



ECONOMIC DEVELOPMENT AUTHORITY
REGULAR MEETING
AGENDA

August 27, 2024
5:30 PM

Council Chambers, Rocky Mount Municipal Building
345 Donald Avenue, Rocky Mount, Virginia

The Town of Rocky Mount is pleased to offer assistive listening devices for meeting attendees with special hearing needs. Please ask any staff member or the clerk for assistance.

Call to Order and Welcome

1. Roll Call of Members Present
2. Approval of Agenda
3. Review and Consideration of Minutes
 - 3.a. June 25, 2024 - Regular Meeting Minutes
4. Secretary's Report
5. Staff Updates
6. Committee Reports (None)
7. Old Business
 - 7.a. Downtown Bank Building
8. New Business
 - 8.a. Harvester Updates
9. Authority Board Comments
10. Upcoming networking events & EDA Meeting
 - 10.a. Community Partnership - September 9, 2024 9:00am (1035 Franklin St)
 - 10.b. Franklin County Connects - September 11, 2024 9:00am (Franklin Center)
 - 10.c. EDA Meeting - September 24, 2024 5:30pm (Town Municipal Building)
11. Adjournment

**TOWN OF ROCKY MOUNT
ECONOMIC DEVELOPMENT AUTHORITY
REGULAR MEETING MINUTES
June 25, 2024
5:30 P.M.**

The Economic Development Authority (EDA) of the Town of Rocky Mount, Virginia met at the Rocky Mount Municipal Building on Tuesday, June 25, 2024, at 5:30 p.m., with Chairman Adam Lynch, presiding.

ROLL CALL OF MEMBERS PRESENT

Board Members Present: Chair Adam Lynch, Vice Chair Justin Muse, Economic Development Authority Board Members Anna Robertson, Ruth Cook, Doug Williams and Bernice Cobbs

Board Members Absent: None

Others Present: Economic Development Director Daniel Pinard, EDA Secretary Cherie Compton

APPROVAL OF AGENDA

Additions or Corrections: None

Motion: To approve the agenda as presented

Motion By: Vice Chair Justin Muse

Second: Member Ruth Cook

Action: Approved by a unanimous vote of members present

REVIEW AND CONSIDERATION OF MINUTES

Let the record show that prior to the meeting, Economic Development Authority received the following draft minutes for review and consideration of approval:

March 26, 2024 - Regular Meeting Minutes

May 6, 2024 – Special Called Meeting Minutes

Motion: To approve minutes as presented

Motion By: Vice Chair Justin Muse

Second: Member Anna Robertson

Action: Approved by a unanimous vote of members present

SECRETARY REPORT

Secretary Cherie Compton advised members that the statement ending May 31, 2024, had a balance of \$5,000.00.

STAFF UPDATES

Economic Development Director Daniel Pinard provided the following business updates:

- North Main Revitalization Project progress
- The Town was awarded a Virginia Tourism Grant for marketing
- Concrete plant hopes to be moved by end of August
- Former Atlantic Bank building purchase downtown
- Sidewalk stencils coming in the new budget year
- Rocky Mount Fest set for September 21 starting at 3:00pm
- Updates to the tourism page for Rocky Mount (discoverrockymount.com)

COMMITTEE REPORTS

None at this time

OLD BUSINESS

None at this time

NEW BUSINESS

Chair Adam Lynch attended and gave an update from the VEDA (Virginia Economic Developers Association) conference. This year's topic was creating a community and lifestyle to help your economic development. The fall meeting will be held in Roanoke this year.

Quarterly Payments

Daniel requested approval for the EDA to accept the check from the Town and quarterly accounting checks to be written to the Harvester Performance Center LLC in the amounts of \$170,000.

Motion: To accept the check from the Town in the amounts of \$170,000 and checks to be written to the Harvester Performance Center LLC in the amounts of \$170,000

Motion By: Vice Chair Justin Muse

Second: Vice Member Doug Guilliams

Action: Approved by a unanimous vote of members present

AUTHORITY BOARD COMMENTS

Vice Chair Justin Muse asked if staff and authority could work on more children events. Chair Adam Lynch asked about the new projector at the Harvester maybe showing children's movies. Member Ruth asked if the Town could consider or look into a tornado warning other than text or social media, member Bernice Cobbs mentioned the middle school and high school did have siren warnings. Members all agreed to cancel the July meeting due to several members being out of town. An open discussion ensued.

UPCOMING NETWORKING EVENTS & EDA MEETINGS

Community Partnership – July 8, 2024, 9:00 am (1035 Franklin St)

Franklin County Connects – July 10, 2024, 9:00 am (Franklin Center)

EDA Meeting – July 23, 2024, 5:30 pm (Town Municipal Building)

ADJOURNMENT

Motion to Adjourn By: Member Bernice Cobbs

Second: Member Ruth Cook

Action: Adjourned by a unanimous vote of members present

Time of Adjournment: 6:13 p.m.

Adam Lynch, Chair

ATTEST:

Cherie Compton, Secretary

Draft



**REQUEST FOR PROPOSALS
TOWN OF ROCKY MOUNT
FORMER ATLANTIC UNION BANK PROJECT – AUGUST 2024
369 FRANKLIN STREET, ROCKY MOUNT, VA**

SCOPE OF WORK

A. PROJECT DESCRIPTION

The Town of Rocky Mount, Virginia, is seeking proposals for the redevelopment of the building located at 369 Franklin Street, Rocky Mount, Virginia, most recently used as the Rocky Mount branch of Atlantic Union Bank. The building was constructed in 1928 and includes office space, a spacious lobby and conference space.

The building is 6,867 square feet and sits on an approximate 0.25 acre tract. The building is situated at the intersection of Franklin and West Church Streets and is zoned in the Central Business District. The building was originally the Peoples National Bank and is listed as a Contributing Building to the Bald Knob Historic District. The approved Historic District states: “Conspicuously displayed at the corner of Franklin and Church streets, this well-known 1928 cast-stone bank is an excellent example of Art Deco architecture with Egyptian Revival details in its door surround framing double bronze doors. Its windows have been either modified with modern glass or infilled with brick”.

Downtown Rocky Mount has experienced significant growth, anchored by the Harvester Performance Center, which draws musical talent from across the country. The Farmers Market and the opening of various new restaurants have further enhanced the area's appeal, making it a vibrant destination for both locals and visitors. This revitalization presents an ideal opportunity to invest in preserving our historic buildings, contributing to the continued transformation of our downtown.

The Town is open to all possibilities for redevelopment of this building with particular interest in a commercial/business use that would be compatible with other commercial development in the historic downtown desiring high traffic volume and high visibility/exposure.

The Town is willing to pursue available grant opportunities (DHCD IRF, for example) to complement project financials.

The Town is open to and encourages innovative proposals, including those contemplating partnerships under the Virginia Public-Private Education and Infrastructure Act of 2002 (PPEA).

B. PROPOSAL CONTENTS

With this announcement the Town of Rocky Mount is soliciting proposals from qualified firms to redevelop this property. It may be developed through an individual developer, or through multiple partners as may be beneficial to the proposed project and end-use. All respondents should submit a written Statement of Qualifications (SOQ) to include information about the respondent directly related to each of the selection criteria outlined in Section D herein. All information should be submitted succinctly. Bulleted responses are preferred. Proposals shall include a proposed offer for the property and estimates of overall costs to perform the desired redevelopment and a timeline for completing each phase of the project.

SPECIAL TERMS AND CONDITIONS

AWARD OF CONTRACT:

C. SELECTION PROCESS

The Town of Rocky Mount will appoint a Selection Committee to review and evaluate all SOQ's submitted by firms responding to the RFP. The proposals will be evaluated and ranked based on the Selection Criteria outlined in Section D herein. The firms will be ranked in priority order with the highest-ranking firm selected to negotiate a contract with the Town. The Town may ask the top ranked firms to attend a presentation/ interview as part of the evaluation process. If a contract satisfactory to both parties cannot be negotiated, the Town will then enter into negotiations with the next highest-ranking firm and so on until an agreement is reached. Each responding firm will be notified of the final selection. The Town reserves the right to reject any and all proposals.

D. SELECTION CRITERIA

The respondents will be evaluated based on the following criteria:

1. Qualification of firm's staff and assigned personnel.
2. Familiarity with commercial economic revitalization projects and challenges.
3. End use that is compatible with and will enhance Historic Downtown Rocky Mount.
4. Capacity and commitment of firm to perform the work within a reasonable timeframe.
5. Quality of performance in past and/or similar projects, particularly historic renovations.
6. Purchase offer. The successful candidate will receive a legal option to purchase the property at the negotiated and agreed upon price, and closing on the subject property shall be within thirty (30) days of receiving the Certificate of Occupancy for the completed

project. Conveyance of the property could occur sooner if needed to secure financing. Proposals may include a purchase offer.

These criteria are to be utilized in the evaluation of qualifications for development of the shortlist of those offerors to be considered for interviews and/or negotiations. Individual criteria may be assigned varying weights at the Town's discretion to reflect relative importance. Offerors are required to address each evaluation criterion in the order listed and to be specific in presenting their qualifications. Interviews may be held via phone conversations or virtually as deemed necessary by the Town.

Proposals shall provide a straightforward, concise delineation of capabilities, experience, and approach to the tasks outlined in this request.

The successful proposal will not only provide the purchase price, end use, and timeliness of completion, but will also provide improvements to the building solely at the purchaser's expense. Construction MUST commence within six (6) months of approved sale, construction MUST be completed within twenty-four (24) months of approved sale, and project implementation - including occupancy - MUST be in place no later than thirty (30) months of approved purchase option agreement. FAILURE TO MEET THESE DEADLINES MAY, AT THE SOLE DISCRETION OF THE TOWN OF ROCKY MOUNT, RESULT IN THE FORFEITURE OF THE CONTRACT ON THE BUILDING, AND ALL EXPENDITURES BY THE SELECTED DEVELOPER SHALL BE NON-REIMBURSABLE.

E. INCURRING COSTS

The Town of Rocky Mount is not liable for any costs incurred by contractors prior to issuance of a contract.

F. IMMIGRANT REFORM AND CONTROL ACT OF 1986

By signing its SOQ, the offeror certifies that it does not and will not during the performance of this contract violate the provisions of Federal Immigration Reform and Control Act of 1986, which prohibits the employment of illegal aliens.

PROPOSAL PREPARATION & SUBMISSION

G. SUBMITTAL AND CONTACT INFORMATION

Local, minority – owned, and female – owned firms are encouraged to respond. The Town of Rocky Mount is an Equal Opportunity Employer. Those who wish to view the building shall contact Daniel Pinard at (540) 798-7869, or email dpinard@rockymountva.org Proposals from minority, female, and local firms are invited. All responding firms / individuals shall comply with Executive Order 11246.

Respondents should submit five (5) copies of the proposals titled **PEOPLES NATIONAL ROCKY MOUNT** to Daniel Pinard, Cultural & Economic Development Director, 345 Donald Ave, Rocky Mount, Virginia 24151 **by 5 pm, Friday, October 18, 2024**. Proposals may also be sent by FedEx, UPS, postal mail, or hand-delivered to the Town of Rocky Mount, 345 Donald Ave, Rocky Mount, Virginia 24151.

It is the responsibility of the offeror to ensure that their proposals reach the appropriate office prior to the close time on the proposal. Responses received after the date and time of closing will be considered **non-responsive**. Proposals will not be accepted via fax machine or internet e-mail.

Offerors are to submit written proposals which present the offeror's qualifications and understanding of the work to be performed. The offeror's proposal should be prepared simply and economically and should provide all the information which it considers pertinent to its qualifications for the project and which respond to the Scope of Services and criteria listed herein. Emphasis should be placed on completeness of services offered and clarity of content. To assist in the evaluation process, offerors should limit their responses to 50 typed pages, font size shall be no smaller than 10.

The offeror shall be fully responsible for all costs incurred in the development and submission of the proposal.

If you desire not to respond to this proposal, please forward your acknowledgement of NO PROPOSAL SUBMITTED to the above address.

The Town of Rocky Mount may cancel this Request for Proposal or reject proposals at any time prior to an award, and is not required to furnish a statement of reason why a particular proposal was not deemed to be the most advantageous (Section 2.2-4359D, Code of Virginia). The procurement of these services shall be in accordance with the Virginia Public Procurement Act (competitive negotiations for professional services).

REFERENCES:

Proposal shall provide a list of at least 3 references where similar services have been provided. Each reference shall include the name of the organization, the complete mailing address, the name of the contact person and telephone number.

ORGANIZATION	ADDRESS	CONTACT PERSON	TELEPHONE
1. _____	_____	_____	_____
2. _____	_____	_____	_____
3. _____	_____	_____	_____

Signature Sheet
Peoples National Rocky Mount

My signature certifies that the proposal as submitted complies with the Scope of Work and all Terms and Conditions as set forth in this Request for Proposal.

My signature further certifies that this proposal is made without prior understanding, agreement, or connection with any corporation, firm or person submitting a proposal for the same services, and is in all respects fair and without collusion or fraud. I understand collusion is a violation of Virginia Governmental Fraud Act and Federal Law and can result in fines, prison sentences and civil damages awards. I agree to this proposal by all conditions of the proposal and certify that I am authorizing to sign this proposal.

To receive consideration for award, this signature sheet must be returned to the Town of Rocky Mount as it shall be a part of your response.

If there are any parts of the terms and conditions that your company cannot meet, please indicate on an attached page.

Company Name: _____

Address: _____

Signature: _____

Name (type or print) _____

Official Title: _____

Federal Tax ID Number: _____

Date: _____ *Telephone Number:* _____

Email Address _____

GENERAL TERMS/ CONDITIONS

H. EQUAL OPPORTUNITY

During the performance of this contract, the Contractor agrees as follows:

1. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, or national origin, except where religion, sex, or national origin is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions for this non-discrimination clause.
2. The Contractor also shall not discriminate against any handicapped person in violation of any state or federal law or regulation and shall also post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this additional non-discrimination clause.
3. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such contractor is an equal opportunity employer.
4. Notices, advertisements, and solicitations placed in accordance with Federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.
5. The Contractor will include the provisions of the foregoing paragraphs in every subcontract or purchase order over \$10,000 so that the provisions will be binding upon each subcontractor or vendor.
6. The Contractor will otherwise comply with all other applicable provisions of local, State, and Federal law.

I. DRUG FREE WORK PLACE

During the performance of this contract, the contractor agrees to:

1. Provide a drug-free workplace for the contractor's employees
2. Post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition.
3. State in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace

4. Include the provisions of the foregoing clauses in every subcontract or purchase order of or over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
5. "Drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor in accordance with this chapter, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

J. INSURANCE

The Contractor shall not commence work under this contract until he has obtained all the insurance required hereunder and such insurance has been approved by the Town of Rocky Mount; nor shall the Contractor allow any Subcontractor to commence work on his subcontract until all similar insurance has been so obtained and approved. Approval of the insurance by the Town shall not relieve or decrease the liability of the Contractor hereunder.

Worker's Compensation including Occupational Disease and Employer's Liability Insurance: The Contractor shall take out and maintain during the life of this Contract Workers' Compensation and Employer's Liability Insurance for all of his employees to be engaged in work on the project under this contract in an amount no less than the minimum allowed by the State Corporation Commission, and in case of such work is sublet, the Contractor shall require the Subcontractor similarly to provide Workers' Compensation and Employer's Liability Insurance for all of the latter's employees to be engaged in such work.

Comprehensive General Liability Insurance: The Contractor shall maintain during the life of this Contract comprehensive general liability insurance as shall protect him, the Town of Rocky Mount and its offices, agents and employees, and any Subcontractors performing work covered by this Contract from claims for damage for personal injury, including death, as well as from claims for property damage, which may arise from operations under this Contract, whether such operations by himself or by any Subcontractor, or by anyone directly or indirectly employed by either of them. The amount of such insurance shall not be less than a combination single limit of \$1,000,000 per occurrence on bodily injury and property damage and \$1,000,000 aggregate on completed operations. The comprehensive general liability insurance shall provide the following coverage:

Comprehensive
Premises – Operation
Products/Completed Operations Hazard
Contractual Insurance
Underground Hazard
Explosion & Collapse Hazard
Independent Contractor and Subcontractor
Broad Form Property Damage

Personal Injury
Builders Risk

1. Automobile liability insurance minimum combined single limits of \$1,000,000 for any one person and subject to the same limit for each person, \$1,000,000 on account of any one accident. This insurance shall include bodily injury and property damage for the following vehicles:
 - Owned Vehicles
 - Non-owned Vehicles
 - Hired Vehicles
2. Umbrella Policy. At the option of the Contractor, primary limits may be less than required, with an umbrella policy providing the additional limits needed. This form of insurance will be acceptable provided that the primary and umbrella policies both provide the insurance coverages herein required. However, any such umbrella policy must have minimum coverage limits of \$3,000,000.00.
3. All policies shall name the Town of Rocky Mount, its officers, agents, and employees, as additional insured. This coverage shall be reflected on the Certificates of Insurance (including any endorsements or riders thereto), which will be provided to the Town. Each Certificate of Insurance shall require that notice be given thirty (30) days prior to cancellation or material change in the policies to the Town of Rocky Mount.
4. Written evidence of the insurance required herein shall be filed with the Town not later than thirty (30) days following the date of the award of the Contract. A copy of the evidence of insurance shall be filed with the Town of Rocky Mount.

K. OBSERVANCE OF LAWS

The Contractor at all times shall observe and comply with all Federal, State and Town laws, bylaws, ordinances and regulations in any manner affecting the conduct of the work or applying to employees on the project, as well as all orders or decrees which have been promulgated or enacted, by any legal bodies or tribunals having authority or jurisdiction over the work materials, employees or contract.

L. PERFORMANCE

In case of default by the Contractor, the Town of Rocky Mount may procure the services from other sources and hold the Contractor responsible for any excess costs occasioned thereby.

M. PERMITS

The Contractor shall, at his own expense, secure any business or professional licenses, permits, or fees required by the Town of Rocky Mount, Commonwealth of Virginia or any other requesting agency having jurisdiction.

N. SUBCONTRACTS

- A. No proposed subcontractor shall be disapproved by the Town of Rocky Mount except for cause.
- B. The Contractor shall be as fully responsible to the Town of Rocky Mount for the acts and omissions of his subcontractors, and of persons either directly or indirectly employed by them as he is for the acts and omissions of persons directly employed by him.
- C. The Contractor shall cause appropriate provisions to be inserted in all subcontracts relative to the work to require compliance by each subcontractor with the applicable provisions of the Contract for the improvements embraced in this Contract.
- D. Nothing contained in the Contract shall create any contractual relation between any subcontractor and the Town.

O. ETHICS IN PUBLIC CONTRACTING

The provisions contained in Sections 2.2-4367 through 2.2-4377 of the Virginia Public Procurement Act as set forth in the 1950 Code of Virginia, as amended, shall be applicable to all contracts solicited or entered into by the Town. A copy of these provisions may be obtained from the Town upon request.

The provisions of this article supplement, but do not supersede, other provisions of law including, but not limited to, the Virginia Conflict of Interest Act (§2.1-348 et. seq.), the Virginia Governmental Frauds Act (§18.2-498.1 et. seq.) and Articles 2 and 3 of Chapter 10 of Title 18.2. The provisions apply notwithstanding the fact that the conduct described may not constitute a violation of the Virginia Conflict of Interests Act.

P. HOLD HARMLESS CLAUSE

The Contractor shall, during the term of the contract, indemnify, defend, and hold harmless the Town, its' officials, employees, agents, and representatives thereof from all suits, actions, or claims of any kind, including attorney's fees, brought on account of any personal injuries, damages, or violations of rights, sustained by any person or property in consequence of any neglect in safeguarding contract work or on account of any act or omission by the contractor or his employees, or from any claims or amounts arising from violation of any law, bylaw, ordinance, regulation or decree. The vendor agrees that this clause shall include claims involving infringement of patent or copyright.

Q. NOTICE OF REQUIRED DISABILITY LEGISLATION COMPLIANCE

The Town of Rocky Mount government is required to comply with state and federal disability legislation: The Rehabilitation Act of 1993 Section 504, The Americans with Disabilities Act (ADA) for 1990 Title II and The Virginians with Disabilities Act of 1990.

Specifically, the Town of Rocky Mount, may not, through its contractual and/or financial arrangements, directly or indirectly avoid compliance with Title II of the Americans with Disabilities Act, Public Law 101-336, which prohibits discrimination by public entities on the basis of disability. Subtitle A protects qualified individuals with disability from discrimination on the basis of disability in the services, programs, or activities of all State and local governments. It extends the prohibition of discrimination in federally assisted programs established by the Rehabilitation Act of 1973 Section 504 to all activities of State and local governments, including those that do not receive Federal financial assistance, and incorporates specific prohibitions of discrimination on the basis of disability in Titles I, III, and V of the Americans with Disabilities Act. The Virginians with Disabilities Act of 1990 follows the Rehabilitation Act of 1973 Section 504.

R. TERMINATION

Subject to the provisions below, the contract may be terminated by the Town upon thirty (30) days advance written notice to the other party; but if any work or service hereunder is in progress, but not completed as of the date of termination, then this contract may be extended upon written approval of the Town until said work or services are completed and accepted.

A. Termination for Convenience

In the event that this contract is terminated or canceled upon request and for the convenience of the Town, without the required thirty- (30) days advance written notice, then the Town shall negotiate reasonable termination costs, if applicable.

B. Termination for Cause

Termination by the Town for cause, default or negligence on the part of the firm shall be excluded from the foregoing provision; termination costs, if any, shall not apply. The thirty- (30) days advance notice requirement is waived in the event of Termination for Cause.

C. Termination Due to Non-Appropriation of Funds in Succeeding Fiscal Years

When funds are not appropriated or otherwise made available to support continuation of performance in a subsequent fiscal year, the contract shall be canceled and the contractor shall be reimbursed for the reasonable value of any non-recurring costs incurred but not amortized in the price of the supplies or services delivered under the contract.

S. ASSIGNMENT OF CONTRACT

The successful offeror is prohibited from assigning, transferring, conveying, subletting, or otherwise disposing of this agreement or its rights, title or interest therein or its power to

execute such agreement to any other person, company or corporation without the prior consent and approval in writing by the Town.

T. ANTITRUST

By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Town of Rocky Mount all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Town of Rocky Mount, relating to the particular goods or services purchased or acquired by the Town of Rocky Mount under said contract.

U. QUALIFICATIONS OF OFFERORS

The Town may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services and the offeror shall furnish to the Town all such information and data for this purpose as may be requested. The Town reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Town further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Town that such offeror is properly qualified to carry out the obligations of the Contract and to provide the services and/or furnish the goods contemplated therein.

V. NONDISCRIMINATION OF CONTRACTORS

A proposal, offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the proposal or offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

W. PROPOSAL ACCEPTANCE PERIOD

Any proposal in response to this solicitation shall be valid for (30) days. At the end of the (30) days the proposal may be withdrawn at the written request of the proposal. If the proposal is not withdrawn at that time it remains in effect until an award is made or the solicitation is canceled.



Harvester Performance Center Update

FY 2024 (July 1, 2023 – June 30, 2024)

(Second Full Year Out of COVID Restrictions)

Show Comparison

FY 2024	FY 2023
# Shows: 60	# Shows: 46
Average Attendance: 326 Seated Capacity: 424	Average Attendance: 282 (Pre-COVID 187) Seated Capacity: 424
Total Attendance: 19,256 (23,427 inc. Homegrown & Free Music Series)	Total Attendance: 12,523 (FY22: 11,067)

Financial Comparison

FY 2024	FY 2023
Total Income \$2,350,572.26	Total Income \$1,285,246.14
Total Show Expenses \$1,397,264.39 Total Venue Expenses <u>\$559,207.99</u> Total Expenses \$1,956,472.38	Total Show Expenses \$761,956.27 Total Venue Expenses <u>\$314,206.59</u> Total Expenses \$1,076,162.86
Total Profit (Inc - Exp) \$394,099.88	Total Profit (Inc - Exp) \$209,083.28

Community Events at HPC in FY 2024:

- FCHS Prom
- “Lawless” Movie
- 150th Storyteller for anniversary
- Come Home to a Franklin County Christmas
- 150 Fest
- Various community/business meetings and conferences

Rent Payments

- Starting in FY 2020 (July 2019), rent payments began from the HPC to the Town in the amount of \$7,100/month or \$85,200/year. As of May 2024, \$134,900 had been paid to the Town in rent with \$191,700 in rent outstanding. With the HPC closed with no revenue stream due to COVID, rent payments were stopped beginning May 2020 through June 2021, restarting in July 2021. Profits realized over the last two fiscal years (noted above) have allowed the HPC to bring rent payments current with total rent paid to the Town since July 2019 at \$326,600.