



Hemisfair Park Area Redevelopment Corporation
San Antonio, Texas
October 18, 2019



Hemisfair Request for Interest (RFI) for Tenancy

Leasing Opportunity for Historic Property

Introduction

Hemisfair Park Area Redevelopment Corporation (Hemisfair) is proud to announce an opportunity for tenancy at the Espinoza House. This Request for Interest (RFI) is issued to attract business owners who share a common vision and innovative ideas for activating Hemisfair. Proposals will be considered for uses such as retail, food & beverage, health & wellness, recreational, civic, cultural, educational, arts and other park activating uses.

The vision of Hemisfair is to become one of the world’s great public places, built for locals first. Hemisfair is becoming an urban district with residences, local businesses and three major parks. Hemisfair hosts authentic events, fosters environmental sustainability, and is a laboratory for successful local ventures to mature and expand. The redevelopment efforts for this urban district includes new mixed-use buildings, such as The '68 Apartments and rehabilitation of historic structures to ensure park activation, such as the five existing tenants at Yanaguana Garden.

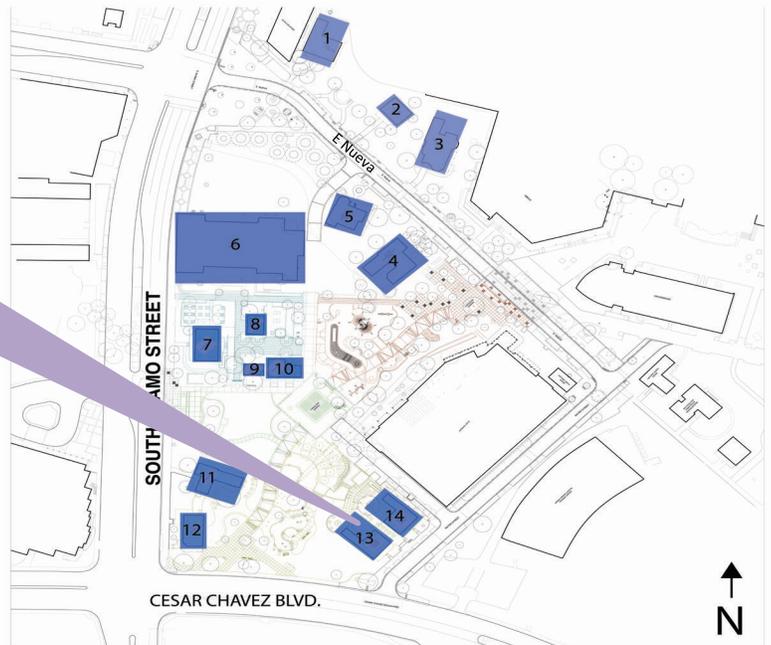


Hemisfair is the central gathering place for San Antonians, strengthening the local community and enhancing the sense of pride in our city. We seek to add benefits for parkgoers (averaging 700,000 visitors per year) and look forward to hearing your ideas for new commercial activity at Espinoza House!

Opportunity

This is an opportunity for a business to have a storefront at Hemisfair. The area surrounding the property serves as one of the most active pedestrian gateways to neighboring retail tenants, parking facilities, residences and nearby attractions such as the Tower of the Americas, Henry B. Gonzalez Convention Center, Magik Theater, UNAM, Mexican Cultural Institute (MCI) and the Institute of Texan Cultures (ITC).

The property available under this RFI is the Espinoza House. Rentable space includes approximately 1,465 interior sf. This property also features an additional 664 sf of exterior front and back porch space, not including the approximately 2,500 sf shared wooden deck.



Quality and Fit

Hemisfair is excited by the prospect of welcoming a new tenant into the Espinoza House that will complement our existing tenants. The business selected to occupy this beautiful building will have an opportunity to serve park-goers, residents, downtown workers and visitors each day. We want to fill the area with businesses that promote play, joy and community, while staying true to San Antonio's character. We are looking for a partner who thinks of the business they are operating and of the greater community in which we all live.

Visitor Traffic

Yanaguana Garden's annual visitor count is approximately 700,000, of which 85% are from San Antonio. Surveys have identified visitors from 162 unique zip codes to the park, including many repeat visitors.

Yanaguana Garden has held over 1,800 events since opening in October 2015, including more than 700 events in 2019. Hemisfair produces its own unique programs, such as Inclusion Programming, Southtown Cinema, and Super Fun Saturday; and partners with organizations to host third-party events such as Dia de los Muertos, Fiesta Fiesta!, Luminaria, Diwali, community 5K races and more. For more information on events, visit our website at www.hemisfair.org/events.

Hemisfair is also home to tenants who help make the district vibrant and inviting. In addition to the retail businesses outlined in the "Neighboring Business" section, Magik Theatre is located at Hemisfair and attracts approximately 200,000 patrons a year; the nearby Tower of Americas attracts close to 400,000 visitors annually; the Henry B. Gonzalez Convention Center receives over 700,000 conventioners annually; and exhibits and fairs at nearby cultural institutions such as UNAM, MCI, and ITC bring in hundreds of thousands of people every year. The burgeoning Southtown neighborhood, historic La Villita, the famous Riverwalk, and numerous hotels are all within a few blocks.

Parking & Transit

In addition to the above-mentioned list of amenities and traffic generators within walking distance, the property enjoys nearby parking and ease of access for patrons and business owners alike, including:

- A new 238-space public garage at The '68 (managed by Hemisfair)
- 61-space parking lot at South Alamo Street (co-managed by Hemisfair)
- 50-space parking lot on Martinez Street at the southwest intersection of Cesar Chavez and S. Alamo streets (co-managed by Hemisfair)
- Over 400 parking spaces on two surface parking lots along Cesar Chavez Street for evening and weekend use (free except for events)
- Nearby metered street parking

The location is easily accessible via public transit, including the new VIA VIVA route. Additionally, there are three nearby SWell Cycle (formerly B-Cycle) stations for bike rental.

Nearby public parking options



Public parking locations within walking distance to Yanaguana Garden:

1. Martinez Street lot
2. The '68 Garage
3. GSA lots
4. S. Alamo Street lot

Property Description



View of the Espinoza House from Hemisfair Blvd.



View of the Espinoza house and deck.

Located within the Hemisfair Historical District, Espinoza is a mirror-property to its neighbor Koehler, built in 1890 with a reflected floor plan. The 1,464-sf house features a large covered porch, a shotgun style

construction, and a long hallway that runs the entire length of the house. In the front, this is flanked by two large rooms on each side, with two restrooms in the rear. Espinoza shares a spacious wood deck with Koehler, which promotes cross-traffic and creates a complementary environment between the businesses that occupy the two structures. Espinoza House is designated as a State Antiquities Landmark (SAL) by the Texas Historical Commission.

Exterior Rehabilitation

Exterior and interior rehabilitation, and stabilization of the Espinoza House was funded through proceeds from the City of San Antonio 2012 Bond. The exterior has been rehabilitated with all wooden surfaces on the exterior of the house repainted, all wooden windows repaired to working order and broken glass replaced. The roof was completely replaced with a standing seam metal roof and painted; new gutters and downspouts were also installed. The exterior wood trim and flooring were repaired at porches. Landscaping was completed around the front of the house.

Interior Rehabilitation

The interior of Espinoza was repainted during the exterior rehabilitation; further renovation was done in 2016 for tenant use. On the left side of the building, the frontmost two rooms were combined and a full bar created out of reclaimed wood and installed. A service area was added in the rear extension, and the bathrooms were renovated.



View of bar from front door.



Seating area from front.

frontage to Hemisfair Boulevard, which will bring pedestrian, bicycle and vehicular traffic into Hemisfair's parks and residences. Located just northeast of Espinoza House is The '68, bringing residents back to the Hemisfair District for the first time since prior to the World's Fair. On its northwest side, the house faces Yanaguana Garden and shares a wide wooden deck with Espinoza House. The deck faces toward several active play areas, the popular and newly updated Union Pacific Railroad Splash Pad and Yanaguana Garden's central promenade.

Exclusions:

Electricity is metered and will be assigned to the tenant per license agreement. Water, pest control, security and trash will be charged to the tenant under a Common Area Maintenance (CAM) agreement. As noted above, public parking is available and monthly rates for owners/employees may be negotiated between Hemisfair and the tenant. Hemisfair can offer parking validations for patrons and employees if tenant is interested.

Neighboring Businesses

Neighboring Businesses

Five houses on the south end of Yanaguana Garden have been awarded to local small business owners through similar RFI processes since January 2015. These businesses include:

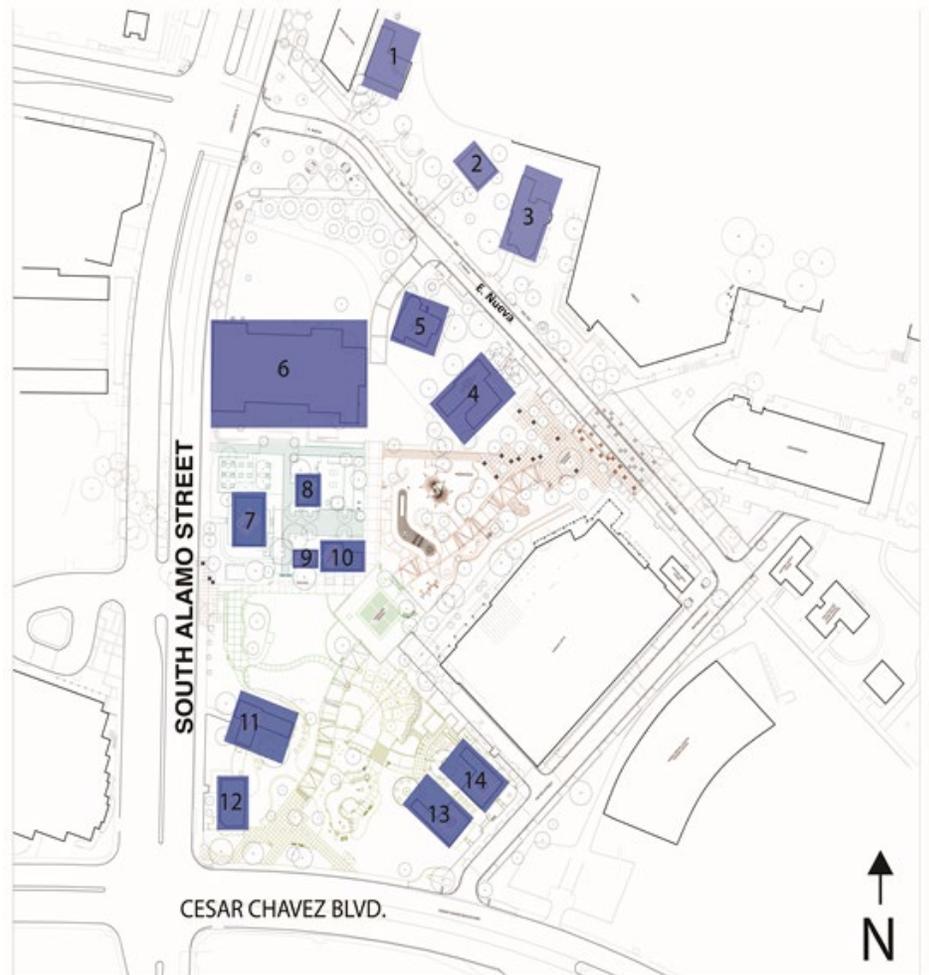
Koehler House (#14 on map) – CommonWealth Coffeehouse & Bakery:

CommonWealth is an uncommon coffeehouse and bakery. Intensely dedicated to serving the best cup of coffee and French pastries for the community, their passion centers on perfection: from quality and presentation to service, CommonWealth offers an unmatched experience. A great place to start your day at Hemisfair, grab lunch with a friend or just refuel after playing in Yanaguana Garden. CommonWealth shares the deck with Espinoza House and we look forward to the new tenant working with CommonWealth to unlock even more activation on the deck.

Pereida House (#11 on map) – Paletería San Antonio: The typical offerings of a Mexican paleta shop are taken to new heights in Joey and Cecy Rodriguez's Paletería San Antonio. Joey takes an artisanal approach to his work, using fresh ingredients and big chunks of fresh fruit that are locally sourced. **Chocollazo & Sugar Sugar:** The second location of Mary and Frank Collazo's delightful dessert shop has one room dedicated to chocolate and another to candy. Visitors can enjoy their choice of indulgence, or even attend a Chocollazo-hosted truffle-painting class.

OK Bar Building (#12 on map) – Dough Pizzeria: Inspired by the traditions of Italian ingredients, Executive Chef and Co-Owner Doug Horn with his wife, Co-Owner Lori Horn, have developed the only pizzeria in San Antonio—and a rare find in Texas—certified to serve under the guidelines created by Associazione Pizzaiuoli Napoletani (Neapolitan Pizzaioli Association) founded in Naples, Italy. All ingredients are sourced as much as possible from local farmers as well as from Italy.

Schultze House (#2 on map) – Blue Cat Yoga & Healing Arts: Trina Johansen and Billy Muñoz use their combined experience in yoga, art and mindfulness to offer inspiration, serenity and healing. Expert yoga instructors teach Vinyasa Flow, Kids Yoga, Body Luv Yoga, Gentle Yoga, Restorative Yoga and Strong Flow classes in a studio that doubles as a gallery for local artists.



Tenant locations within Yanaguana Garden

1. Sweeney House (607 E Nueva)
2. Schultze House (Blue Cat Yoga & Healing Arts)
3. Half House (Whiting-Turner Construction)
4. Kampmann House (Hemisfair Offices)
5. Hermann House (622 E Nueva)
6. Magik Theatre (420 S Alamo)
7. Eagar House (Magik Theatre Offices)
8. Carriage House (Hemisfair Conservancy)
9. Eagar Dependency
10. Restroom
11. Pereida House (Chocollazo & Sugar Sugar, Paeteria San Antonio)
12. OK Bar (Dough Pizzeria Napoletana)
13. Espinoza House
14. Koehler House (CommonWealth Coffeehouse & Bakery)

Submittal Requirements

What we are looking for

The vision for commercial tenants at Hemisfair is to enhance the overall park experience by providing amenities that encourage San Antonio residents to visit the parks or to linger longer. In tune with the rest of Hemisfair’s amenities, tenants need to be high-quality, thoughtful, approachable and contribute to making Hemisfair the place “Where San Antonio Meets.”

Hemisfair Tenant Characteristics

What is offered...	What isn't...
Authentic	Unremarkable
Local	Large franchise
Creative	Predictable
Inspiring	Boring
Accessible	Inconvenient
Organic	Forced
Tasteful	Unpleasant
Respectful	Uncaring
Community loved	Not contributing
Welcoming	Private
Positive impact to surrounding	Burden to neighbors
Vibrant	Boring/empty
Unique	Common/Replaceable
Caters to locals	Tourist-focused
Approachable	Stuffy
Inclusive	Exclusive
Extraordinary	Generic
A “treat”	A chore
Sustainable	Struggling

Submittal Details

All responses to this RFI shall follow a business plan format. Please describe in detail, including photos, drawings or diagrams in answering the following sections:

1. Cover page
 - a. Brief summary of your service offerings and concept
 - b. List of key partners and responsibilities
 - c. List of current business ventures, if any
 - d. Brief on financial health and sources of capital
2. Executive Summary
 - a. Company Overview
 - i. Who you are
 - ii. What you sell
 - iii. Who you sell to
 - b. Mission Statement
 - c. Management Team – bios and resumes
 - i. Partners
 - ii. Consultants
 - iii. Investors
 - iv. Financiers
 - d. Company History – include list of all current locations
3. Products and Services
 - a. List and description of offerings
 - b. Price points
 - c. Other ideas or concepts
4. Strategy
 - a. Target Market
 - i. Market overview and market needs assessment
 - ii. List of competitors and SWOT analysis
 - b. Marketing Plan – positioning, pricing, promotion, etc.
 - c. Design philosophy
 - i. What is the look, feel and aesthetic of your proposed business?
 - ii. Material board encouraged
 - d. Milestones
 - i. Timeline showing intended date of opening for operations.
 - ii. Assume February 10, 2020 as the date the building is released for tenant finish out.
5. Financial Plan
 - a. Revenue forecast with financial highlights
 - b. Personnel plan

- c. Profit and loss – by month for first year then by year
 - d. Financing Summary
 - i. Proposed Rent (may be fixed monthly, a percentage of sales, or some combination)
 - ii. Proposed Terms of Lease
 - iii. Budgets: build-out, start-up and operational budgets
 - iv. Sources and Uses of Capital (outside capital should be accompanied with a letter of credit or letter of intent)
6. List landlord references from current or past business operations.

Process & Schedule

Hemisfair will evaluate all responses to this RFI and then contact the businesses that present the most compelling plan. Based on future and more in-depth conversations, Hemisfair may elect to enter directly into contract negotiations with the preferred respondent. Hemisfair also reserves the right to seek tenants through a more detailed public forum, such as a Request for Proposals (RFP). Responses to this RFI and Hemisfair’s future actions are not binding.

The following schedule outlines the process:

ACTION ITEM	DATE
Request for Interest (RFI) posted	October 18, 2019
Pre-Submittal Conference	November 13, 2019 at 10AM at Schultze House (615 E. Nueva St.)
RFI Responses due	December 20, 2019
Tenant Selection Process (may include interviews, site visits, reference checking, etc.)	January 10 – January 31, 2020
Tenant notification of next steps, potential start of lease	February 3, 2020

Submittal Instructions

Submit electronically by emailing a PDF to

sarah.silva@hemisfair.org

If the size is too large for an email, please send link to download (such as SharePoint, DropBox or FTP site).

All submittals must be received by 5:59PM on December 20, 2019.

Any submittal received after this time shall not be considered.

Site Information

General Information

The Hemisfair district encompasses approximately 40 acres. Nineteen acres are dedicated to public parkland and over 17 acres are set aside for P3 development. The balance of the area is dedicated street right-of-way.



Background

Before the 1968 World's Fair, the ground where Hemisfair sits today was part of a residential neighborhood, whose construction dates stretch back into the mid-1800s. During the World's Fair, some of these historic houses were converted to non-residential use, serving as restaurants, administrative offices and Fair amenities; with some of the properties being used until very recently as city and civic offices.

Hemisfair Park Area Redevelopment Corporation (HPARC) was established in 2009 as a non-profit 501(c)3 to manage and oversee the redevelopment

and management of Hemisfair. It is important to note that HPARC does not profit from its leasing activities. Rather, all proceeds from lease revenues go back into the park and are used to fund operations, maintenance, development, administration and activation of Yanaguana Garden; this creates a financially sustainable organization over time. This is a monumental achievement for a public place, because it ensures its relevance and existence for generations to come, rather than relying on city investment to continue to thrive.

Civic Park

Civic Park is located just to the north of Yanaguana Garden on the northwest zone of the Hemisfair District. It has direct Riverwalk and Convention Center access, is caddy-corner to the Torch of Friendship sculpture and across Market Street from the new Riverwalk Art Garden. Scheduled as phase two of the park improvements, construction is expected to begin in 2019 and continue until 2021.

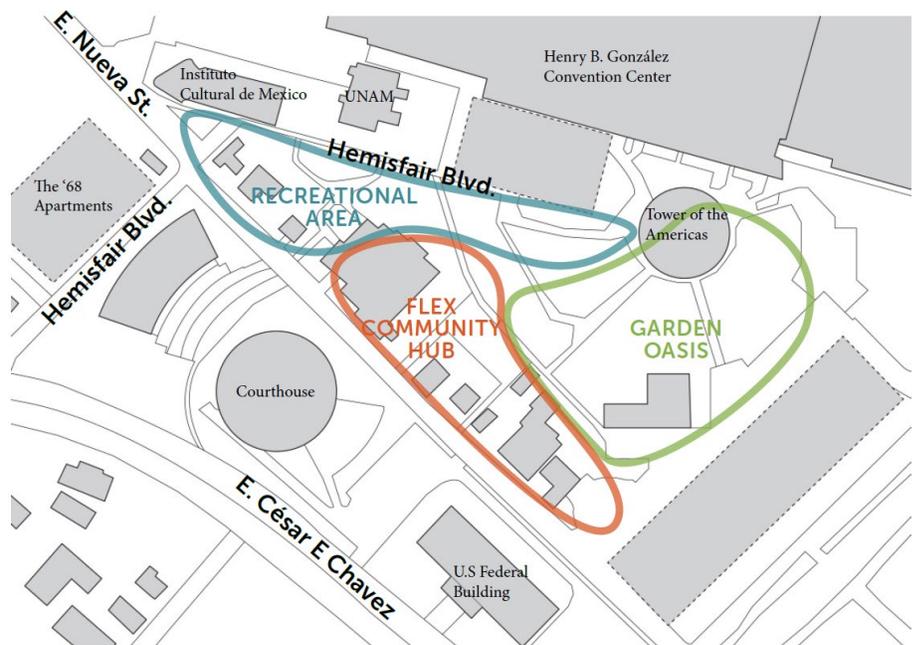
Substantial future P3 and leasing opportunities on approximately five acres of developable parcels will become available in the northwest zone in 2021. Newly built vertical development will include parking, residential, food & beverage, neighborhood retail, office and hotel.



Tower Park

Tower Park is located just to the east of Yanaguana Garden on the southeast zone of the Hemisfair District. The Tower of the Americas is located in Tower Park. It is south of the Convention Center and connected to the Riverwalk. Redevelopment of Tower Park will be the third and final phase of park improvements.

Tower Park will be a community oasis with multiple uses. The design and programming of the space will promote a natural, green character, balanced with recreation and community activities. A unique sense of space will focus on local arts and culture, health and wellness, and the importance of Hemisfair's history.



Disclaimer

Information included with this RFI is provided solely for the convenience of the proposers. WHILE THIS INFORMATION IS BELIEVED TO BE ACCURATE, NO REPRESENTATION OR WARRANTY OF ANY KIND IS MADE BY HPARC AS TO THE ACCURACY OR COMPLETENESS. Respondents are solely responsible for conducting such independent due diligence investigations (and costs of same) as may be necessary for the preparation of responses. HPARC and its employees, consultants, agents and advisors are not responsible for the completeness or accuracy of any information distributed or made available, orally or in writing, during this procurement process.

HPARC may not select any proposers submitting under this RFI if it deems that action to be most advantageous for Hemisfair.