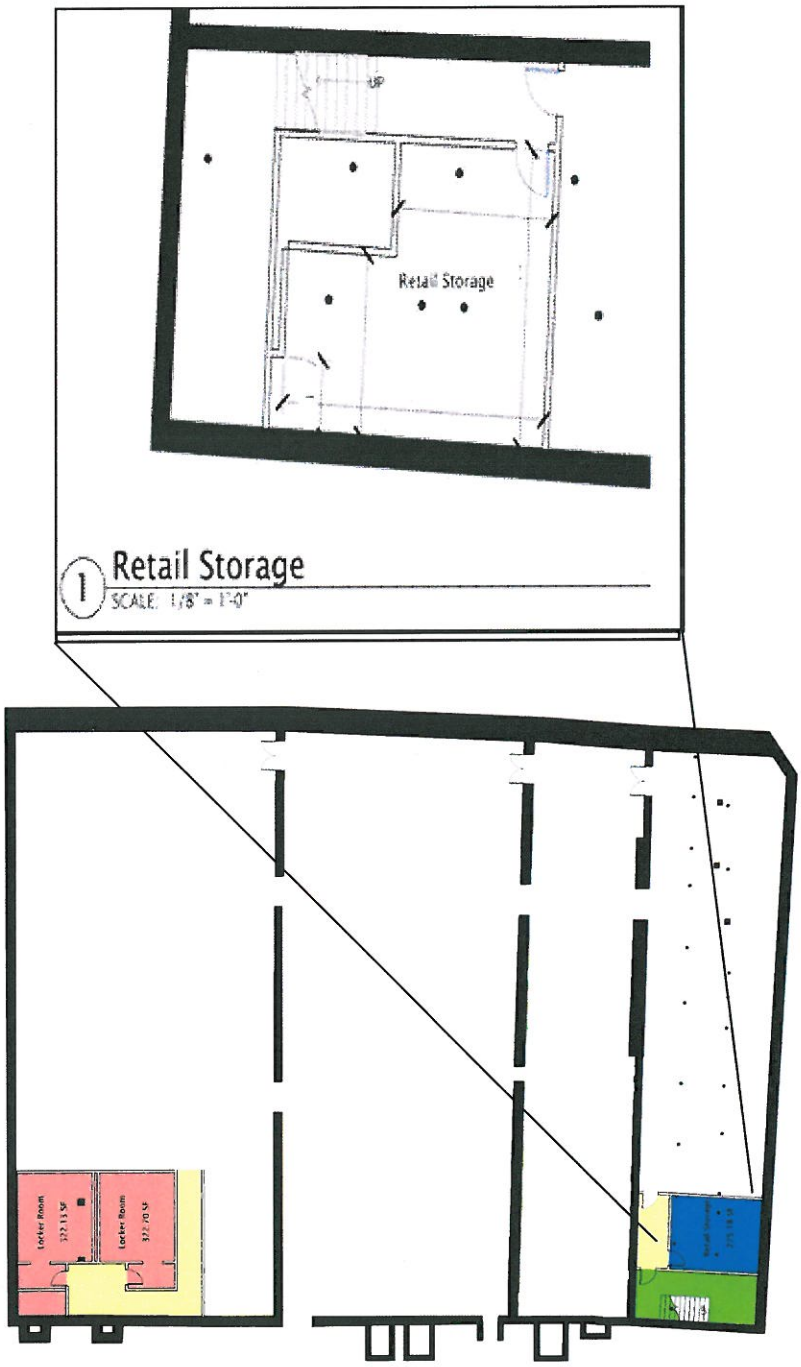
- Provide a proposed schedule of hours and days that the Plaza de Armas location will be in operation

- Operational requirements and or improvements required for the existing space.

- High level timelines/schedules required in order to open the healthy retail/café concept by November of 2013.

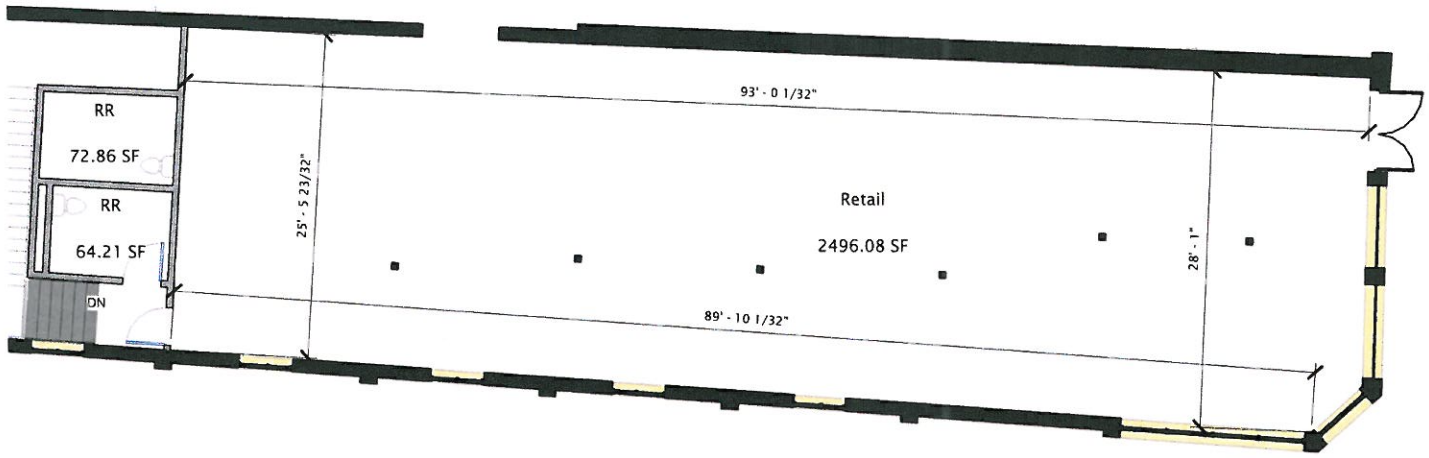
- Additional Information: The City welcomes Respondents to submit any pertinent information that the City should consider, including topics that the City has not included in our RFI.

PLAZA DE ARMAS BASEMENT FLOOR PLAN



City of San Antonio
Plaza de Armas
BASEMENT FLOOR AREA

FORD
POWELL
& CARSON
ARCHITECTS & PLANNERS, INC.
1138 East Commerce
San Antonio, Texas 78205
210 / 226-1346
210 / 226-6482 (fax)
www.fpcarch.com
09/05/2012



1 Retail Space Plan
SCALE: 1/8" = 1'-0"

FORD
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09/17/12

City of San Antonio
Plaza de Armas
RETAIL SPACE

General Terms and Conditions of the Request for Information (RFI)

1. This is **ONLY a REQUEST FOR INFORMATION (RFI)** and should not be construed as intent, commitment or promise to enter an agreement with a respondent.

2. The City of San Antonio will not be obligated to any Respondent as a result of this RFI. The City is not obligated for any cost incurred by vendors in the preparation of the Request for Information. The City will not pay for any information herein requested nor is liable for any costs incurred by the vendor. For economy of presentation, special bindings, colored displays, promotional materials and the like are not required but if they are presented, the City will not be responsible for this cost.

3. This RFI is being submitted strictly for the purpose of gaining knowledge of the concepts available on the market that address the purpose of the RFI.

4. The City will review all information and recommendations received to assess our needs and define our requirements.

5. Confidential or Proprietary Information. All Request For Information responses become the property of the City upon receipt and will not be returned. Any information deemed to be confidential by Respondent should be clearly noted; however, City cannot guarantee that it will not be compelled to disclose all or part of any public record under the Texas Public Information Act, since information deemed to be confidential by Respondent may not be considered confidential under Texas law, or pursuant to a Court order.

6. The City welcomes vendors to submit any pertinent information that the City should consider, including topics that the City has not included in our RFI.

RESPONSE SUBMISSION

The deadline for submitting the Proposal Response is **10:00 a.m., Central Time, November 12, 2012.** Please submit four (4) copies of your response in a sealed envelope marked, "Healthy Retail/Café Concept for Plaza de Armas Building".

Responses should be submitted in person or by mail to:

Mailing Address: City of San Antonio, Building and Equipment Services
ATTN: Healthy Retail/Café Concept for Plaza de Armas Building
Chris Kurzon
Real Estate Manager
P.O. Box 839966
San Antonio, Texas 78283-3966

Physical Address: City of San Antonio, Building and Equipment Services
ATTN: Healthy Retail/Café Concept for Plaza de Armas Building
Chris Kurzon
Real Estate Manager
114 West Commerce, 2nd Floor
San Antonio, Texas 78205

This RFI is posted on the City of San Antonio web page: www.sanantonio.gov/RFPListings/

Any submissions after 10:00 am, November 12, 2012 will not be accepted.