



Meeting Date: February 24, 2022 **Agenda Type:** Action Items

From: Darla Arnold **Reviewed by:** Ryan Kelso
Executive Asst. to the COO Chief Operations Officer

Submitted by: Ryan Kelso **Approved by:** Ian Taylor
Chief Operations Officer Chief Executive Officer

RECOMMENDED ACTION: Discuss and Consider Authorizing CEO or His Designee to Enter into a Memorandum of Understanding with Seals Family Properties, LLC, Regarding the Development of 263 Main Plaza

BACKGROUND

In January 2021, New Braunfels Utilities (“NBU”) released a Request for Qualifications (“RFQ”) for developers interested in the purchase and development of a parcel of property known as the Main Plaza Building (“MPB”) located at 263 Main Plaza, New Braunfels, Texas 78130. NBU received six responses to the solicitation and shortlisted three developers. In May 2021, NBU released a Request for Proposals (“RFP”) to the shortlisted developers to request proposals for the redevelopment of the MPB.

Recognizing the importance of this project, NBU assembled two teams, the Core Team (“CT”) and the Project Advisory Committee (“PAC”), to develop and evaluate responses for both the RFQ and RFP. The CT consisted of two NBU Board members, three NBU employees, and two City of New Braunfels employees. The PAC was comprised of experienced central Texas developers, members of the community, and local property owners. The teams worked independently for both the RFQ and RFP evaluations, and both teams unanimously agreed in their RFQ shortlist and the selection of Team Mainzer as the recommended developer.

The proposal from Team Mainzer, comprised of (1) Seals Family Properties, LCC, (2) Kingham, Dalton Wilson, and (3) Gillum Development, integrates rich German culture into a downtown boutique hotel to be named “The Mainzer.” The proposal also includes social gathering places, including a restaurant, bar and garden, and a place concepted to feel like home, all of which provide a welcoming environment to come and stay for locals and tourists alike.

NBU staff requests that the Board of Trustees approve the Memorandum of Understanding (“MOU”) with Seals Family Properties, LLC, to proceed with discussions for the development of the MPB.

FINANCIAL IMPACT

The MOU has no financial obligations for NBU or the Developer.

LINK TO STRATEGIC PLAN

Recognized as a Trusted Community Partner Dedicated to Excellence in Service

Maintain Organizational Reliability and Resiliency

EXHIBITS

1. MOU