



## **REQUEST FOR PROPOSALS**

### **Saint Croix Island International Historic Site McGlashan-Nickerson House, Calais, Maine**



**RFP Extended: December 10<sup>th</sup>, 2021**

**Site Tour: Open upon request.**

**Question Submission Deadline: December 30<sup>th</sup>, 2021**

**Initial Proposal Submittal Deadline: February 14<sup>th</sup>, 2022**

**Subsequent Proposal Submittal Deadlines (If No Proposals Received on  
February 14<sup>th</sup>, 2022): Each Monday beginning February 21, 2022**

**REQUEST FOR PROPOSALS MCGLASHAN-NICKERSON HOUSE**

**LEASING OPPORTUNITY AT SAINT CROIX ISLAND INTERNATIONAL HISTORIC SITE**

## **A. Summary.**

This Request for Proposals (RFP) provides the opportunity for interested individuals and organizations to submit proposals to the National Park Service (NPS) to lease NPS property at Saint Croix Island International Historical Site under the following general terms and conditions.

### **1. Property Offered for Lease**

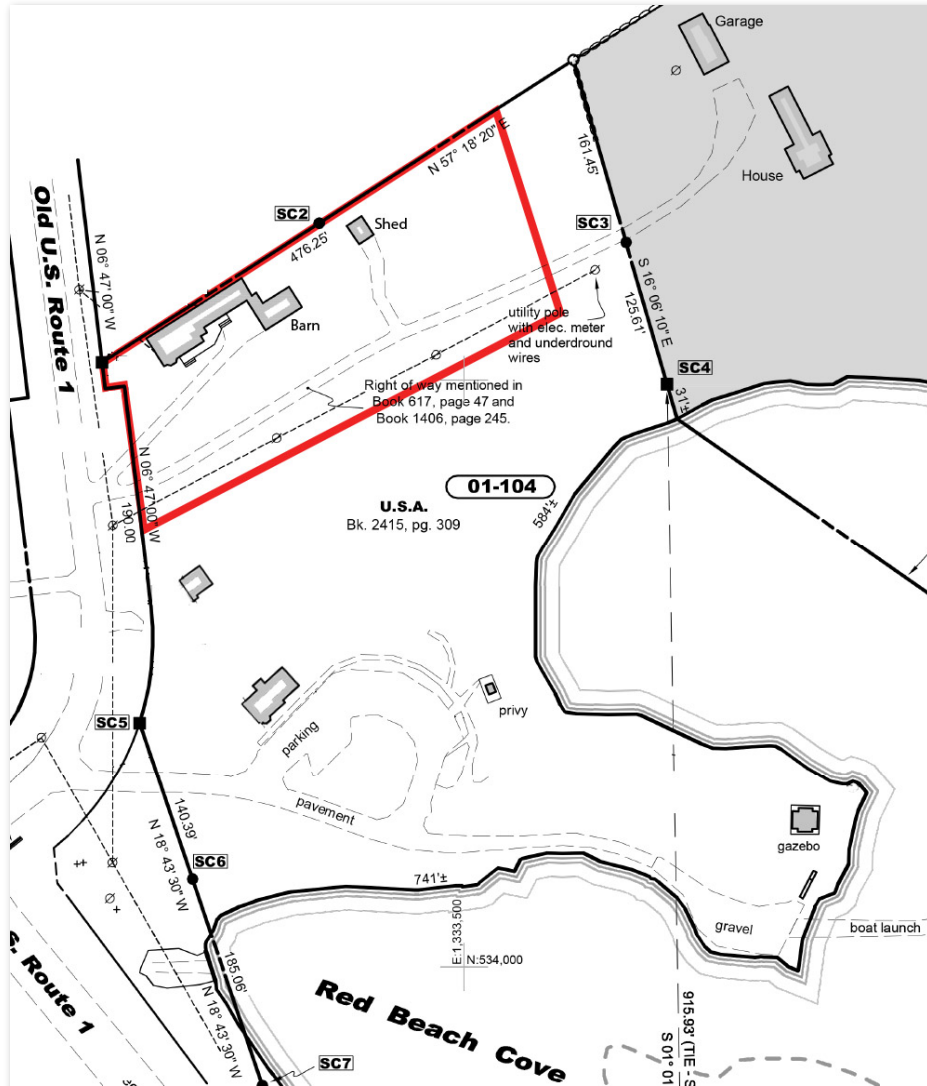
The property available for lease is the McGlashan-Nickerson House, a historic property constructed in 1883 and listed on the National Register of Historic Places for its distinctive Italianate-style design. The McGlashan-Nickerson House is located on Saint Croix Drive in the village of Red Beach, part of the city of Calais, ME.

The house is situated on Red Beach Cove on the mainland and within the administrative boundary for Saint Croix Island International Historic Site. The house is a large two-story wood frame house with a long ell connected to an attached two-story barn. The house offers approximately 5,400 SF in the main house and 750 SF in the barn. It features three bedrooms on the second floor of the main block and a number of others in the ell. The first floor features a parlor and dining room with pantry off the central hall with Italianate style details including molding, panel doors and two tiled fire places. A hall extends to the kitchen through which is the woodshed. The ell extends to the carriage barn which features a large sliding door, a second story loading door, and three horse stalls. The basement is unfinished concrete floor with a cut red granite stone foundation.

During the nineteenth century the village of Red Beach was a thriving community whose existence revolved around two important industrial enterprises: the Maine Red Granite Company and the Red Beach Plaster Company. The house was built for Scottish immigrant George G. McGlashan, who was an active member/shareholder of the once thriving, abutting Maine Red Granite Company. The property was sold to Justice Samuel H. Nickerson in 1887 and stayed in the family until 1985.

The NPS acquired the property in 2000 to serve as a temporary visitor center, office, and housing until 2014. It has since been used for storage but mostly shuttered. The house requires significant stabilization and rehabilitation work including roof replacement, lead paint, radon, and asbestos abatement, and repair or replacement of windows and siding. There is no heat or central air to the building. The furnace needs replacing and the fuel tank has been removed. There is electricity to the building but it is out of date. In addition, the well and septic system needs to be assessed prior to occupancy.

The Lessee will be responsible for all stabilization and rehabilitation expenses to meet Secretary of Interior Standards for the Treatment of Historic Properties.



The boundary of the Lease Premises includes approximately 1.5 acres which is a portion of land historically associated with the property. The boundary includes the house, barn, shed, gravel access and parking area, and an entrance drive which is a shared access to the neighboring property; a Gothic Revival style cottage built in 1854 and is also listed on the National Register of historic Places. The Lease Premises are shown above and provided as Exhibit A to the Draft Lease.

An independently prepared scope of work and cost estimate is listed in Attachment L. This estimate is provided for informational purposes only and is not intended as a form of direction or advice and should not be relied upon as a complete definitive statement of the work required; nor is it a commitment to perform work by any party.

The National Park Service makes no warranty as to the condition or fitness of the premises for any intended use. Prospective Lessees will be allowed to conduct their own non-intrusive inspection of the premises.

## **2. Uses of the Leased Property.**

The National Park Service will consider proposals on the basis of their effect on the historic property and on Saint Croix Island International Historic Site. To ensure that the historic and architectural values of the property are preserved, the Park Service has established guidelines that the Lessee must follow in carrying out rehabilitation and subsequent maintenance; all work performed by the Lessee must be in accordance with The Secretary of the Interior's Standards for Rehabilitation, as well as the Rehabilitation Guidelines listed on page 6 of this RFP. In addition, all proposals must be compatible with the mission of the National Park Service to preserve our heritage, and will be subject to National Park Service planning and operational guidelines. The National Park Service shall retain approval authority over all aspects of the rehabilitation and maintenance of the buildings and grounds.

The local community as well as the historic preservation community in Maine considers the McGlashan-Nickerson House to be of significant local interest for both its architectural style as well as for its connection to more prosperous times in the county. Consideration should be given to the setting of the McGlashan-Nickerson House. The approximately 1.5 acres that is the leased area is part of the larger historic yard which includes an orchard and access to the waterfront via Red Beach Cove. The visitor center for Saint Croix Island International Historic Site is located approximately 140 yards to the south. Visitors park at the visitor center and experience the island via an interpretive trail and viewing area located on the mainland. However, the house is situated far enough from the visitor experience that there should be not be direct contact between residents of the house and visitors to the site in the event that the selected Lessee's use of the property is for a private residence.

Any individual, group, or organization that meets the requirements specified in this Request for Proposals may participate in the competitive process. The qualifications of proposers will be evaluated by the National Park Service to assure that the

prospective Lessees have the financial resources to carry out the terms of the lease, experience in rehabilitation work, experience in managing properties with similar uses, and the ability to assure the long-range success of the lease arrangements.

While all responsive proposals will be considered, the National Park Service encourages proposals that offer some linkage in concept and execution with the mission of Saint Croix Island International Historic Site. Such direct linkages with Saint Croix Island International Historic Site, while desirable, are not a requirement of this request. Residential and commercial uses as well as complementary uses, including but not limited to educational, museum or cultural use are encouraged.

### **3. Term of Lease**

The term of the lease will be negotiated with the selected Applicant. The length of the lease shall be for as short a term as possible taking into account the financial obligations of the Lessee and other factors related to determining an appropriate lease term. Due to the number of repairs needed to the building, the anticipated term of the lease could be up to fifty (50) or sixty (60) years to enable the Lessee to achieve a return on any potential investment

### **4. Fair Market Value Rent**

The NPS may provide rental offsets for capital improvements. The final rent payment schedule will be negotiated with the selected Applicant. Rental offsets could end up offsetting the full rental amount.

### **5. Other Terms and Conditions**

The proposed terms and conditions of the offered lease are as described in this RFP and 36 CFR Part 18. Final terms and conditions will be negotiated between NPS and the selected Applicant.

### **6. Competitive Process**

This lease opportunity is open to all interested persons on a competitive basis. Whoever submits the proposal judged best under the proposal selection criteria will be given an opportunity to negotiate a final lease agreeable to both the Applicant and NPS.

### **7. Site Tour and Questions**

Site tours of the offered property will be held upon request. Please contact Michael Zwelling by email at michael\_zwelling@nps.gov or by telephone at 207-454-3871 to schedule a tour. Please submit all other questions about the RFP to Gail Gladstone at gail\_gladstone@nps.gov

## **8. Proposal Submission Date**

Proposals under this RFP must be received by 4:00 p.m. EST on the date specified on the cover page of this RFP. If no acceptable RFP is received by this date, the NPS will continue to accept proposals until an acceptable RFP is received or the RFP is canceled. If you have a question on whether or not an acceptable proposal has been accepted, or if the RFP has been cancelled, please email Gail Gladstone at gail\_gladstone@nps.gov

## **9. Authority**

This RFP is issued under the authority of 36 CFR Part 18. This RFP and the offered lease are subject to and incorporate all terms and conditions of Part 18 as applicable. In the event of any conflict between the terms of this RFP and Part 18, Part 18 controls.

## **B. The National Park Service and Saint Croix Island International Historic Site**

### **1. The National Park Service and its Mission**

America's National Park Service was created by Congress to "conserve the scenery and the natural and historic objects and the wildlife therein, and to provide for the enjoyment of the same in such a manner and by such means as will leave them unimpaired for the enjoyment of future generations." Additionally, the Congress has declared that the National Park System should be "preserved and managed for the benefit and inspiration of all the people of the United States." The National Park Service has as its overall mission the preservation and public enjoyment of significant aspects of the nation's natural and cultural heritage.

To learn more about the National Park Service, visit our website at [www.nps.gov](http://www.nps.gov). This site includes information about who we are, our mission, NPS policies and individual parks.

### **2. The Park Area**

Saint Croix Island International Historic Site protects, interprets, and commemorates the 1604 site of France's first attempt to colonize the territory called l'Acadie or La Cadie (Acadia), one of the earliest European settlements in North America. Saint Croix Island comprising approximately 6.5 acres is on the Saint Croix River along the United States-Canada border in Calais, Maine.

The site gets approximately 12,000 visits per season from May 1 to October 31. The mean length of stay is about 45 minutes to an hour. The Visitor Center gets about 4000 visits from mid-May to Mid-October.

Other destinations in the area include New Brunswick, Canada: St Andrews By the Sea and Roosevelt-Campobello International Park; and in the United States, Eastport and Lubec. The nearby downtown area of Calais, Maine has a population of about 3,000 people and services a regional population of 15,000. The downtown area is considered a service center and shares three international border crossings with Canada.

### **C. Proposal Selection Criteria**

**The NPS will select the best responsive proposal received under this RFP under the following selection criteria:**

1. The compatibility of the proposal's intended use of the offered property with respect to preservation, protection, and visitor enjoyment of the park area;
2. The compatibility of the proposal with the historic qualities of the property;
3. The financial capability of the Applicant to carry out the terms of the lease;
4. The experience of the Applicant demonstrating the managerial capability and the type of use being proposed to carry out the terms of the lease;
5. The ability and commitment of the Applicant to conduct its activities in the park area in an environmentally sensitive manner through, among other programs and actions, energy conservation, waste reduction, and recycling;
6. The benefit to NPS of the financial and other terms and conditions of the proposal, including, without limitation, the scope of proposed improvements (if applicable), the amount of rent proposed, the proposed term of the lease, and other proposed lease terms and conditions;

### **D. Rehabilitation Guidelines**

Rehabilitation is defined in the Secretary of Interior's Standards for the Treatment of Historic Properties as, "the act or process of making possible a compatible use for a property through repair, alterations, and additions while preserving those portions or

features which convey its historical, cultural, or architectural values. The Rehabilitation Standards acknowledge the need to alter or add to a historic building to meet continuing or new uses while retaining the building's historic character".

While changes may be permitted to the building, the minimum requirement for proposals would be to maintain the integrity of the exterior envelope of the building. All repairs, whether interior or exterior, shall be in accordance with the Secretary of the Interior's Standards for Rehabilitation and will be subject to review by the National Park Service.

Rehabilitation shall meet all federal building codes and other applicable nationally recognized codes that govern Federal construction and consider local and state health and building code requirements. The Lessee will be responsible for obtaining all required approvals and permits.

Listed below are significant character-defining features that must be retained when considering rehabilitation of the McGlashan-Nickerson House. This list is not meant to be definitive or comprehensive, but rather offer to guidance for the potential Lessee. More information is available through the National Register nomination (1990) for the house.

#### **Exterior Character Defining Features:**

**Form:** The basic form of the building, its symmetry and proportion, is fundamental to its architectural character.

**Setting:** Also vital to the building's character is its location, on the Saint Croix River near Red Beach Cove, overlooking the historic orchard and down to the water.

**Design:** Italianate style wood frame dwelling, with a long recessed two-story ell and an attached carriage barn. Hip roofs with clapboard siding.

**Local Stone Foundation:** The base of the building rests on red granite block mortared foundation.

**Windows:** Several unique window styles are found throughout the house including; a bracketed bay window in the front, four-over-four windows which rest below a shallow pediment, a second story bulls-eye window surmounted by a pediment, and four-over-four windows which meet the bracketed cornice. There is a centrally located dormer with two windows below a pediment and a



second dormer is located on the back of the main building. The existing wood windows are original and should be retained in their current configuration.

Porch: A broad flight of wooden steps leads to a deck which spans the front of the main building and extends to the ell porch. The porch and deck have a balustrade with turned newels and balusters. Chamfered and bracketed posts support the porch which shelters an enclosed bay, a window, and a door.

Doorways: A central doorway in the main building is framed by sidelights and a transom. Wide double doors lead to the wood shed. The barn features a large sliding door as well as a second story loading door.

Interior Elements: The interior features typical Italianate style details including heavily molded door and window surrounds, bracketed hoods, and darkly stained four-panel doors. An open string stair with a large turned newel post and turned balusters is located in the central hall. Two fireplaces framed with tiles each with a carved or turned mantelpiece.

## **E. Proposal Content**

### **1. In General**

Proposals submitted in response to this RFP should follow the format described below. You are asked to answer questions or supply specific information in response to specified items. Please label your responses correspondingly, and respond fully and accurately to all questions/requests.

### **2. Information Requested**

#### **a. Applicant Identification**

Please provide the applicable identification and credit information (sole proprietorship, partnership, or corporation) described in Attachment H, I, or J to this RFP. Please note: any Offeror submitting a proposal under an LLC or Corporation will be required to provide a personal guarantee.

#### **b. Proposed Uses**

Please describe your proposed use or uses of the property and explain why it is compatible with the preservation, protection and visitor enjoyment of the park area. If the proposed use or uses are revenue producing, describe the business in detail and provide the financial information described in Attachment K to this RFP. State how many persons will occupy the property when engaged in proposed use and how visitors (local or otherwise) to the property will be engaged or interface with proposed use.

### **c. Improvement Plan**

Please submit an improvement plan specifying how the Applicant intends to rehabilitate and improve this historic property. The plan should comprehensively describe the proposed rehabilitation and improvements which the Applicant will accomplish and outline a detailed schedule for program development, construction, completion, and opening for operation. Appropriate preliminary plans and drawings should be included in the plan. Detailed cost estimates should also be included. It shall be the duty of the proposer and their architects and engineers to make their own measurements, observations, and notes of the condition of the property.

### **d. Financial Capability**

Please submit documentation of the source and availability of the funds necessary to carry out your obligations under the terms of the proposed lease, including, without limitation, any improvement requirements, through bank statements, bank financing commitment letters, or similar documents that convincingly substantiate your financial capability.

### **e. Experience**

Please explain how your experience and background qualifies you as managerially capable of satisfactorily performing the terms and conditions of the offered lease including the proposed rehabilitation of the structure.

### **f. Environmental Enhancement**

Please explain your proposal for managing and using the property in an environmentally sensitive manner through, among other programs and actions you may propose, energy conservation, waste reduction, and recycling.

### **g. Rent Offered**

Please state how much annual rent you offer to pay. The rent must at least equal fair market rental value as determined by NPS. Fair Market Value Rent will be determined by NPS after selection of the best proposal, and determined by an appraisal or other study. NPS will provide rental offsets for capital improvements in determining the Fair Market Value Rent.

### **h. Term Requested**

Please state the term of the lease that would be acceptable to you. When considering the term, please keep in mind that NPS is required to award leases with as short a term as possible, taking into account the financial obligations of the lease and other related factors. The maximum allowable term is 60 years.

## **F. Evaluation and Selection Process**

The NPS will review all responses to this RFP through an evaluation panel assisted by technical consultants as appropriate. The final selection determination will be made by the Regional Director.

All proposals will first be screened for adherence to the requirements of this RFP. NPS will not consider non-responsive proposals. A non-responsive proposal is a proposal that was not timely submitted or fails to meet the material terms and conditions of this RFP as determined by NPS.

It is the intention of the NPS to select the best responsive proposal as determined under the selection criteria without further submittals or presentations. If this cannot be done, NPS will select those Lease proposals that appear most suitable under the selection criteria, and from that group will request additional information or presentations so that the best proposal can be selected.

NPS will negotiate the terms of the final Lease with the Applicant determined to have submitted the best responsive proposal under the selection criteria. Award of a Lease to that Offeror is dependent on successful negotiation of the final terms of the Lease. If negotiations fail, NPS may negotiate with other Applicant for award of the offered Lease or terminate this solicitation without liability to any person.

Please note that all criteria will be evaluated commensurate with your plans. In other words, your experience and financial capability must match the scale and scope of your plans.

## **G. Lease Terms and Conditions**

### **1. Term of Lease**

The lease to be awarded under this RFP is expected to be up to a term of fifty (50) to sixty (60) years.

### **2. Lease Provisions**

The lease to be awarded under this RFP will contain the provisions required by 36 CFR Part 18 as well as other provisions determined by NPS to be necessary to assure use of the leased property in a manner consistent with the purposes of the park area, and where applicable, to assure the preservation of historic property. Required provisions include, without limitation:

- (a) A termination for cause or default provision;
- (b) Appropriate provisions requiring the Lessee to maintain the leased property in good condition throughout the term of the lease;

- (c) Appropriate provisions stating that subletting of a portion of the leased property and assignment of a lease, if permissible under the terms of the lease, must be subject to the written approval of NPS;
- (d) Appropriate provisions requiring the Lessee to pay for use of all utilities used by the Lessee and to pay all taxes and assessments imposed by federal, state, or local agencies applicable to the leased property or to Lessee activities;
- (e) Appropriate provisions stating that the Lessee has no rights of renewal of the lease or to the award of a new lease upon lease termination or expiration;
- (f) Appropriate provisions stating that the Lessee may not construct new buildings or structures on leased property;
- (g) Appropriate provisions requiring that Preservation Plan be submitted and approved by NPS and that any improvements to or demolition of leased property to be made by the Lessee may be undertaken only with written approval from the NPS; and
- (h) Appropriate provisions that describe and limit the type of activities that may be conducted by the Lessee on the leased property.
- (i) Appropriate provisions dealing with Public Health as addressed in NPS Director's Order 83 and NPS Reference Manual 83(a).
- (j) Appropriate provision stating the Lessee must demonstrate that the property has safe drinking water and compliant wastewater disposal and treatment before a certificate of completion will be granted by the Lessor.

If a Sample Lease is attached to this RFP, it incorporates these terms.

## **H. Confidentiality of Proposals**

If you believe that a proposal contains trade secrets or confidential commercial and financial information that you do not want to be made public, please include the following sentence on the cover page of each copy of the proposal.

“This proposal contains trade secrets and/or confidential commercial or financial information that the Applicant believes to be exempt from disclosure under the Freedom of Information Act. The Applicant requests that this information not be disclosed to the public, except as may be required by law.”

In addition, you must specifically identify what you consider to be trade secret information or confidential commercial and financial information on the page of the

proposal on which it appears, and you must include the following sentence on each such page:

“This page contains trade secrets, or confidential commercial or financial information that the Applicant believes to be exempt from disclosure under the Freedom of Information Act, and which is subject to the non-disclosure statement on the cover page of this proposal.”

Information so identified will not be made public by NPS except in accordance with the requirements of the Freedom of Information Act.

## **I. PROPOSAL SUBMISSION REQUIREMENTS**

Please submit an electronic copy of your proposal accompanied by a transmittal letter signed by a principal of the proposed Lessee to [nero\\_leasing@nps.gov](mailto:nero_leasing@nps.gov)

The proposal must be received by the date and time specified on the cover page.

## **J. Attachments**

**Attachment A: Sample Lease**

**Attachment B: Sample Applicant's Transmittal Letter**

**Attachment C: Site and Vicinity Maps**

**Attachment D: Lease area and Context**

**Attachment E: Floor Plans**

**Attachment F: Views of the McGlashan-Nickerson House**

**Attachment G: Interior Views of McGlashan-Nickerson House**

**Attachment H: Identification and Credit Information (Individual)**

**Attachment I: Identification and Credit Information (Individual or Sole Proprietor)**

**Attachment J: Identification and Credit Information (Corporation, Limited Liability Company, Partnership, or Joint Venture)**

**Attachment K: Financial Information for Revenue Producing Uses**

**Attachment L: Independent Cost Estimate for Repairs**