



## Request for Expression of Interest (RFEI) Hospitality Business Operator

Opportunity Main Street, LLC is looking for an experienced hospitality business operator to lead the development and operation of a food/beverage/retail business at 15 West Mulberry Street in Downtown Baltimore, “The Mulberry.”

### **What is The Mulberry?**

The Mulberry is a mixed-use Victorian building located at 15 West Mulberry Street, in the Mt. Vernon/Cathedral Hill area, across the street from the Baltimore Basilica.

Opportunity Main Street, LLC purchased the building in 2021 and is in the process of securing permits to renovate it. Renovation is expected to begin in early summer this year.

The upper floors of the building will serve as a boutique hotel featuring five 1-bedroom apartment style units for both short-term and extended stay options.

The first floor of the building and the basement, a combined total of approximately 2,200+ useable square feet, is available for commercial kitchen, restaurant/retail space, offices, storage, and maker space.

The location of the building is ideally suited for both tourists and the community minded residents of this part of town.

### **What is Opportunity Main Street, LLC?**

Opportunity Main Street (OMS) is an economic development fund founded by two community activists/attorneys with the mission to build local community wealth by supporting small businesses to access patient investment funding from community residents.

To achieve our mission, OMS will create a Community Wealth Hub at the Mulberry. A Community Wealth Hub is a gathering place that creates trusting connections between local small business owners and community residents through events, workshops, and opportunities to sample locally produced goods and services.

As part of its mission, OMS will host small events designed to build awareness about Baltimore and its vibrant food scene while supporting local artisans and craftspeople.

For details on OMS, see [www.opportunitymainstreet.com](http://www.opportunitymainstreet.com).

## **The Opportunity**

OMS is seeking a restaurateur/hospitality professional and joint venture partner to operate the commercial portion of the Mulberry.

We envision the space to include the following:

- Gourmet coffee service
- Food service (likely not a formal sit down restaurant but more of a casual counter service operation)
- A full size commercial kitchen is possible
- Retail offerings from local artists and makers, including cold cases for grab and go food and beverage
- Cozy seating arrangements
- Flexible seating configuration so that the space can be used for large parties, presentations, performances, trainings, etc.
- The basement can be used for storage and production and/or be subleased to local makers (the basement does not need to be included in the joint venture – the operator may choose to only use the first floor)

Our chosen partner would have a great deal of flexibility in designing the space to suit their needs so long as certain requirements are met.

### **Requirements**

- Willingness to partner with OMS on hosting various community events (this would likely lead to greater revenues for the operator because attendees would purchase drinks, food, retail items, etc.)
- Collaboration with OMS on the design, use, operating hours, etc. – all major design and operating decisions must be approved by OMS
- The operator must provide its own financing for tenant improvements (OMS will assist as needed)

### **Qualifications of the Ideal Candidate**

The ideal operator will have a passion for Baltimore and its unique flavor.

We are seeking an operator that has successfully developed and/or operated at least one successful hospitality business.

## **The Relationship Between OMS and the Operator**

The Operator will be a long-term tenant of OMS and in addition will be granted the following:

- An equity stake in OMS (and thereby ownership in the building)
- A right of first refusal to purchase the building starting in the seventh year of the joint venture

## **How to Submit Your Expression of Interest**

If you are interested in exploring this opportunity, please email the following to [info@opportunitymainstreet.com](mailto:info@opportunitymainstreet.com):

- A cover letter describing why you are interested
- A detailed description of your experience in the hospitality industry
- A description of how you will finance the tenant improvements and a discussion of when you believe you would be able to move forward with the project
- A list of your requirements, if any, for partnership

None of the documents submitted will be considered binding and are merely a starting point for discussion. All information submitted will be kept strictly confidential.

Feel free to email us if you have any questions.