

City of Virginia Beach
Attention: Pamela Witham
Department of Economic Development
4525 Main Street, Suite 700
Virginia Beach, Virginia 23462

RE: Request for Proposal (RFP #ED-25-04)
Virginia Beach National Golf Course – 2500 Tournament Drive

Dear Pamela,

We are grateful for the opportunity to reply to the City's request for proposal to purchase Virginia Beach National Golf Course. Enclosed in this package you will find the following:

- Exhibit A: Satellite Imagery Photo of Subject Property
- Exhibit B: Cover letter
- Exhibit C: Proposed Transaction Structure, and Timeline
- Exhibit D: Operation Model, History of Capability, Financial Capability
- Exhibit E: Applicant's Previous Experience
- Exhibit F: Proposed Architectural Elevations
- Exhibit G: Conceptual Site Plans showing the proposed lot improvements
- Exhibit H: Anti-Collusion Form
- Exhibit I: Disclosure Statement

Thank you,



Ben Bishard
Bishard Homes
benbishard@bishardhomes.com
757-971-0530

Exhibit A



Exhibit A:
Satellite Imagery Photo of Subject Property

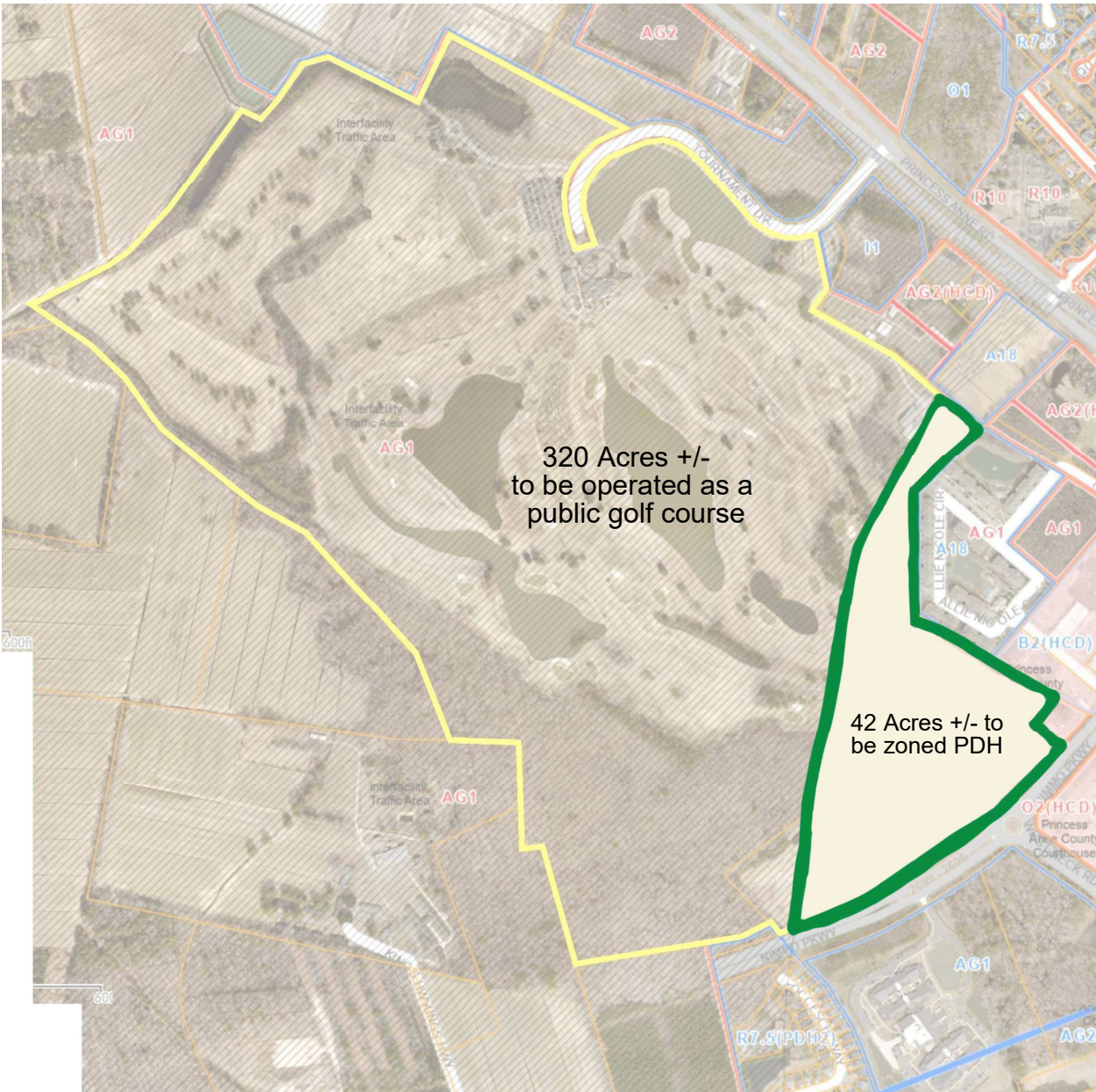


Exhibit B

Cover Letter

Meet Our Team



Steven Bishard
Principal



John Bishard
Principal



Bob Deacon
VP of Ops



Tommy Lewis
CFO



Christie Kutsch
CFO



Roger Orozco
VP of Asset Mgmt

Bishard Homes' leadership team is among the most experienced in the Hampton Roads market. Combined, they have over 75 years of contractor, property management, and financial experience. Bishard Homes has been developing in VA Beach since 1997 with the shared goal of having a lasting impact on the community's future.

Exhibit E - Applicant's Previous Experience

Bayville at Jake Joyce



Bayville at Lake Joyce is a PDH designed and built by Bishard Homes in 2018. It includes 30 single family condos and a light commercial building that is rented as office space.



Prosperity at the Pines and Mixed Use



This project includes 36 fee-simple single family lots and three commercial-zoned parcels on the corner of Prosperity Rd and General Booth Blvd. The site was developed and built by Bishard Homes.



Request for Proposals

- Bidder will include the provisions of the foregoing sections A, B, and C in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

Respondent Information

Address, Line 1: 4104 Holly Road

Address, Line 2: _____

City/Town: Va Beach

State: VA

Zip Code: 23451

E-mail Address: benbishard@bishardhomes.com

Telephone Number: 757-333-8750

Fax Number: NA

Taxpayer Identification Number (TIN) or Social Security Number (SSN): 46-4484038

Is your firm a "minority" business? ☐ Yes ☐ No

If yes, please indicate the "minority" classification below:

- | | | |
|---|---|---------------------------------------|
| ☐ African American | ☐ Hispanic American | ☐ American Indian |
| ☐ Eskimo | ☐ Asian American | ☐ Aleut |
| ☐ Other; Please Describe: _____ | | |

Is your firm Woman Owned? ☐ Yes ☐ No

Is your firm a Small Business? ☐ Yes ☐ No

Signature: 

Printed Name: Ben Bishard

Title: Development Planner

Date: 11/17/25



The disclosures contained in this form are necessary to inform public officials who may vote on the application as to whether they have a conflict of interest under Virginia law. Completion and submission of this form is required for all applications that pertain to City real estate matters or to the development and/or use of property in the City of Virginia Beach requiring action by the City Council, boards, commissions, or other bodies.

SECTION 1: APPLICANT DISCLOSURE

APPLICANT INFORMATION

Applicant Name:

as listed on application Bishard Homes, LLC

Is Applicant also the Owner of the subject property? Yes ☐ No ☐

If no, Property Owner must complete SECTION 2: PROPERTY OWNER DISCLOSURE (page 3).

Does Applicant have a Representative? Yes ☐ No ☐

If yes, name Representative: Ben Bishard

Is Applicant a corporation, partnership, firm, business, trust or unincorporated business? Yes ☐ No ☐

If yes, list the names of all officers, directors, members, or trustees below AND businesses that have a parent- subsidiary ¹ or affiliated business entity ² relationship with the applicant. (Attach list if necessary.)

Steven W Bishard, President; John K Bishard, Secretary; Bob Deacon, VP of Operations; Tommy Lewis, CFO

Does the subject property have a proposed or pending purchaser? Yes ☐ No ☐

If yes, name proposed or pending purchaser: _____

KNOWN INTEREST BY PUBLIC OFFICIAL OR EMPLOYEE

Does an official or employee of the City of Virginia Beach have an interest in the subject land or any proposed development contingent on the subject public action? Yes ☐ No ☐

If yes, name the official or employee, and describe the nature of their interest.

APPLICANT SERVICES DISCLOSURE

READ: The Applicant must certify whether the following services are being provided in connection to the subject application or any business operating or to be operated on the property. The name of the entity and/or individual providing such services must be identified. (Attach list if necessary.)

SERVICE	YES	NO	SERVICE PROVIDER (Name entity and/or individual)
Financing (mortgage, deeds of trust, cross-collateralization, etc.)	☐	☐	
Real Estate Broker/Agent/Realtor	☐	☐	

SECTION 1: APPLICANT DISCLOSURE *continued*

SERVICE	YES	NO	SERVICE PROVIDER (Name entity and/or individual)
Accounting/Tax Return Preparation	☐	☐	
Architect/Designer/Landscape Architect/Land Planner	☐	☐	
Construction Contractor	☐	☐	
Engineer/Surveyor/Agent	☐	☐	Mike Gaddy, GES
Legal Services	☐	☐	Sean Reilly, Hanger Law

APPLICANT CERTIFICATION

READ: I certify that all information contained in this Form is complete, true, and accurate. I understand that, upon receipt of notification that the application has been scheduled for public hearing, I am responsible for updating the information provided herein three weeks prior to the meeting of Planning Commission, City Council, VBDA, CBPA, Wetlands Board or any public body or committee in connection with this application.

Ben Bishard



11/20/2025

Applicant Name (Print)

Applicant Signature

Date

¹ "Parent-subsidary relationship" means "a relationship that exists when one corporation directly or indirectly owns shares possessing more than 50 percent of the voting power of another corporation." See State and Local Government Conflict of Interests Act, VA. Code § 2.2-3101.

² "Affiliated business entity relationship" means "a relationship, other than parent-subsidary relationship, that exists when (i) one business entity has a controlling ownership interest in the other business entity, (ii) a controlling owner in one entity is also a controlling owner in the other entity, or (iii) there is shared management or control between the business entities. Factors that should be considered in determining the existence of an affiliated business entity relationship include that the same person or substantially the same person own or manage the two entities; there are common or commingled funds or assets; the business entities share the use of the same offices or employees or otherwise share activities, resources or personnel on a regular basis; or there is otherwise a close working relationship between the entities." See State and Local Government Conflict of Interests Act, Va. Code § 2.2-3101.

FOR CITY USE ONLY:

No changes as of (date): _____

Staff Name (Print)

Staff Signature

Date

SECTION 2: PROPERTY OWNER DISCLOSURE

PROPERTY OWNER INFORMATION

Property Owner Name:

as listed on application _____

Is the Owner a corporation, partnership, firm, business, trust, or unincorporated business? Yes ☐ No ☐

If yes, list the names of all officers, directors, members, or trustees below AND businesses that have a parent-subsidary ¹ or affiliated business entity ² relationship with the applicant. (Attach list if necessary.)

Does the subject property have a proposed or pending purchaser? Yes ☐ No ☐

If yes, name proposed or pending purchaser: _____

KNOWN INTEREST BY PUBLIC OFFICIAL OR EMPLOYEE

Does an official or employee of the City of Virginia Beach have an interest in the subject land or any proposed development contingent on the subject public action? Yes ☐ No ☐

If yes, name the official or employee, and describe the nature of their interest.

PROPERTY OWNER SERVICES DISCLOSURE

READ: The Owner must certify whether the following services are being provided in connection to the subject application or any business operating or to be operated on the property. The name of the entity or individual providing such services must be identified. (Attach list if necessary.)

SERVICE	YES	NO	SERVICE PROVIDER (Name entity and/or individual)
Financing (mortgage, deeds of trust, cross-collateralization, etc.)	☐	☐	
Real Estate Broker/Agent/Realtor	☐	☐	
Accounting/Tax Return Preparation	☐	☐	
Architect/Designer/Landscape Architect/Land Planner	☐	☐	
Construction Contractor	☐	☐	
Engineer/Surveyor/Agent	☐	☐	
Legal Services	☐	☐	

PROPERTY OWNER CERTIFICATION

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Property Owner Name (Print)

Property Owner Signature

Date

Redaction Log

Redaction Reasons by Exemption

Reason	Description	Pages (Count)
		5(1) 6(1) 9(1) 10(1) 11(1) 12(1)