



Pavilion RFP
Update

August 19, 2019



Background - Site

- City-owned property updated in 2004
- 14,770 square foot event center space
- Located in the heart of the Downtown Core





Background - COW

- COW met to discuss a Pavilion Market Concept on April 15th, 2019
 - Points of Discussion:
 - History of the site
 - Original Building
 - 2M Rehab
 - Uses on the site
 - Incorporation of the Big 5 site and Transit Area
- COW requested staff gather additional information for a future COW discussion





Background - COW

- Staff provided a Downtown Update on June 10th, 2019
 - Points of Discussion:
 - Downtown Projects
 - Public Art
 - Pavilion RFP
 - Updated COW on submittals
 - Notified COW we would return once the Selection Committee made their recommendation





RFP Review Process

- RFP issued May 1st, 2019
 - To renovate and provide full service management
- The RFP was closed on May 31, 2019 and received two proposals.
 - The Logan Market
 - Pavilion 2.0
- Selection Committee:
 - Facilities Staff
 - Economic Development Staff
 - The Farmers Market Staff
- Evaluation
 - Based upon responsiveness to the City's stated objectives; the qualifications and capacity of team members; and the proposed concept.
- Selection Committee Meetings
 - Kickoff Meeting – June 10, 2019
 - Scoring Meeting – June 21, 2019



City Objectives

- High quality mixed-use development that enhances the character and economic viability of the City
- Achieve substantial financial benefit to the City of Renton; both in the short term, through compensation received from a lease of the site, and longer term, whether through various tax revenues or community-building opportunities
- Develop positive working relationships with existing organizations and businesses within the downtown core
- Qualifications and experience of the developer and their team
- Financial ability to complete the project in a timely manner





Summary of Process

Pavilion

- Both respondents delivered very high quality and thoughtful proposals for a development that would intensify and energize this important location.
- Both clearly demonstrated the capacity to carry out the redevelopment.
- The two proposals offer a vision of a permanent market space, coupled with some level of quality amenities to enhance the overall experience.

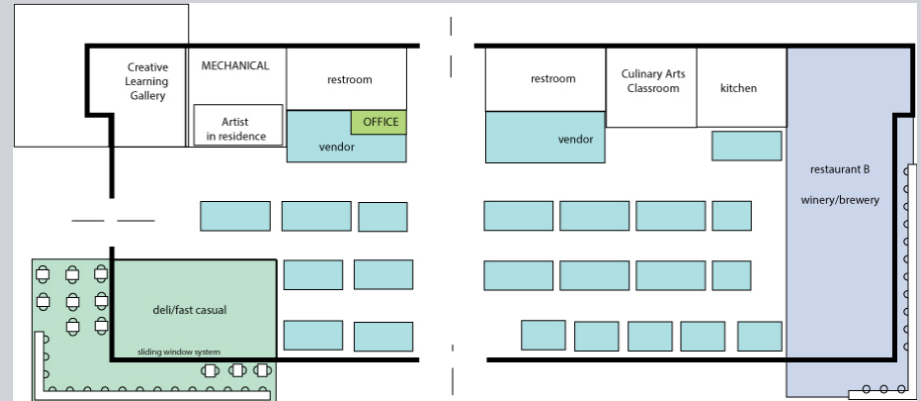


Summary of Process

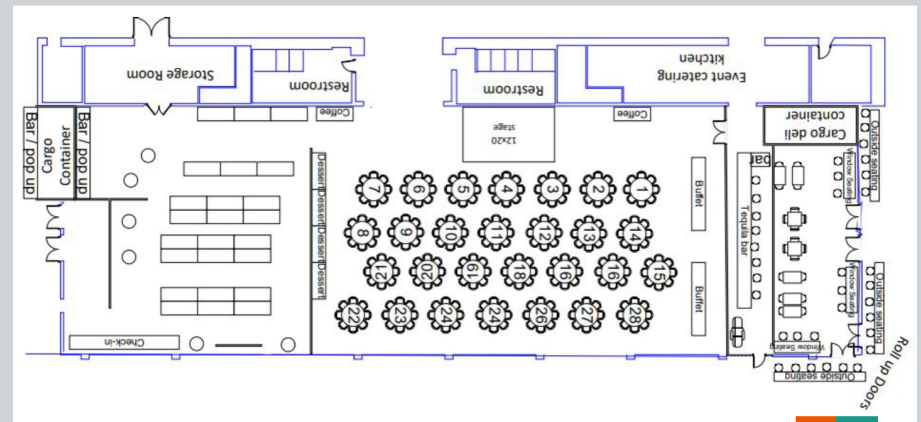
Pavilion

The proposals primarily differ in their approach to utilizing the site

Logan Market



Pavilion 2.0





The Logan Market Proposal

Submitted May 31, 2019



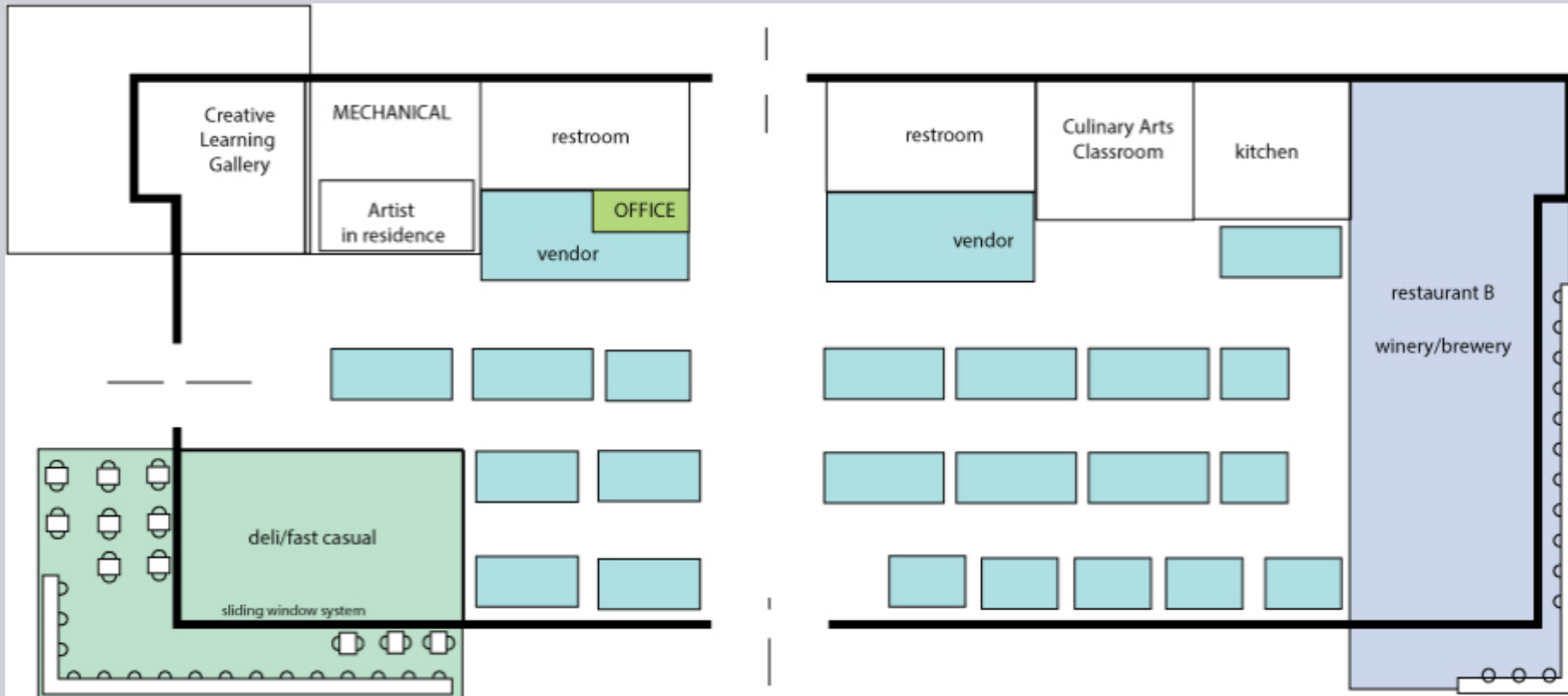
Logan Market Team

Team:

- Dave Brethauer – Developer, Entrepreneur
 - Owner of Cortona Building
 - Experience in Retail, Art Curriculum and Commercial Development
- Keli Sim – Creative Director
 - Cook, Artist, Teacher, Tour Guide and Entrepreneur
 - 18 years of retail experience
- Claudine Rode – Tenant Relations
 - 20 years experience in the food and hospitality industry
 - Previous 4 years spent working in airport restaurant development
- David Tilton – Business Development, Entrepreneur
 - Born and raised in Renton
 - Entrepreneur, Consultant, Business Development, Program Management and Small Business Owner

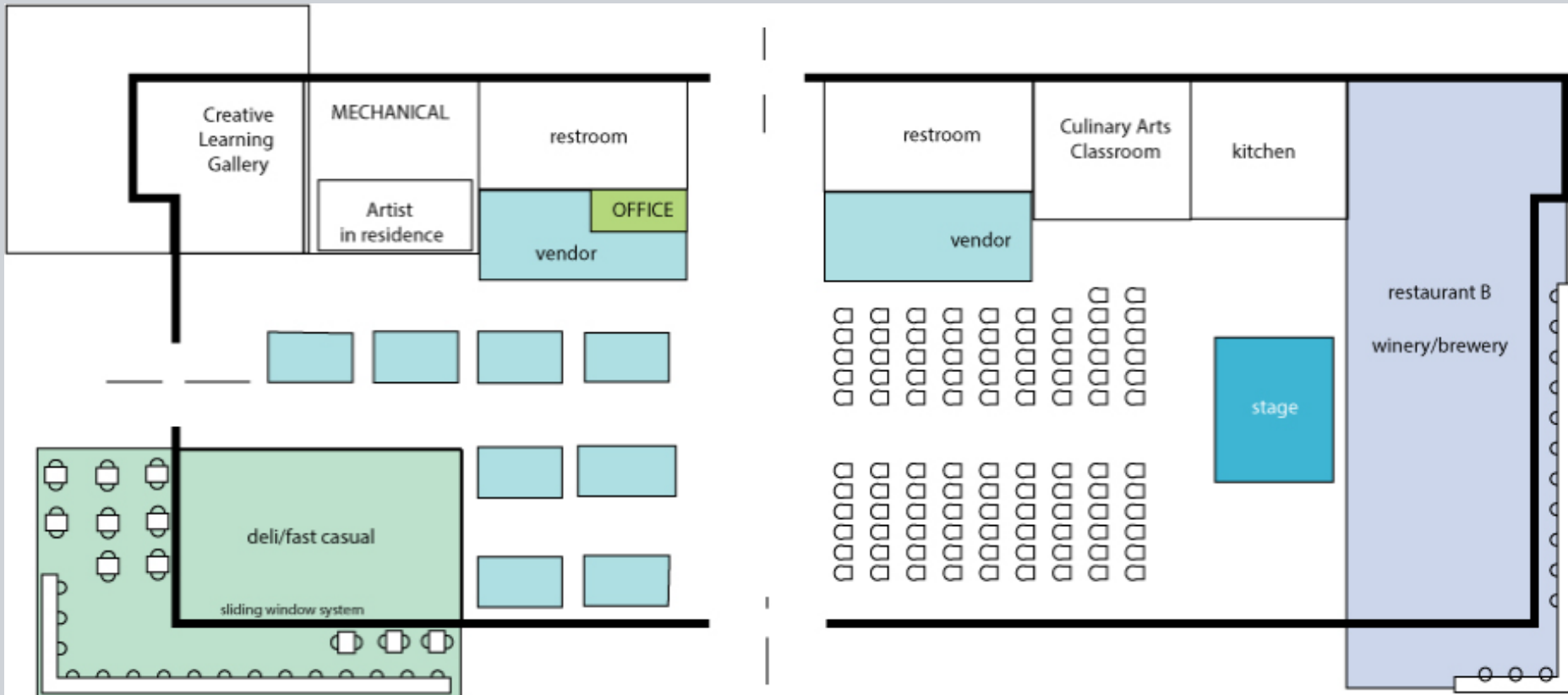


LM - Market Layout



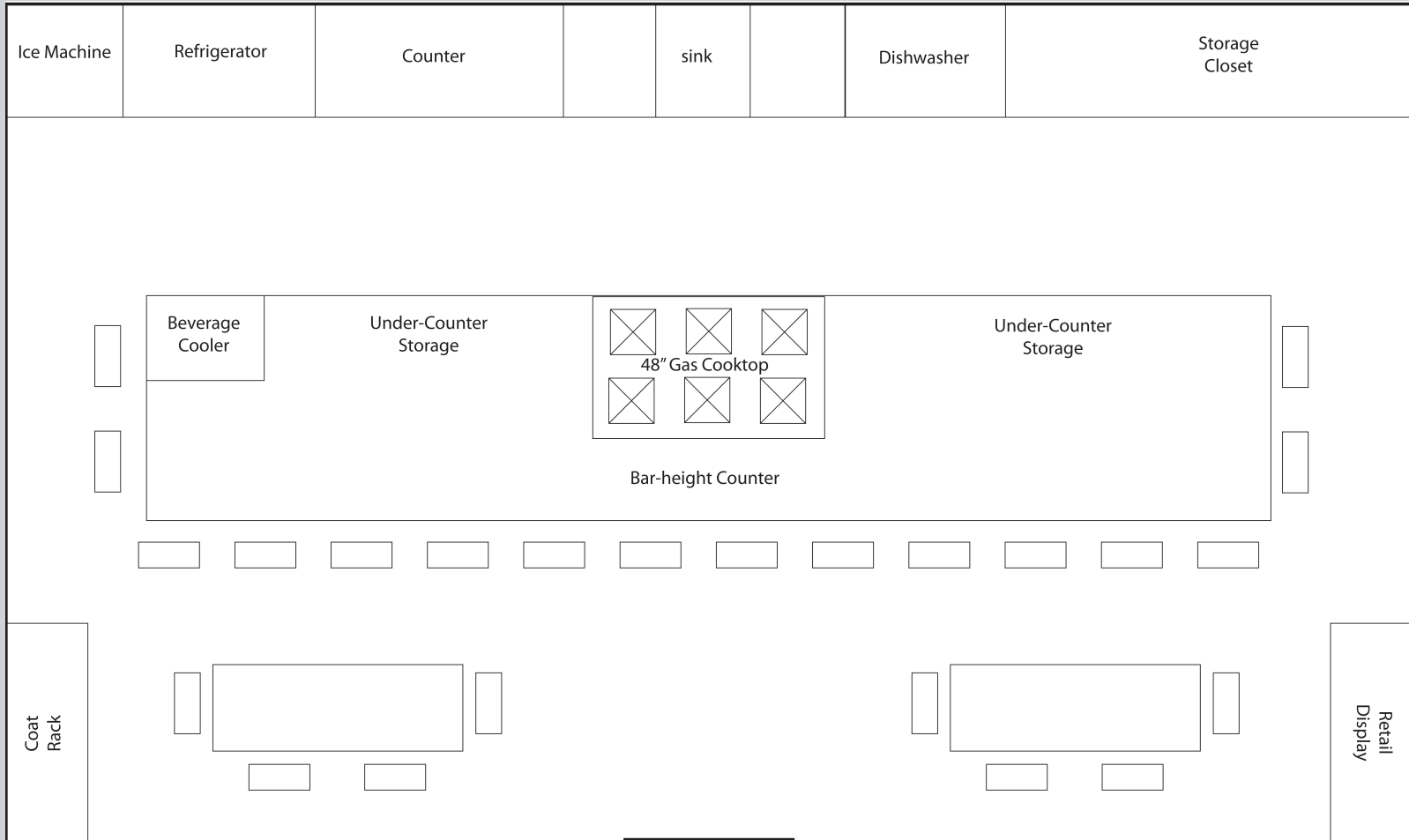


LM - Event Layout



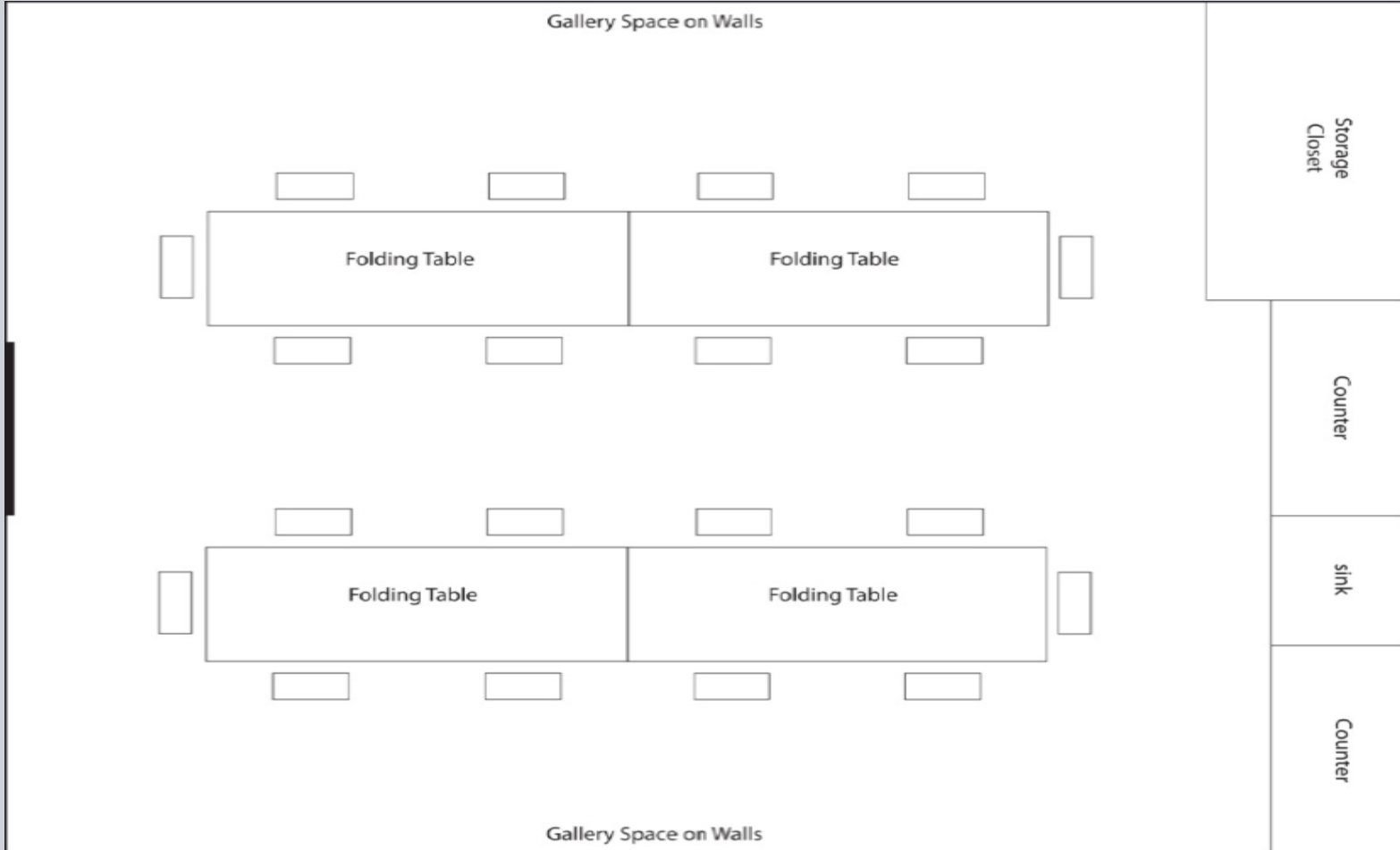


LM – Culinary Arts Classroom





LM – Creative Learning





Logan Market Terms

Terms:

- 25-year lease with options to renew in 5-year increments
- 5-years of \$1 annual lease terms followed by rate of \$10 per square foot per year
- Master Lease Authority to enter into and negotiate sub-leases
- City's continued maintenance of the exterior (less tenant seating areas) and piazza
- Commitment to coordinate and host public City sponsored events
- Free event rental for internal City needs such as seminars or committee meetings and/or community events
- First-right-of-refusal on purchase of the building and/or land including the Transit street and vacant gravel lot



Logan Market Concept





The Pavilion 2.0 Proposal

Submitted May 31, 2019



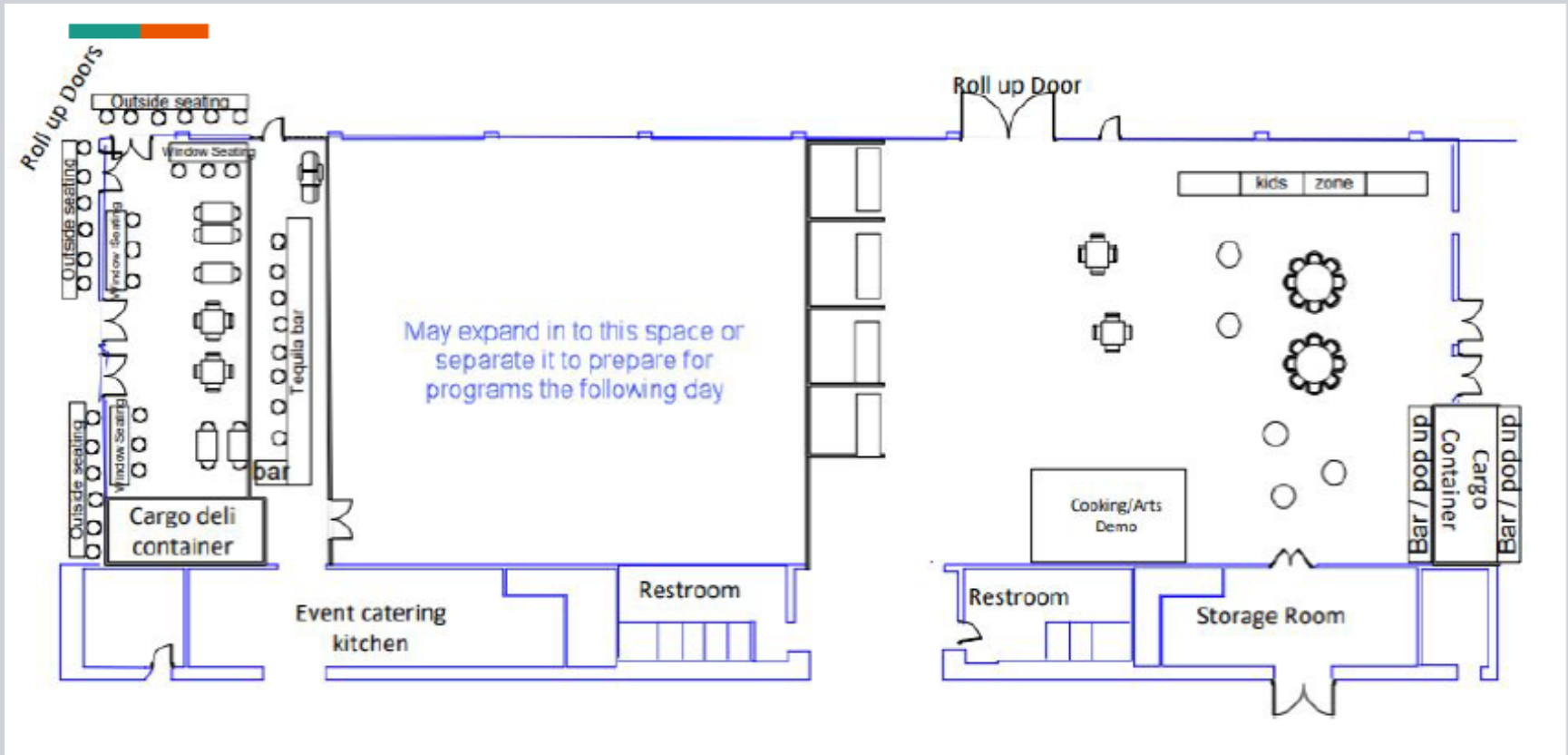
Pavilion 2.0 Team

Team:

- Kenneth Rogers
 - Owner of Rain City Catering
 - Years of experience operating the current Pavilion

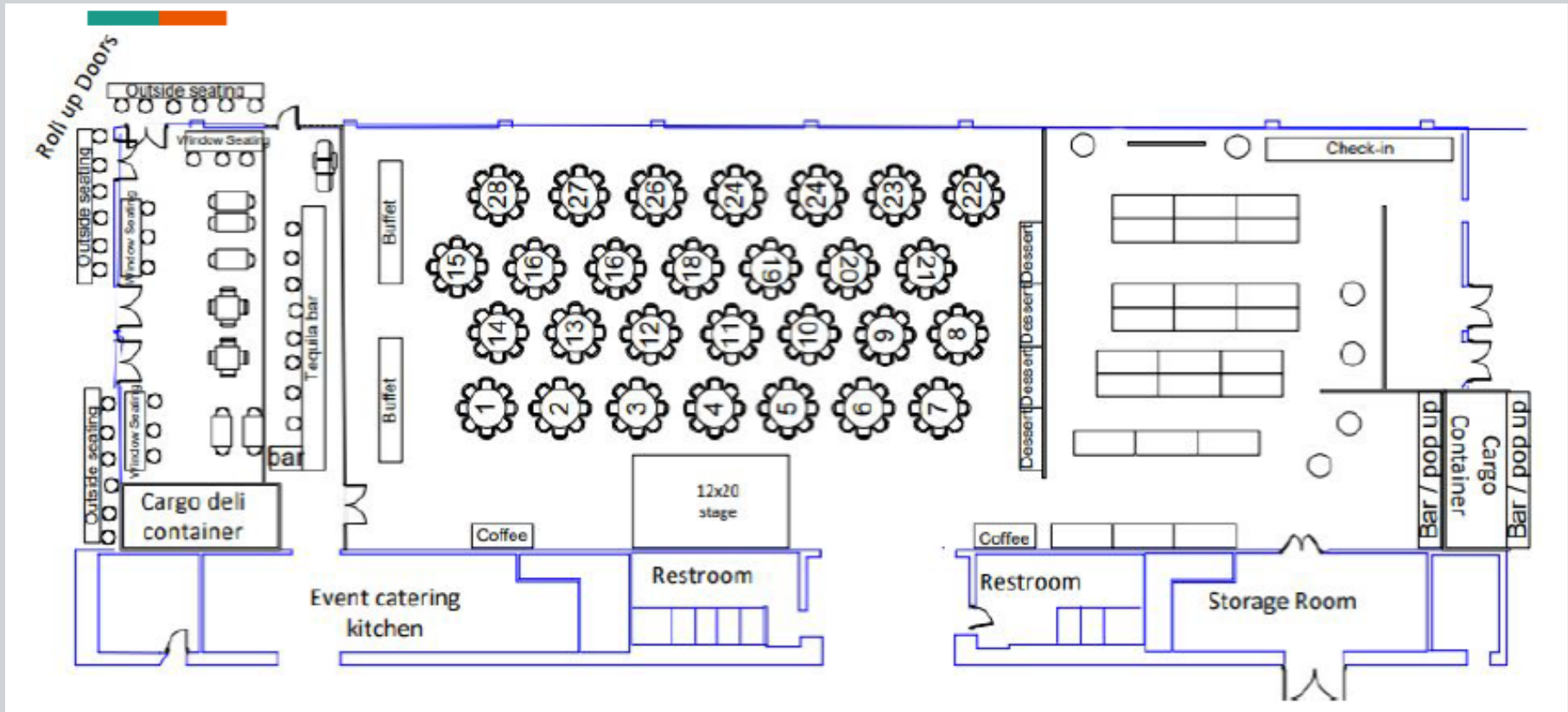


2.0 - Market Layout



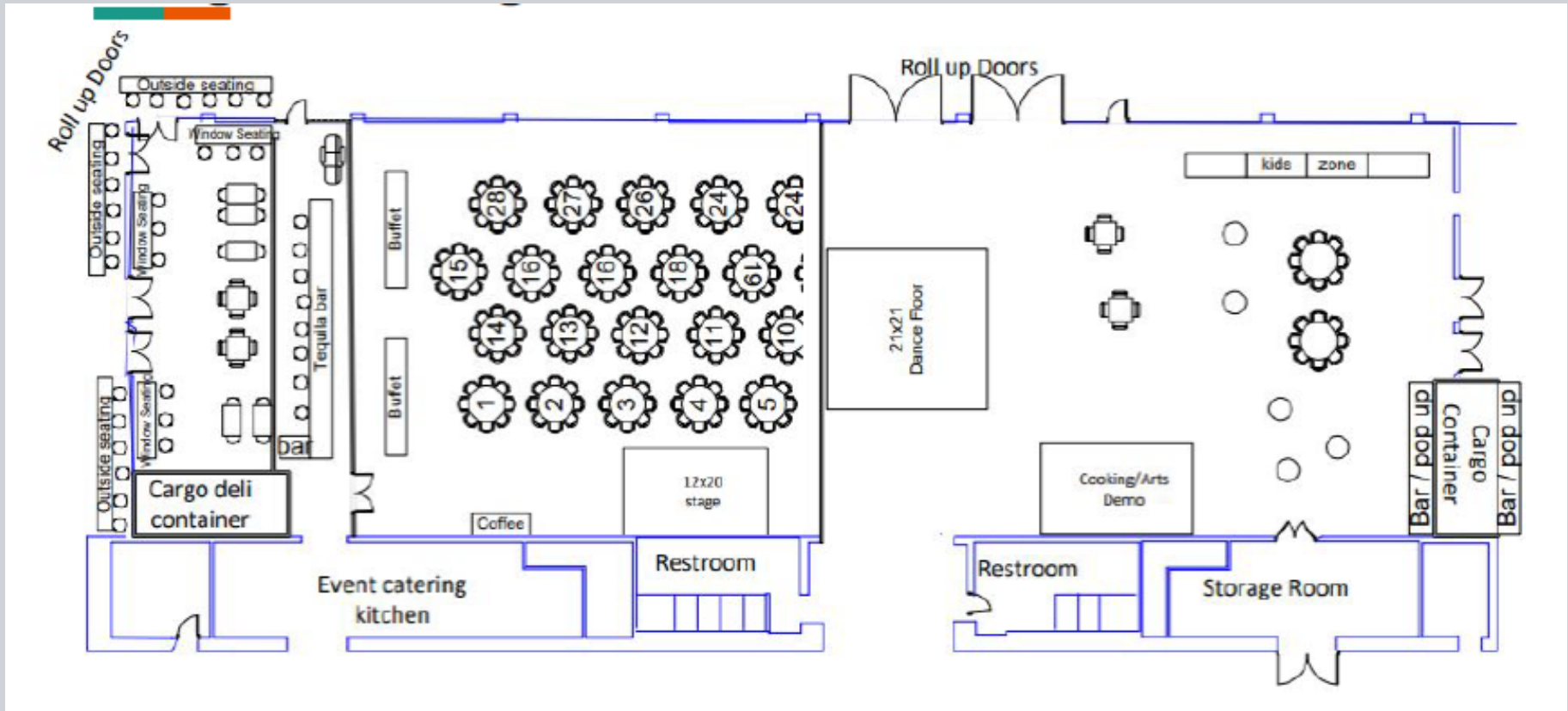


2.0 - Event Layout





2.0 – Arts, Music & Food Layout





2.0 – Pop-up Business



VIEW FROM LOGAN STREET, FACING NORTH EAST

SHIPPING CONTAINER KITCHEN



OUTDOOR CAFE / POP UP SEATING



PLANTERS



ALL WEATHER DECORATIONS / LIGHTING



As you walk up to the open faced cafe you pass through an array of seating and planters. The shipping container cafe has doors that open on both inside and outside of the event center. The rotating decorations and lighting are seasonal and can change as events are scheduled for the venue.

OUTDOOR CAFE SEATING



Pavilion 2.0 Terms

Terms:

- 15 to 20 year lease
- Revenue share percentage with the City



Pavilion 2.0 Concept



VIEW FROM BURNETT STREET LOOKING NORTH

SERVICE WINDOWS /
OPEN PARTITIONS



ROLL UP DOORWAY



OUTDOOR BAR SEATING

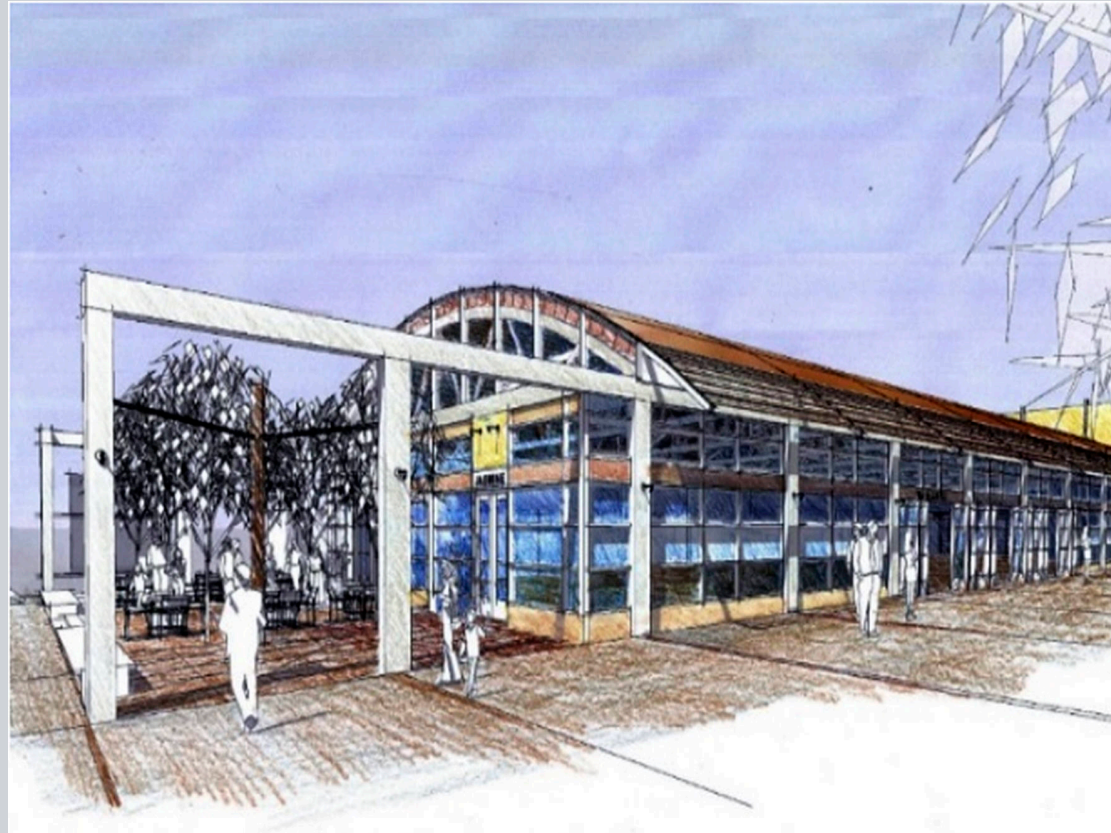


As you walk down Burnett Ave S. you see two large roll up doors on the corner of the building. There are enclosed outdoor bar seating options that lead into a small restaurant. Around the corner, there is counter seating that is open to market users. Inside as you walk into the space through the garage doors, you enter a public market. There is a shipping container kitchen located inside the building that has a deli for market users.



Review Committee Summary

- Both concepts address city objectives with a mixed use plan that brings a variety of different uses to the site and creates a more urban center feel.
- The Logan Market proposal included a more extensive redevelopment of the site and a higher mix of uses.
- The Pavilion 2.0 proposal included a larger event space and open public restrooms.





Selection Criteria

Category	LM	2.0	Total Possible
High Quality Development	9.33	6.67	10 pts
Financial Benefit to City	16	13	20 pts
Develop Positive Working Relationships with exiting organizations	8.33	8.67	10 pts
Qualifications and Experience	33.33	26.67	40 pts
Financial Ability to complete project	16	16	20 pts
TOTALS	83	71	100



Review Committee Conclusions



Conclusions

- The Review Committee was impressed with caliber of both teams and proposals and believe either would bring greater activity and energize downtown
- Both development teams have a demonstrated track record and capacity to deliver
- The Pavilion 2.0 proposal shows an evolution of the existing event space that would be a valuable asset to Downtown Renton.
- The Logan Market Team proposed a more diverse array of uses that would serve to activate the site and create a sense of place and destination.
- The Review Committee ultimately determined that the Logan Market Concept better fit the desired result per the Downtown Civic Core Plan



Questions?