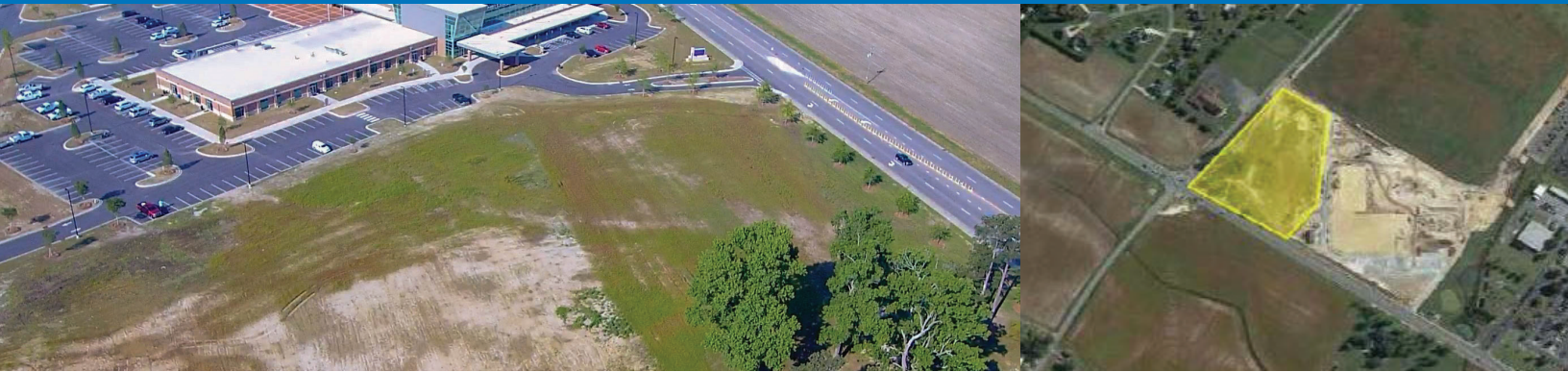


# Request for Proposal for Hotel at the Maxwell Center



The City of Goldsboro is seeking proposals, letters of interest and information from qualified development companies for the development of a key hotel site adjacent to the Maxwell Regional Agricultural and Convention Center, or more commonly referred to as the Maxwell Center.

The Market and Feasibility Study for a Proposed Hotel at the Maxwell Center has been completed by the reputable firm, HVS. Their analysis of the project includes development costs, mortgage and equity component, terminal capitalization rate, and mortgage-equity methods—data that projects a 13.5% rate of return for an investor after a ten-year holding.

## SUBMITTAL REQUIREMENTS & CONTACT INFORMATION

Respondents are requested to submit proposals to the City that outline plans for the development of a hotel. Respondents should identify a single contact person for all correspondence and notifications. Submissions should entail the following:

- A brief background and history of developer.
- Examples of other hotel projects conducted, ideally, within the last five years.
- List project scope, deliverables, contact information and final outcome.
- A proposed time frame for completing the assignment.
- Incentives for the City & County to consider, in addition to the contributions listed in brochure.
- All other relevant information that will assist the review committee in the evaluation.

If you have any questions, need additional information or would like to schedule a site visit, please contact the City of Goldsboro. Proposers should send their information by email or mail to: Ashlin Glatthar, Director of Travel & Tourism, [aglatthar@goldsboronc.gov](mailto:aglatthar@goldsboronc.gov), 308 N. William Street, Goldsboro, NC 27530.

## EVALUATION AND SELECTION PROCESS

The City Manager will designate a panel to evaluate all proposals received in response to this solicitation. The panel will evaluate proposals based on the submitted information and material as set forth above. The evaluation will also be based upon individual panel members' judgment as to the degree to which proposals (1) demonstrate Project Feasibility as proposed and (2) general responsiveness to terms and conditions that appear to meet with the needs of the project.

Notwithstanding, the City and County reserve the right to reject any or all submittals at its sole and absolute discretion, or to extend the deadline for receipt of proposals or modify this solicitation at any time. Members of the panel and other City or County staff may contact references and industry sources, and may investigate previous projects (that may include site visits).

## PROJECT TIMELINE

Proposal submittals are due by **November 5, 2018 by 5 PM EST**. The review committee will shortlist the proposals and make notifications **November 12-16, 2018** to relay next steps.