



Request for Proposals

Restaurant Development Opportunity in Cameron Parish

All interested parties are hereby invited to offer their interest and qualifications to lease and operate a destination restaurant in the coastal community of Cameron, Louisiana, in a new recreational real estate development called Lighthouse Bend. Cameron is home to an expanding industrial base at the pipeline nexus of America's domestic natural gas industry, both offshore and from the rest of the United States, prepared in Cameron for export to the rest of the world. Cameron Parish also hosts 300,000+ yearly visitors along its federal byway, the Creole Nature Trail.

In partnership with its newest corporate citizen, [Venture Global LNG](#), the Parish will own and manage a 58-acre recreation development that includes a signature restaurant space in its main building, also a marina, convenience store, boat launch, water taxi, RV resort and nature area. At your option, you may propose to either lease and manage the entire development complex as described above, or just the restaurant. The website, [LighthouseBend.com](#), describes the development as envisioned. Lighthouse Bend construction is set to begin in 2020 and should be ready for your Grand Opening by the end of 2021. (All target dates referenced herein are subject to change, and any changes to the timeline will be communicated by email directly to each Proposer and updated on the website.)

This Request¹ is extended to qualified owner/operators for this development. In order for respondents to participate, proposals should be submitted according to the guidelines below. Finalists may be required to comply with Louisiana's Public Bid Law² before any final decisions are made.

You should submit a Business Plan within your Proposal which begins with an Executive Summary and include or reference the following elements, documents and details:

I. Information and Background

1. State which entities are included in your Proposal. Is it a restaurant only? Are you also proposing to lease and operate the marina, the convenience market, the fuel operation, the RV resort, the water taxi or other businesses within Lighthouse Bend?
2. Provide Proposer's current legal entity name and all contact information. State the corporate structure and include any and all other fiduciary relationships including and all owner/partnerships anticipated.
3. Provide a Statement of Interest signed by the Proposer's representative authorized to negotiate, act and sign lease documents on behalf of the Proposer, development entity or partnership.
4. Convince the selection panel that you are qualified to operate the proposed entity with your relevant experiences and proving your ability to own and operate this new venture.
5. Provide a marketing plan. What is your marketing strategy and how will you implement it?

II. Financial Viability

Provide a detailed, complete description of how you will finance the project.

1. Provide a detailed financial analysis that should include:
 - a. Sources and uses of funds

¹ Recipients of this RFP should not construe the contents of this document as legal and binding; its purpose is to solicit proposals by informing potential applicants of the opportunities and list guidelines for consideration and submittal. Recipients should consult their own competent legal counsel, accountants, tax, business and other advisers at their discretion. Neither this document nor the website purport to be all-inclusive, nor to contain all the information a recipient may require. Recipients are advised to conduct their own thorough investigation of the opportunity discussed above. Additional information is available at [LighthouseBend.com](#).

² Responders (Proposers) to this RFP should be aware that award of the project to the successful Proposer, including execution of lease documents, will be made only after it has been determined that the applicant will have complied with all requirements of Louisiana's Public Bid Law should such compliance be required. For your convenience, [https://app.la.state.la.us/llala.nsf/27670DBD4E563BE986257AC2004F9253/\\$FILE/Louisiana%20Procurement%20Code.pdf](https://app.la.state.la.us/llala.nsf/27670DBD4E563BE986257AC2004F9253/$FILE/Louisiana%20Procurement%20Code.pdf) and [https://app.la.state.la.us/llala.nsf/87BD5C74CB17E03686257AB8006F37DE/\\$FILE/Public%20Bid%20Law%20FAQ.pdf](https://app.la.state.la.us/llala.nsf/87BD5C74CB17E03686257AB8006F37DE/$FILE/Public%20Bid%20Law%20FAQ.pdf) may be helpful. It is your responsibility to research and adhere to all aspects of compliance.

- b. Total Project Budget from Year 1 though at least Year 3. It will also include assumptions, revenues and operating expenses by use
- c. Cash flow analysis that shows rents and other operating assumptions, debt services, and residual cash flows
- d. Audited financial statements for the past three (3) years, if available, including balance sheet, income statement, and statement of cash flow. If the respondent does not have such financial statements for the prior three years, provide as many years as available.
- e. References from at least ONE commercial bank and TWO institutional development partners. Describe the nature of the references/involvement in prior projects.

2. You are encouraged—and *it is to your competitive advantage*—to create and include suggested lease terms (a “term sheet” or “letter of intent”) within your Proposal.

III. Concept/Vision

Understand that it is also to your advantage to provide as much information as possible to convince the Selection Committee that you are the best qualified Proposer.

Proposers **must include a compelling narrative** of their concept/vision for the restaurant and other spaces as imaged. Use this narrative to distinguish yourself from your competition, which should also consider and address:

- 1. What is the potential name you choose for for the facility(s) you propose to lease?
- 2. How long-term success is accomplished through your Proposal?
- 3. Will you create partnerships with other retailers? Cameron Parish is keen to encourage participation and creation of other operators within or near Lighthouse Bend.
- 4. Provide a management plan with supporting qualifications of personnel.
- 5. If you choose, provide your desired floor plan. (Preliminary floor plan is available for download from the [website](#)).

IV. Local/Regional Roots

- a. Proposer should demonstrate a clear understanding of the local community, parish, and region.
- b. Proposer should delineate how the Proposal reflects the local community and its culture and heritage.

Successful RFP finalist will be selected by a panel of judges representing Cameron Parish government, Venture Global LNG, Inc. and CameronAnswers, Inc., a 501(c)(3) corporation.

Deadline for submittal of questions regarding this RFP is November 16, 2020. All questions will be answered within the FAQ section of the website, LighthouseBend.com/FAQ, and will therefore be available to all prospective Proposers at the same time.

All RFP presentations are to be provided electronically as a PDF by email or other means (e.g., Dropbox) to rfpmanager@LighthouseBend.com. Deadline for receiving your RFP submittal is 5pm, Monday, December 21, 2020. Soft deadline for announcement of the winning Proposer is January 15, 2020. Proposers may be requested to give an oral presentation after submission of responses should the Parish find it necessary. As a guideline to the selection of the successful applicant(s), each Proposal submission will be weighted as follows:

Relevant experience	25%
Financial viability	35%
Concept/Vision	25%
Local/Regional roots	15%

Thank you for your consideration.