Winchester Towers Industry Day

April 6, 2015

Welcome and Introductions

About Winchester

- Population – 27,216 (2013)
- Size – 9.3 square miles
- Council/Manager form of government
- Budget – $209,779,268 (FY15 Adopted)
  - General Fund - $82,067,000
  - Schools - $59,471,268
  - Capital Improvements - $19,055,000
- Major Employers (1,000-4,999 employees)
  - Winchester Medical Center
  - Rubbermaid Commercial Products
- Major Employers (500-999 employees)
  - O'Sullivan Films, Inc.
  - Shenandoah University
  - National Fruit
  - Winchester Public Schools
  - City of Winchester
  - Rubbermaid Commercial Products

A rich history

- 1744 – Winchester founded by Col. James Wood
- 1752 – Received town charter
- 1758 – George Washington elected to first public office
- 1808 – Central water system installed, 3rd oldest public water system in U.S.
- 1862-1864 Civil War – Winchester changed hands approximately 70 times between Union and Confederate
- 1874 – Town becomes City and independent from County
- 1895 – Judge John Handley bequeaths funding for JHHS, Library, School for black students and private endowment
- 1900 – Rouss City Hall built

Mission and Vision

Mission

To be a financially sound City providing top quality municipal services while focusing on the customer and engaging our community.

Vision 2028

To be a beautiful historic city and a hometown for families with a vibrant downtown, growing economy, great neighborhoods with a range of housing options and easy movement.

Disclaimer

- ***Information shared for today's Industry Day Briefing is for planning purposes only and is not to be construed as a formal solicitation by the City of Winchester.***

Overview

- City Staff was prompted by City Council's 2013 Strategic Plan to create an events center development plan; also specifically referenced Winchester Towers Redevelopment as a goal.
- The City's Economic Development Authority solicited the services of Strategic Advisory Group (SAG) to determine if Winchester's market could support an events center and locate a premier location for the facility.
- SAG determined the two premier locations would be the Winchester Towers or the parking lot adjacent to the George Washington Hotel that is owned by Frederick County.
- Based on property being for sale, City Staff pursued the acquisition of the Winchester Towers; acquired in September 2014.

Overview

- Two public information open houses (PIOH) were held to discuss development ideas for the Winchester Towers
- Results from event supported the development of a conference center with accompanying hotel rooms or a mixed-use facility
- The Winchester Common Council also recognized the importance and need for multi-use development in the Winchester Towers
- The revised draft RFP reflects this input and requests proposals that incorporate creative uses of the property

https://www.winchesterva.gov/city-projects/winchester-towers

Industry Day Overview

- Comments and Questions Regarding the Draft RFP
  - Allows potential development teams to ask questions about the draft RFP and overall public procurement process.
- Project Specific Questions
  - Questions and comments from potential development teams regarding the potential end use of the property or any other re/development specific questions.
- Brief tour of Winchester Towers
  - Please stay with group!

Resource Library

- Phase I Environmental Site Assessment
- Market Validation & Feasibility Study from SAG
- Summary Presentation of Findings from SAG
- 2002 Survey of 200-214 North Cameron Street
- Zoning map of Winchester
- Winchester Towers Public Open House Brochure
- Various exterior and interior pictures of Winchester Towers

https://www.winchesterva.gov/city-projects/winchester-towers/resource-library

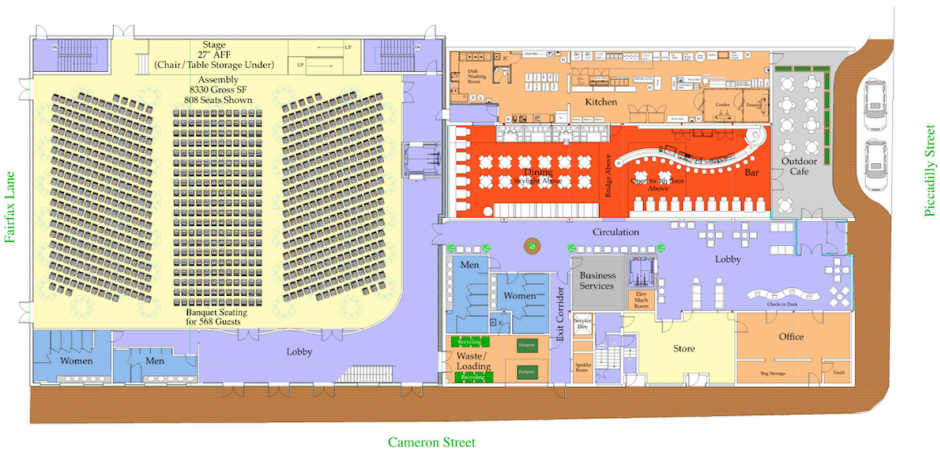
Projected Timeline of Project

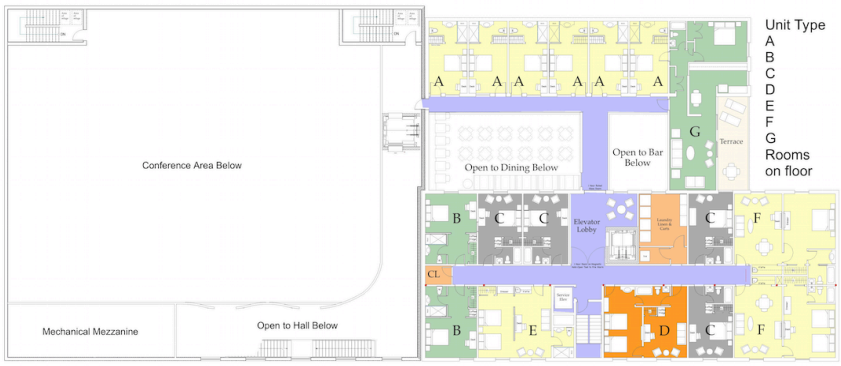
Release of Draft RFP	March 11, 2015
Industry Day	April 6, 2015
Deadline for Receipt of Written Questions on Draft RFP	April 17, 2015
Deadline for Publication of Written Answers	May 1, 2015
Issue Final RFP	May 11, 2015
Proposals from Firms Due	June 19, 2015
Proposal Review Process	June 2015
Interviews with Firms	TBD
Presentation of Recommendation to City Council	July 2015
Development Agreement Negotiation	August 2015
Deadline for Master Agreement Execution	September 2015

NOTE: The City may publish Answers more than once during the question and answer period.

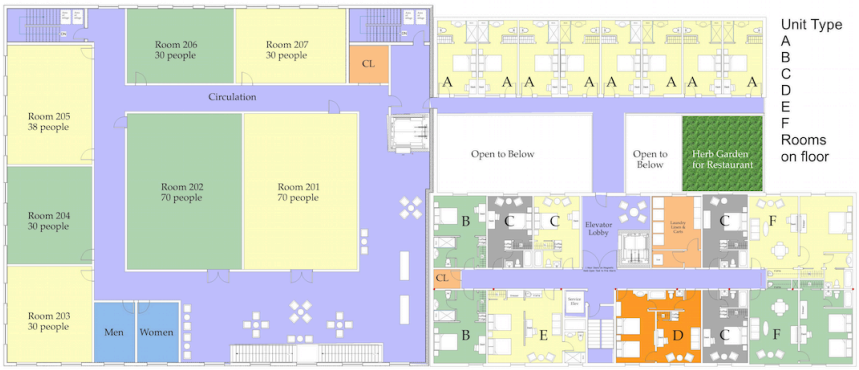
Winchester Towers

Winchester Towers





Unit Type	Quantity
A	6
B	2
C	4
D	1
E	1
F	2
G	1
Rooms on floor	17



Unit Type	Quantity
A	8
B	2
C	4
D	1
E	1
F	2
Rooms on floor	18

Winchester
Towers
Hotel
and
Conference
Center

Questions or Comments?