

BERKELEY COUNTY DEVELOPMENT AUTHORITY

REQUEST FOR QUALIFICATIONS

**Sub-Developer for Commercial, Hospitality, Retail, Entertainment, and Support
Uses**

Project Allstar Berkeley County, West Virginia

**Issuing Authority
Project**

Berkeley County Development Authority (BCDA)
Project Allstar, Westside Berkeley County, WV

RFQ Purpose

Selection of a qualified private-sector sub-
developer/master developer partner

Issue Date

July 20, 2026

Responses Due

August 24, 2026, at 4 p.m. EST

Submission Contact: Jennifer Smith, Executive Director, BCDA | 300 Foxcroft Ave., Suite 201, Martinsburg, WV
25401 | jsmith@developmentauthority.com

EXECUTIVE SUMMARY

The Berkeley County Development Authority (the “BCDA”) is soliciting Statements of Qualifications (“SOQs”) from experienced private-sector developers for a public-private partnership to effectuate Project Allstar, a catalytic destination sports, recreation, entertainment, hospitality, and commercial development in Berkeley County, West Virginia (the “Project”). The Project will include an approximately 145,000 square foot indoor/outdoor sports/events complex to be publicly owned and operated by a management company (the “Sports/Events Complex”).

Project Allstar is planned on BCDA-owned land on the west side of Interstate 81 in Berkeley County, generally in the Tabler Station/Arden area. The BCDA-controlled site consists of approximately 256.6 acres, with the Sports/Event complex anticipated to occupy approximately 72 acres and the balance available for compatible commercial, hospitality, retail, restaurant, entertainment, service, and other support uses.

BCDA seeks to identify, select, and collaborate with a qualified sub-developer (the “Sub-Developer”) that can plan, finance, recruit tenants/end users, construct, lease, sell, operate, and/or manage portions of the Project site in a manner that complements the destination sports complex and maximizes long-term economic impact for Berkeley County.

The Project is expected to benefit from significant public-sector planning and infrastructure activity, including water, sewer, roadway, electric, gas, site development, and district-financing strategies. The West Virginia Legislature has approved an Economic Opportunity Development District (also known as a “Sales Tax TIF”) for Project Allstar, and BCDA and its public partners are evaluating additional financing tools, including real and personal property tax increment financing (“Property Tax TIF”) and other state or local incentives.

The BCDA envisions that the Sales Tax TIF will be utilized to finance the majority of the costs of design, acquisition, construction and equipping of the Sports/Events Complex. Accordingly, the development of retail businesses which generate sales tax will be critical to financing the Sports/Events Complex. The private development is a predicate to the realization of the Sports/Events Center Complex.

Responses will be evaluated based on the Respondent’s relevant development experience, financial capacity, access to capital, tenant and end-user recruitment capability, experience with public-private partnerships and incentive-backed development, local/regional market understanding, project team qualifications, and proposed strategy for implementation.

Project Snapshot

Location	Westside Berkeley County, West Virginia, near Interstate 81 and the Tabler Station/Arden area.
Site Control	BCDA-owned site of approximately 256.6 acres, subject to confirmation, survey, title, covenants, easements, and final development planning.
Primary Anchor	Destination sports and event complex, including indoor and outdoor sports/event components.
Sub-Developer Opportunity	Commercial, hospitality, retail, restaurant, entertainment, service, mixed-use support, and other compatible development on portions of the Project site.
Estimated Demand Drivers	Regional growth, tourism, tournaments, visitor spending, hotel room-night demand, industrial and logistics growth, and expanding Eastern Panhandle population base.

Public Financing Tools	Sales Tax TIF, potential Property Tax TIF, infrastructure funding, and other eligible state/local incentives, subject to approvals and applicable law. The County Commission would issue revenue bonds for any Sales Tax TIF and/or Property Tax TIF and is working closely with the BCDA and financing team professionals for potential bond issuances.
Procurement Goal	Shortlist and select a qualified Sub-Developer to negotiate an MOU and, as appropriate, a development agreement, ground lease, purchase agreement, or other project documents.

REQUEST FOR QUALIFICATIONS

SECTION 1: GENERAL INFORMATION

1.1 Summary Statement

This RFQ invites qualified firms, joint ventures, and development teams to submit a SOQ describing their technical, managerial, financial, leasing, tenant-recruitment, and implementation capacity to develop all or portions of Project Allstar. BCDA may select, in its sole discretion, one or more Respondents for interviews and may enter into a memorandum of understanding and subsequent definitive project documents with the selected Sub-Developer.

1.2 Issuing Authority

The issuing authority is the Berkeley County Development Authority, located in Berkeley County, West Virginia.

1.3 Closing Date and Submission Requirements

SOQ responses must be submitted by email in searchable PDF format no later than 4:00 p.m. eastern time on August 24, 2026. Responses shall be emailed to:

- Jennifer Smith, Executive Director, Berkeley County Development Authority:
jsmith@developmentauthority.com

BCDA may reject any submission received after the deadline or any submission that fails to comply materially with this RFQ.

1.4 Questions and Addenda

Questions regarding this RFQ shall be directed in writing to Jennifer Smith at jsmith@developmentauthority.com. Questions must be received by August 3, 2026, BCDA may issue written addenda, clarifications, or responses to questions at its discretion. Oral statements shall not modify this RFQ unless confirmed in a written addendum issued by BCDA.

1.5 Economy of Preparation / Incurred Expenses

Responses should be straightforward, concise, and responsive to the requirements of this RFQ. BCDA will not be responsible for any costs incurred by any Respondent in preparing, submitting, presenting, or negotiating a response to this RFQ. BCDA reserves the right to waive informalities or nonconformities, reject any or all submissions, cancel or reissue this RFQ, and select the Respondent that BCDA determines to be in the best interests of the Project and Berkeley County.

SECTION 2: BACKGROUND

2.1 Berkeley County and Market Context

Berkeley County is located in the Eastern Panhandle of West Virginia and is strategically positioned along the Interstate 81 corridor within the broader Washington-Baltimore-Northern Virginia regional economy. The County benefits from proximity to major population centers, freight corridors, industrial users, workforce assets, and a growing residential and visitor market.

BCDA's objective is to use Project Allstar as a catalytic economic development asset that increases visitor spending, expands the tax base, supports business retention, expansion and recruitment, creates jobs, and strengthens quality of place for Berkeley County residents and employers.

2.2 Project Location and Site Information

Project Allstar is planned on a BCDA-controlled site west of Interstate 81 in Berkeley County, West Virginia, generally in the Tabler Station/Arden area. The full site is approximately 256.6 acres, subject to survey, final site planning, title review, environmental review, infrastructure design, covenants, easements, and public approvals. The Sports/Event complex is expected to occupy approximately 72 acres, leaving substantial acreage available for private-sector development compatible with the Project.

Respondents should assume that the Project will require coordinated master planning, phasing, infrastructure sequencing, pad development, access management, utility coordination, stormwater planning, and integration with the public sports/event complex and other public infrastructure improvements.

2.3 Project Vision

BCDA envisions Project Allstar as a regional destination that combines sports tourism, tournaments, recreation, events, hospitality, restaurants, retail, entertainment, and complementary commercial uses. The center piece of the development will be the Sports/Event Center which will be primarily financed through the issuance of Sales Tax TIF revenue bonds by the County Commission. The private development component should enhance the visitor experience, provide services to athletes and families, support local residents and employers, and generate sustainable tax revenues for public infrastructure and community needs.

Potential uses may include, without limitation:

- Hotels and lodging products serving tournament and visitor demand;
- Restaurants, cafes, fast-casual, and sit-down dining;
- Entertainment, recreation, and experiential retail;
- Sports medicine, wellness, fitness, training, or recovery uses compatible with the Project;
- Convenience, fuel, specialty retail, and traveler services;
- Office, flex, service, commercial, or other support uses that complement the Project; and
- Other commercial or mixed-use components proposed by Respondent and approved by BCDA.

2.4 Public-Sector Activities and Incentives

BCDA and its public partners have advanced or are evaluating multiple Project-supporting activities. The following are provided for context only and remain subject to due diligence, approvals, funding availability, applicable law, and final project documents:

- Sales Tax TIF approved by the West Virginia Legislature for Project Allstar;
- Potential Property TIF and other local financing tools for public infrastructure;
- Water and sanitary infrastructure planning, including regional westside water improvements;
- Roadway, access, and traffic planning, including coordination with public transportation agencies;
- Electric, gas, and utility coordination to support phased development;

- Conceptual site planning for indoor sports, outdoor fields, event space, and private commercial development areas; and
- Ongoing coordination with state, county, utility, education, workforce, tourism, and healthcare partners.

SECTION 3: SUB-DEVELOPER SCOPE OF WORK

3.1 Desired Role

The selected Sub-Developer is expected to work collaboratively with BCDA and its partners to plan and implement private development components of Project Allstar. The final structure may include a master development agreement, purchase agreement, ground lease, pad development agreement, joint development agreement, public-private partnership agreement, or other structure negotiated by the parties.

3.2 Anticipated Scope

The Sub-Developer's responsibilities may include, but are not limited to:

- Provide strategic advice regarding highest and best use, market positioning, phasing, merchandising mix, and site plan integration;
- Prepare or assist with master planning for commercial, hospitality, retail, restaurant, entertainment, and other private uses;
- Recruit, negotiate with, and secure tenants, operators, end users, franchisees, hotel flags, retailers, restaurants, entertainment users, and other occupants;
- Provide access to capital to finance, construct, own, sell, lease, and/or manage development components;
- Coordinate with BCDA and public partners on infrastructure sequencing, site access, utilities, stormwater, grading, traffic, signage, parking, and public improvements;
- Support incentive strategy, including Sales Tax TIF, Property Tax TIF, grants, infrastructure funding, and other eligible public financing tools;
- Prepare concept plans, development budgets, schedules, absorption assumptions, implementation plans, and pro formas as requested during negotiations;
- Obtain, or assist in obtaining, required permits and approvals for private development components; and
- Comply with applicable laws, procurement requirements, land-use requirements, environmental requirements, financing covenants, and final project agreements.

3.3 Development Parameters

- Development must complement the Project Allstar sports/event complex and support the overall public purpose of the Project.
- BCDA may require design, architectural, signage, landscaping, access, parking, sustainability, and operations standards.
- Uses must comply with applicable zoning, land-use approvals, covenants, restrictions, infrastructure capacity, and final project documents.
- Owner-occupied residential housing is not anticipated as part of this RFQ unless specifically authorized by BCDA in writing.
- BCDA reserves the right to divide the opportunity into phases, pads, districts, or components and to select one or more development partners.

SECTION 4: QUALIFICATIONS AND EXPERIENCE

The selected Sub-Developer should demonstrate the following qualifications:

- Successful development experience with master-planned commercial, hospitality, retail, restaurant, entertainment, sports-adjacent, tourism, or mixed-use projects of comparable scope and complexity;
- Demonstrated financial capacity and access to capital to execute the Project from predevelopment through design, construction, occupancy, lease-up, sale, and/or management;
- Experience with public-private partnerships, development authorities, county commissions, municipalities, state agencies, and public infrastructure coordination;
- Experience utilizing or structuring incentive-backed developments, including Sales Tax TIF, Property TIF, grants, or similar tools;
- Proven relationships with retailers, restaurants, hotel brands, entertainment users, operators, lenders, equity partners, brokers, architects, engineers, contractors, and public agencies;
- Capability to implement development in phases while coordinating with a public anchor facility and ongoing public infrastructure improvements; and
- Understanding of the Interstate 81 corridor, Eastern Panhandle, regional tourism markets, visitor spending, hotel demand, and commercial real estate trends.

SECTION 5: SOQ DOCUMENTATION

5.1 SOQ Format Requirements

- Submit one searchable PDF copy by email.
- Recommended maximum length: 40 pages, excluding resumes, financial statements, and appendices.
- Organize the SOQ in the order listed in Section 6.
- Clearly mark confidential, proprietary, or trade-secret information as described in Section 5.2.
- Include the Respondent's legal name, principal office, primary contact, and signature of an authorized representative.

5.2 West Virginia Freedom of Information Act

Respondent acknowledges that responses may be subject to the West Virginia Freedom of Information Act and other applicable public records laws. If a Respondent believes that any submitted information is proprietary, confidential, or a trade secret, the Respondent shall clearly identify such information and provide a brief written basis for the designation. BCDA does not guarantee that any information will be exempt from disclosure.

SECTION 6: SOQ EVALUATION CRITERIA AND SUBMITTAL INFORMATION

6.1 Letter of Interest

Provide a cover letter containing the Respondent's name, address, telephone number, email address, legal structure, primary contact, and a statement of interest in serving as Sub-Developer for Project Allstar. Identify any proposed joint venture partners, affiliates, subcontractors, service providers, brokers, design professionals, engineers, contractors, operators, or financing partners.

6.2 Team Organization

Provide an organizational chart showing principals, key team members, affiliates, consultants, subcontractors, service providers, and reporting hierarchy for all phases of the Project, including planning, financing, design, approvals, construction, leasing, operations, and asset management. Identify whether the team has previously worked together and describe relevant experience.

6.3 Principals and Key Team Members

Provide resumes or biographies for each principal and key team member. Each resume should include:

- Proposed Project role;

- Relationship to Respondent and years with the organization;
- Educational background, professional licenses, and certifications;
- Relevant project experience and past performance; and
- Estimated percentage of time to be assigned to the Project during predevelopment and implementation.

6.4 Relevant Development Experience

Describe the team's past performance on projects of similar scope and complexity. Include:

- Commercial, hospitality, retail, restaurant, entertainment, sports-adjacent, destination, tourism, or mixed-use developments;
- Projects involving land acquisition, master planning, infrastructure sequencing, pad development, leasing, sale, construction, and long-term operations;
- Experience with large public anchors, sports complexes, event venues, tourism assets, or visitor-driven destinations;
- Experience collaborating with development authorities, county commissions, municipalities, state agencies, utilities, and quasi-governmental entities;
- Experience developing integrated schedules and managing costs, budgets, risks, and phasing;
- Experience with commercial development in West Virginia or similar markets; and
- Specific examples of problems encountered and how they were resolved.

6.5 Tenant / End-User Recruitment

Describe the Respondent's tenant and end-user recruitment capabilities, including relationships with hotel brands, restaurants, retailers, entertainment operators, sports-adjacent users, brokers, franchisees, capital partners, and regional/national tenants. Provide examples of successfully executed leases, pad sales, build-to-suits, franchise deals, or operator agreements.

6.6 Financial Capacity

Describe the Respondent's financial capacity to undertake the Project, including prior capital raised, debt/equity relationships, lender references, bonding capacity, balance sheet strength, access to private capital, and ability to carry predevelopment costs. BCDA may request financial statements, proof of funds, lender letters, or other confidential financial information during shortlisting or negotiations.

6.7 Incentive and Public Finance Experience

Describe experience utilizing, structuring, or complying with public incentives, including Sales Tax TIFs, Property Tax TIFs, grants, tax credits, public infrastructure reimbursement agreements, or similar tools in West Virginia or other states.

6.8 Project Allstar Strategy

Provide a preliminary strategy for Project Allstar, including:

- Recommended highest and best uses for private development areas;
- Preliminary vision for commercial, hospitality, restaurant, retail, entertainment, and support uses;
- Suggested phasing and timing of private development relative to sports complex construction and opening;
- Anticipated approach to tenant/end-user recruitment;
- Infrastructure, access, utility, grading, parking, and site-planning considerations;
- Anticipated utilization of Sales Tax TIF, Property Tax TIF, and other incentive tools; and
- Major risks, critical path items, and recommended next steps for BCDA.

6.9 References

Provide not less than three references with direct knowledge of Respondent's involvement in relevant development projects. Include name, title, organization, email, phone number, project name, project location, and relationship to Respondent.

6.10 Conflicts of Interest and Disclosures

Disclose any actual, potential, or perceived conflicts of interest related to Project Allstar, BCDA, Berkeley County, public officials, project consultants, landowners, utilities, or prospective tenants/end users. Disclose any ownership interests, options, contracts, brokerage arrangements, or other financial interests in property located within or near the Project site.

SECTION 7: REVIEW AND EVALUATION PROCESS

7.1 Initial Evaluation

BCDA or a designated evaluation committee will review SOQs based on the criteria in this RFQ and any other factors BCDA deems relevant. BCDA reserves the right to determine the weight assigned to each criterion and to make all determinations in its sole discretion.

7.2 Interviews and Shortlisting

BCDA may invite one or more Respondents to participate in interviews, presentations, site visits, negotiations, or requests for supplemental information. BCDA may shortlist Respondents or proceed directly to selection.

7.3 Selection and Negotiation

Following evaluation, BCDA may select a preferred Respondent and negotiate an MOU, exclusive negotiating agreement, development agreement, ground lease, purchase agreement, infrastructure agreement, or other documents. Selection pursuant to this RFQ does not create any entitlement to develop the Project and does not bind BCDA unless and until definitive written agreements are approved and executed by all required parties.

7.4 Reservation of Rights

BCDA reserves the right, without limitation, to:

- Reject any or all responses;
- Cancel, amend, modify, or reissue this RFQ;
- Waive irregularities or informalities;
- Request clarifications or supplemental information;
- Conduct independent due diligence on Respondents and references;
- Select one or more Respondents, or no Respondent;
- Negotiate with any Respondent in any order;
- Modify the Project scope, site area, phasing, financing, or transaction structure; and/or
- Decline to proceed with a transaction if BCDA determines that doing so is in the best interests of Berkeley County.

SECTION 8: PROCUREMENT SCHEDULE

RFQ Issued	July 20, 2026
Deadline for Questions	August 3, 2026
Responses to Questions / Addenda	August 10, 2026
SOQs Due	August 24, 2026, at 4:00 p.m. EST

Interviews / Presentations	September 2026
Selection / Negotiation Period	September 2026 to October 2026

SECTION 9: TERMS AND CONDITIONS

9.1 No Obligation

This RFQ is not an offer, contract, or commitment by BCDA. BCDA shall have no obligation to any Respondent unless and until definitive written agreements are approved and executed.

9.2 Public Purpose

The Project is intended to advance economic development, tourism, job creation, tax base growth, infrastructure investment, and quality-of-place objectives for Berkeley County. Respondents should demonstrate how their proposed strategy supports these public purposes.

9.3 Applicable Law and Venue

Any definitive agreements will be governed by the laws of the State of West Virginia. The venue for any disputes shall be in the appropriate court serving Berkeley County, West Virginia, unless otherwise agreed in writing by BCDA.