



June 4, 2018

BOCC Work Session

Admin II

Restaurant Lease Space

Update

Background

- BoCC approved renovation including two restaurant lease spaces in 2015
- Construction completion scheduled for Sept. 2018
- Economic Expansion on E. Main Street



Restaurant Overview

- Open evenings and weekends
- Potential for ABC permits
- Patio seating
- Mix of restaurant styles





SOUTHEAST CORNER

Durham County Judicial Building Renovation



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SITE PLAN








Durham County Judicial Building Renovation



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FIRST FLOOR SPACE



	VERTICAL CIRCULATION
	1,432 SF
	EXTERIOR PLAZA
	14,878 SF
	CONFERENCE ROOMS AND STORAGE
	4,850 SF
	BUILDING LOBBIES
	6,507 SF
	TOILETS
	944 SF
	RETAIL OCCUPANT AREA
	6,348 SF
	BUILDING SHAFTS

New Course for Durham County

- Highly Visible “Front Door” to Admin II
- Importance of Successful Tenants
- Challenges With New Restaurants
- Commitment to Select for Success



Process for Selection of Tenants

- Begin With Guiding Principles
 - Past Board comments
 - Protection of the County's financial interests
 - Advice and Input from our Partners – DDI, MSH Consulting Group, The Institute, SCTDC



Guiding Principles

- Activation of E. Main Street
- Strong Business Plan and Solid Financials
- Diverse and Small Business Participation
- Quality Products at Affordable Prices
- Uniqueness in the Market



RFQ/P Selection Process

- County to issue Request for Qualifications and Proposal
- Two step RFQ/P process to ensure small businesses are not overburdened
- Technical assistance to be provided by two partners:
 - The Institute
 - Small Business and Technology Development Center



Selection Process, cont.

- Phase I – Qualifications and Business Plan
 - Year 1 Budget and Financing Plan
 - Management Team
 - Restaurant Concept
 - Operations
 - Marketing Strategy
- Committee to select short-list of responses to move into Phase II



Selection Process, cont.

- Phase II – Financial Projections and Proposal
 - Proposed Lease Rate and Tenant Improvements
 - Detailed Capital and Operating Budgets
 - 5-year Projected P&L
- Select 2 finalists to move into Lease negotiations and lease
- Tenants and leases brought to the Board for approval



Activities and Timeline

- June – September
 - Advertise RFQ Opportunity
 - Proposers Site Visits
 - Phase I Submittals Evaluated and Short Listed
- October – November
 - Phase II Submittals Evaluated
 - Two Tenants Selected
 - Negotiate Lease Agreements
- December-January
 - Board Approval
 - Lease Term and Tenant Improvements Begin



Activities and Timeline

- February - May
 - Lease begins
 - Tenant Improvements and upfit will take approximately 120 days to complete



Next Steps

- Board will be asked to adopt a Resolution confirming that potential Tenants are authorized to obtain ABC permits.
- Staff will provide updates on RFQ issuance and informal progress updates.
- Board approval of selected tenants and leases





SOUTH ENTRANCE