

Wharves at Choptank Crossing Restaurant Request for Developer/Operator Qualifications

Requests for developer Qualifications are being solicited by the Denton Development Corporation (DDC) and the Town of Denton for a Developer led Design/Build/Operate team to provide a turnkey proposal for the development of a Riverfront Restaurant on a parcel of property owned by the Town of Denton within Crouse Park on the Choptank River. The selected Developer will enter into a long-term lease for the parcel with applicable use restrictions and other covenants.

A Riverside Restaurant is an approved use for the site's zoning and the site is in a Critical Area Buffer Exemption Area (BEA). The DDC and Town will provide surveys, environmental permits and specified improvements to the site including wharves, buffer zone landscaping, and a portion of the related infrastructure (roadway improvements, water, sewer, and electric). The DDC and Town also have grant funding secured that will pay for a portion of the Restaurant building's costs. The Developer will be responsible for the restaurant building design as well as the construction documents required for securing a building permit. Several scenarios for financing the construction, ranging from grant subsidies to negotiated cost sharing will be evaluated. Furnishings, fixtures, equipment, and operation of the completed complex will be the responsibility of the Development Team.

Interested Developers should submit a qualifications package including: similar project experience; capacity for financing the design, construction, and operations; references; and identification (and brief vitae) of key staff consultants, contractors and operational management personnel.

The Developer qualifications will be reviewed and a short list developed for project interviews with the DDC and Town Selection Committee. Selection of a Developer will be based on an evaluation and rating of the following criteria with weights assigned by the Committee:

- Experience with Similar Turnkey Projects
- Similar Key Staff and Team experience
- Financial Capacity
- Ability of Project to Create Jobs
- References
- Building Architectural concepts
- Restaurant Style, Typical Menu/Pricing and Hours of Operation
- Restaurant Operation Pro Forma
- Interview (to be scheduled)

Interested Developers will be provided with a Basic Information Package for developing a qualifications package and introducing any specific concepts for the proposed project. A date for a site visit and project informational meeting will be identified in the Basic Information Package. The Developer's Qualifications Package shall be submitted in duplicate by January 9, 2012 (or such date as specifically arranged between the Developer and the DDC (postmarked) to the Denton Development Corporation: P.O. Box 548 Denton, MD 21629. The Qualification Package shall address all the rating criteria listed above in the order listed. The short listed Developers will be invited to present their qualifications and project concepts to the selection committee during an interview to be scheduled after submitted qualifications are evaluated.

For questions, a Basic Information Package or additional information, please contact the DDC Project Manager Glenn Collinsby phone at (410) 479-4305 or by email: gcollins@dentondevelopmentcorp.com.