



FREQUENTLY ASKED QUESTIONS (FAQ)

Schultze House Request for Interest

Are applicants to previous RFIs allowed to respond to this RFI?

Yes.

Can I visit/tour now?

Please use [this link](#) for a virtual tour. If you have any questions, please send them to info@hemisfair.org and we will answer. We will also post your question and its answer to this FAQ document so that all respondents have access to it.

How soon does the lease start?

The tenant is expected to be selected on September 15, 2020, at which time the lease term could begin. The Schultze House is ready immediately for the tenant to build out the interior specific to their needs.

How much is rent?

Rent for Hemisfair tenants is based on a percentage of gross revenue to be negotiated through the selection process. Rent payments contribute directly to the maintenance and improvement of public parks at Hemisfair. As the parks drive business to tenants, tenants succeed, and the parks benefit. This structure is also helpful businesses during startup or in a pandemic as the tenant doesn't have to worry about paying rent if closed or during build-out/ramp-up periods.

What tenant improvement allowance does Hemisfair offer?

Hemisfair has renovated the building, including foundation, exterior repair, roofing, electric and air conditioning systems. The building will be delivered to the tenant in a tenant-ready condition. Tenants are expected to pay for any capital improvements to the properties. Contributions from a tenant toward improvement of the property may translate to a more advantageous lease structure and concession package, to be determined during lease negotiations.

What concessions are offered?

While Hemisfair cannot provide a TI allowance, flexibility exists in lease terms, including rent.

What is the term of leases?

The length of the lease has not been pre-determined and will be similarly negotiated based on multiple factors. Most leases to-date have been structured as a three-year term with extensions.

Where will tenants' staff park?

Parking is available through monthly passes at current Hemisfair parking facilities.

What's the timeline for the P3 at the southwest quadrant, now named The '68?

The '68 Apartments opened at Hemisfair in July 2019. The apartments include 151 new residential units, commercial uses such as a future ground-floor restaurant Box Street Social, ReRooted (an urban winery), Lick Ice Cream (opened June 2020), and EnergyX Fitness Studio (opened November 2019); and 238 public parking spaces (managed by Hemisfair) in an adjacent garage.

How will tenants handle trash pickup? Is there a CAM? Is this a NNN lease?

Currently, Hemisfair maintains and oversees contracts for trash, grounds management and auxiliary services. Hemisfair divides Common Area Maintenance (CAM) expenses between tenants based on usage. Leases are generally be described as NN, as there are no property taxes and Hemisfair/the City are responsible for the building structure. Tenants are responsible for ongoing services and expenses such as water, electric, gas, some insurance, and CAM.

What other requirements are there (insurance, liability, etc.)?

Standard requirements for permitting, insurance and liability will be in accordance with City of San Antonio requirements. Those requirements are available from Hemisfair upon request.

On what criteria are you judging respondents to this RFI?

Successful respondents will showcase an understanding of the redevelopment effort at Hemisfair and an enthusiasm for becoming part of a park-tenant ecosystem. Respondents should demonstrate a history of success with starting, owning and/or operating businesses, and that they have access to sufficient capital to invest in any necessary updates to the structures.

Who is selecting the tenants?

Members of the Hemisfair board and staff will determine which tenant(s) to enter negotiations.

Where do patrons park?

The '68 parking garage boasts 238 public parking spaces, in addition to 110 spaces at two surface public parking lots, one off South Alamo Street (across the street from Schultze House) and another on Martinez Street. Future phases near Civic and Tower parks will add thousands more public parking spaces.

Are there any restrictions on the use of the home? Type of tenants or their improvements?

Any improvements to the structures must conform to both Hemisfair Design Standards and Texas Historic Commission guidelines. Alterations to the exteriors are also subject to the approval of Historic Design Review Commission. Tenants of the historic properties at Hemisfair must ensure that their business acts as a park activator, encouraging visitation to the parks and adding to visitors' experience of the district. Business must be open to the public (e.g. not offices, private clubs, residences, etc.).



What about TABC? Does Hemisfair allow alcohol to be sold by tenants?

Hemisfair is one of the few City parks that allow for open consumption of alcohol in non-glass containers. Yanaguana Garden offers visitors a family-friendly environment that is also compatible with the responsible consumption of alcoholic beverages. Hemisfair authorizes tenants to hold a TABC wine and beer retailers permit, to sell for consumption on or off the premises per the Texas Alcoholic Beverage Code. TABC-issued mixed beverage permits for sales or consumption of mixed alcoholic beverages is allowed but not encouraged at Yanaguana Garden. Given Hemisfair's unique interests in promoting a family-friendly environment in Yanaguana Garden, such policies and procedures may exceed those required under state law or TABC licensing.

What are the key benefits to businesses that might be interested in these properties?

First, there is the historical significance of the properties and the district. Second, tenants to these homes experience built-in traffic. During pre-COVID pandemic times, Yanaguana Garden sees approximately 700,000 visitors each year, with thousands attending the more than 700 events held at Hemisfair annually. Attendance numbers and park penetration have been limited since March 12, 2020 but we expect that visitors will return soon, especially to sample new business offerings. The future is bright with proposed future phases including Civic Park and Tower Park. Park goers represent a wide demographic, primarily locals (approximately 85%), but also many visitors from around the world visiting for conventions and recreation.

What is the deadline for submittals?

Responses to the RFI for Schultze House must be received by 5:59 p.m. on August 20, 2020.

Please do not be intimidated by the level of detail requested in the RFI. We ask that you submit as complete a package as possible before the due date. If additional information is required, our team will request it prior to potential tenant interviews. We're excited to learn about your individual business ideas and their fit within Hemisfair!