

**ADVERTISEMENT  
REQUEST FOR PROPOSAL**

***Best Use Analysis for Town of Pulaski Property***

The Town Council of the Town of Pulaski, Virginia, invites proposals from qualified firms to conduct a Best Use Analysis of a recently acquired property located within the political jurisdiction. The purpose of this analysis is to identify the optimal use for the property, aligning with the Town's development goals.

This property consists of approximately 170 acres of primarily wooded land. Given the pressing need for housing, proposals should prioritize development options that are not limited to, but rather favor residential needs while considering zoning regulations and flood plain constraints to ensure sustainable and resilient community development.

**Scope of Work:**

1. Comprehensive Site Assessment
2. Market Analysis
3. Financial Feasibility Study
4. Stakeholder Engagement
5. Best Use Recommendation

**Proposal Contents:**

Proposals should include the following:

1. Company Overview
2. Project Team Details
3. Similar Projects
4. Approach/Methodology
5. Work Plan/Timeline

The Town Council of the Town of Pulaski, or their authorized selection committee, will review all proposals and select proposals deemed best qualified and responsive. At the conclusion of the interviews, the developers/purchasers will be ranked in order of preference and contract negotiations will be instituted with the respondent ranked first. Should a satisfactory contract be negotiated at a price which is fair and reasonable, the award will be made to that respondent. Otherwise, negotiations with the number one respondent will be formally terminated, and negotiations will be conducted with the respondent ranked second. This process shall continue until a fair and reasonable contract can be negotiated.

The Town reserves the right to reject any and all proposals, waive any formalities, and/or divide any project into sub-sections. The procurement of these services will comply with the Virginia Public Procurement Act. The Town of Pulaski is an equal opportunity employer.

**Proposal Submittal:**

To be considered for selection, offerors must submit a complete response to this RFP. Ten (10) originals and an electronic copy of the proposal on CD or thumb drive in PDF format must be received in a sealed envelope clearly marked “Best Use Analysis for Property” no later than April 16<sup>th</sup> 2024. Any proposals received after that deadline will be returned unopened.

This RFP advertisement does not commit the Town of Pulaski to award a contract or pay any costs incurred in proposal preparation.

Proposals and inquiries should be addressed to:

Todd Day  
Town Manager  
P.O. Box 660  
Pulaski, VA 24301  
540-994-8600