

**REQUEST FOR EXPRESSIONS OF INTEREST (RFI)
FOR THE ADAPTIVE REUSE OF WORKHOUSE CAMPUS
BUILDINGS W13 AND W15**

Issue Date: April 1, 2021

Submissions Accepted: As Received.

Reference: “Buildings W13 and W15 on Workhouse Campus”

Issuer: Department of Public Works and Environmental Services for the Fairfax County Board of Supervisors



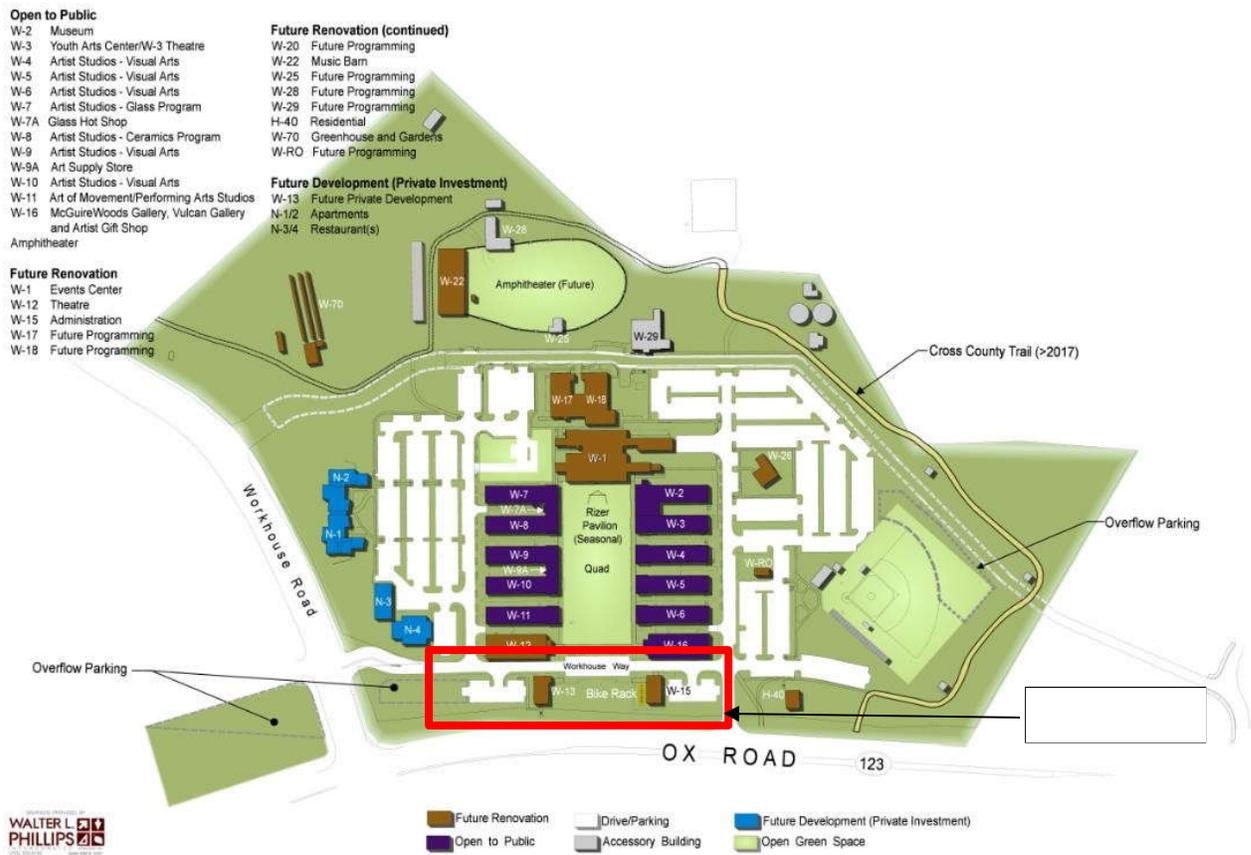
Workhouse Campus Quad

Introduction and Description of the Opportunity

The County of Fairfax, Virginia (the “County”) seeks to explore the lease potential of two vacant and underutilized buildings, W13 and W15, on the 50-acre Workhouse Campus located at 9518 Workhouse Way, Lorton, Virginia, also known as Fairfax County tax map reference 106-4-01-0058. The County of Fairfax owns the campus property, which is listed in its entirety on the National Register of Historic Places. The campus contains numerous historic buildings formerly used to house and rehabilitate inmates. Buildings currently in use on the site have been adaptively reused and operate as the Workhouse Art Center pursuant to agreement between the County and Workhouse Arts Foundation, Inc (WAF). The County continues to maintain ownership of the entire campus and has oversight of all activities and operations that occur there. WAF will continue operation, management, and programming of the buildings it occupies.

The overarching vision for the Workhouse Campus is to establish a unique, widely recognized destination of choice, providing dynamic and engaging arts, cultural, educational, and community building experiences with unique economic development opportunities. In addition to the regularly

scheduled WAF classes, camps and art exhibitions, the campus is home to several large events including community farm markets, drive-in movies, fireworks, Brewfest and the annual Mount Vernon Days. One of the most well-known events is a “Haunt”, a community event that brings in over 8,000 people to the site over several weekends in the fall.



W13/W15 Tenant Opportunity

The focus of this RFI is the use and occupancy for the renovated buildings W13 and W15 located at the front of the site on Ox Road (Route 123). This effort is in contrast with the more comprehensive RFI issued in November of 2018 for opportunities for the entire campus. This RFI seeks interested qualified parties, including companies, non-profits, partnerships, joint ventures, and/or individuals to establish and operate restaurants, craft beverage production or tasting rooms, and/or other uses in W13 and/or W15 that contribute to the enhancement and activation of the campus in accordance with the campus vision. While the preference is for food/beverages uses, the County will consider other compatible commercial use in support of the Workhouse Arts Center.

Upon receipt of responses, the County is prepared to immediately explore and negotiate tenant fit out and lease agreements for one and or both structures to include outdoor seating areas to be defined. Respondents are expected to undertake their own “due diligence” with respect to the interior fit-out of W13 and W15 and this RFI should not be interpreted as the County granting a favorable regulatory process outcome.



Workhouse Campus Building W15

The two-story buildings are mirror images of each other in plan. Each building provides a total of approx. 4,500 gross sf with approx. 2,500 sf on the first floor and 2,000 sf on the second floor. Design and permitting is underway for the exterior historic restoration of W13 and W15 with the interiors renovated to an open plan and a warm lit shell. Construction will begin in fall of 2021 and the buildings are scheduled to be available for interior tenant fit-out in the fall 2022.



FIRST FLOOR

OCC. 83



SECOND FLOOR

MAX OCC. 49



BLDGS 13 & 15

The site between W13 and W15 will be improved with brick dining plazas at 1,050 sf each, a shared 1,400 sf dining or activities deck, a rain garden, walkways connecting to the Campus Quad and the Cross County trail, and native landscaping. Improvements to the campus signage, the Ox Road streetscape with paving and landscaping, and access to the Cross County trail are also included and will be completed by fall 2022.



Plaza Area Improvements
Aerial Illustrative View from Campus Quad

Questions and Inquiries

Questions regarding this RFI may be submitted to WorkhouseCampus@fairfaxcounty.gov. Questions must be made on behalf of a prospective respondent and must include the requestor's name, email or mailing address, telephone number, and the name of the prospective partner. The Campus is open to the public and tours of Building W13 and W15 can be scheduled through the above email. For additional information see the project website: <https://www.fairfaxcounty.gov/publicworks/Workhouse-W13-W15>

Response/Submissions to the RFI; Late Submissions; Withdrawals

Respondents must provide a statement of qualifications in their response and clearly state in narrative form, the respondent's interest in the adaptive reuse of Building W13 and/or W15 and how the proposed use would contribute to the Campus enhancement as a community and regional destination.

In addition, the respondent should provide a basic business plan addressing the following items.

- Describe the general nature of the company, organization, and market.
- Provide a summary of company background, including company origins, year of founding, and any parent company-subsidary relationships.
- Include a list of senior management by position, designating whether their commitment to the company is full-time or part-time and listing prior experience relevant to their role.
- Provide a clear description of the company's target market and relevant market segment, including potential size and growth rate.
- Describe how the proposed use advances the [vision](#) for the Campus and how it complements the existing campus programming by the Workhouse Arts Center.
- Provide a timeline for implementation, including design, construction, and occupancy, how the respondent will capture market share, size, and timing of employee ramp-up and key marketing channels and partnerships.
- Describe the source(s) of the revenue stream(s) the respondent contemplates this type of development would generate for the respondent and the County.
- Describe whether there are any appropriate Disadvantaged Business Enterprise or [One Fairfax Policy](#) implementation opportunities associated with the respondent's development proposal for the Campus.
- Describe issues the respondent considers to be important and relevant to the use of W13 and W15 that may not have been addressed by disclosures in this RFI.
- Describe impediments to the use of W13 and W15 that is of interest to respondent.

By providing information as a response to this RFI, respondents are consenting to its use and consideration by the County. RFI responses will be accepted, reviewed, and possibly recommended for further consideration or implementation on a rolling basis in order of submission beginning April 1, 2021 until July 2, 2021. Responses submitted earlier may be implemented earlier. **All RFI responses must be submitted via e-mail no later than 11:59 PM on July 2, 2021** to WorkhouseCampus@fairfaxcounty.gov.

Addenda and Amendments to the RFI

In the event any substantive issues require clarification or change during the process, an addendum to this RFI will be issued and posted on the project webpage and the eVA website.

Use of Responses by County

The responses to this RFI will be evaluated by staff in making recommendations to county leadership and the Board of Supervisors for decisions regarding lease agreements with qualified respondents. Responses will also be reviewed by the County/WAF Steering Committee for the redevelopment of the Campus.

Disclaimer

Please be advised that this is a request for interest only. This RFI is issued solely for information and planning purposes – it neither constitutes a request for proposals nor is a promise to issue an RFP in the future. No warranties or representations of any kind are made by the County, including a representation or warranty as to the suitability of the Campus for any particular purpose.

Respondents are cautioned that they are expected to coordinate with Fairfax County and undertake their own due diligence with respect to the property and regulatory requirements.

Parties responding are advised that all costs associated with responding to this RFI will be solely at the interested party's expense. Submission of a response will in no way affect eligibility to respond to future solicitations for the potential redevelopment of the Campus or other lands of the County or for any other design, construction, finance, maintenance, or operations opportunities offered by the County. The County reserves the right to cancel this RFI at any time with or without notice to respondents and without liability.

Please also be advised that the County will not provide any preferential consideration to applicants who have given monetary, material, or in-kind contributions to WAF or the County.

Additional Information Links

Historic Background and Campus Entitlement Information:

<https://www.fairfaxcounty.gov/publicworks/Workhouse-W13-W15>

Workhouse Arts Center Website - <https://www.workhousearts.org>

Workhouse Arts Center and Prison History - <https://www.workhousearts.org/about/history/>

One Fairfax Policy- <https://www.fairfaxcounty.gov/topics/one-fairfax>



Workhouse Campus Improvements
Illustrative View from Ox Road