

February 26, 2026

REQUEST FOR QUALIFICATIONS – CITY OF WALTERBORO DOWNTOWN HOTEL FEASIBILITY AND MARKETING STUDY

Hotel Feasibility and Marketing Study (Hampton Street/North Walter Street Site)

The City of Walterboro is requesting Statements of Qualifications (SOQ's) from qualified firms for a feasibility and marketing study for the future development of a hotel on a 1.5-acre parcel owned by the City of Walterboro at the intersection of Hampton Street and North Walter Street (TMS #'s 163-11-00-075 and 163-11-00-076).

The hotel feasibility and marketing study will confirm development potential, assess infrastructure needs, and identify target operators or models. This study will inform design expectations, pricing strategies, and public investment levels. The study will also analyze how a hotel can boost surrounding businesses and support the City of Walterboro's broader economic development goals for downtown.

Submittal of Qualifications

Interested firms shall submit four (4) copies of the Statement of Qualifications (SOQ's). The SOQ will contain the following elements:

1. The professional training, expertise, and qualifications of the specific individuals to be assigned to the project for which the RFQ has been issued.
2. Past performance of the firm.
3. Location of the firm.
4. Recent, current, and projected workload of the firm.
5. Creativity, insight, and approach to the project.
6. Related experience on similar projects.
7. Other factors deemed relevant to the project.
8. Willingness to meet time and budget requirements.

Responses to the RFQ shall be delivered to Jeffrey P. Molinari, City Manager, 242 Hampton Street, PO Box 709, Walterboro, SC 29488. The submittal deadline is 5:00 PM (EST) on March 30, 2026. Envelopes should be clearly labeled "City of Walterboro Downtown Hotel Feasibility and Marketing Study."

SOQ Review & Evaluations

After receiving the SOQ's, a committee within the city will review and evaluate the content and qualifications presented in each packet. Based on the review and evaluation of all SOQ's received, the committee will recommend from one (1) firm to a maximum of five (5) firms to invite for an on-site or virtual interaction session with city personnel to discuss the information contained in the SOQ and other general or specific inquiries. Presentation or discussion of cost proposals will be excluded during this process. Upon completion of the interviews, the firms shall be ranked. A

final scope and a fee shall be negotiated with the highest ranked firm capable of meeting city budget and time limitations.

SOQ Point of Contact

Questions regarding this RFQ shall be directed to:

Jeff Molinari
City Manager
City of Waltherboro
jmolinari@walterborosc.org
(843) 782-1011