

REQUEST FOR PROPOSALS (RFP)

Commercial Lease(s) of the Historic Isle Dauphine Facility

Deadline: 9/15/26



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Property Address:	100 Orleans Ave, Dauphin Island, AL 36528
Issuing Entity:	Dauphin Island Property Owners Association (DIPOA)
Submission Deadline:	September 15, 2026 at 5pm
Delivery Contacts:	Will Donaldson, Treasurer
Lease Type:	Triple Net (NNN)

1. Executive Summary & Objective

The Dauphin Island Property Owners Association (DIPOA) is seeking formal, competitive proposals from qualified, experienced food and beverage operators to lease and activate the landmark Historic Isle Dauphine complex located at 100 Orleans Ave, Dauphin Island, Alabama. Proposals may consider some or all of the available buildings/areas.

The objective of this Request for Proposals (RFP) is to secure a tenant capable of fully utilizing this exceptional mid-century modern architectural spaces to design, develop, and operate a high-caliber bar, restaurant, and event space, but may also include beach areas, sundries shops, or other uses altogether. The final lease agreement will be executed on a strictly Triple Net (NNN) basis.

2. Facility Operational History

Opened in the summer of 1957, the Isle Dauphine Club was established as the crown jewel of Dauphin Island's mid-century development. Designed by the prominent architectural firm Arch Winter and T. Howard Ellis, the facility gained widespread recognition for its striking circular design, panoramic Gulf views, and modernist style. Historically, it served as a private beach club, golf clubhouse, and social epicenter for property owners and guests, hosting generations of community dinners, weddings, and high-profile events.

Over the decades, the facility has transitioned through various operational models. DIPOA intends to respect this architectural legacy while providing the modern infrastructure required for a sustainable, top-tier hospitality establishment. The building stands as an iconic asset with deep historical resonance, presenting a rare branding and operational footprint along the Alabama Gulf Coast.

The property includes beach access for customers, a large parking lot, loading dock, hood vents, and walk-in coolers. All three levels are air conditioned. The entire structure has a new roof. There is a large third floor patio that looks over the gulf of mexico. As with all historic property, there are elements that have been restored recently and other original elements needing updating. Please consider requesting a building tour to view the property.

3. Ideal Tenant Profile & Intended Use

The ideal tenant will bring established hospitality experience, financial stability, and a clear vision that aligns with the island's unique coastal character. The desired execution is a warm, member-focused beach club that welcome locals and tourists.

A successful proposal should operate as a commercially viable, public-facing restaurant, bar, and event space, but may include ancillary operations as you see fit. Operators should contemplate a concept that

seamlessly serves local property owners and residents year-round, while scaling gracefully to capture seasonal tourism. Operators should have the administrative infrastructure and experience to book large volume events, while also retaining weekly activations-based marketing and entertainment options.

4. Mandatory Submittal Requirements

Proposers must submit an organized, comprehensive package addressing each of the following elements. Omission of any item may result in disqualification.

- 1. Biography & Executive History:** A detailed professional biography of all key principals and operators. Include a historical track record demonstrating successful opening and operation of similar restaurant, bar, or clubhouse concepts. Applicants must have prior business ownership history, keeping regular financial statements.
- 2. Legal Structure:** A discussion of the proposed tenant entity's legal structure (e.g., LLC, Corporation, Partnership), including state of formation, ownership, operating agreements and an organizational chart.
- 3. Tenant Improvement (TI) Budget:** A detailed, itemized budget outlining the proposed interior and exterior improvements, build-out costs, equipment procurement, and any proposed additions to building systems. Proposers must clearly delineate requested landlord contributions (if any) versus tenant-funded capital.
- 4. Lease Security Discussion:** A detailed narrative outlining how the tenant proposes to secure the lease obligations (e.g., personal guarantees, corporate guarantees, letters of credit, or cash deposits).
- 5. Pre-Opening Timeline:** A realistic, milestone-driven Gantt-style or linear timeline detailing project phases from lease execution, permitting, and construction through staffing, training, and soft/grand openings.
- 6. Marketing Plan:** A concise but thoughtful plan and budget surrounding how the proposer will generate awareness of its new business at this location and maintain a customer base through the first two years of operations.
- 7. Operating Proforma:** An operational financial model covering the first two years of operations. At a minimum, the model must encompass the following structure:

Category	Required Structural Elements & Line Items
Gross Revenues	Itemized projections broken out by Food Sales, Beverage/Liquor Sales, and Event/Private Party Room Rentals.
Cost of Goods Sold (COGS)	Differentiated targets for Food COGS and Beverage COGS, expressed in both dollars and percentage of sales.
Labor Costs	Management salaries, hourly front-of-house (FOH) and back-of-house (BOH) payroll, payroll taxes, and benefits.
Operating Expenses	Marketing, utilities, POS/software, insurance, ongoing maintenance, and recurring operating supplies.
Fixed Occupancy Costs	Base rent projections, along with explicit allocations for Triple Net (NNN) expenses (Property Taxes, Building Insurance, and Common Area Maintenance).

5. Submission Logistics & Deadlines

Questions: Questions may be submitted at any time to Will Donaldson via email at will.donaldson@gmail.com. All questions/answers will be provided to all respondents.

Application Deadline: September 15, 2026, at 5:00 PM CST.

All proposals must be delivered digitally as a single PDF file via email to Will Donaldson, Treasurer DIPOA via his email address will.donaldson@gmail.com. Hard copies or supplemental materials may be requested following initial review.

While September 15, 2026, represents the primary closing date for initial evaluation, the DIPOA Board explicitly reserves the right to keep the RFP open and accept rolling submissions beyond this deadline until an operator is formally selected and a lease is fully executed. Likewise, the DIPOA reserves the right to entertain discussions with active proposers before the deadline.

7. Board Discretion, Reserved Rights & Disclaimers

This RFP is solely an invitation for proposals. No contractual obligation, guarantee of award, or commitment of any kind is created by the issuance of this document or the submission of a proposal.

The DIPOA Board explicitly reserves the right to reject any or all proposals, to waive any technicalities or informalities, to negotiate terms with one or more respondents concurrently, and to make no award under this RFP for any reason whatsoever or for no reason at all. All costs incurred by the proposing party in the preparation, submission, or negotiation of a response are entirely the responsibility of the proposer.

8. Building Tours

The building has been in continual use through March of 2026 as a restaurant. The board is aware that some of the mechanical systems in the building may not be up to current code, however no formal study has yet been conducted in this regard. We encourage proposers to schedule a building tour via the contact information above. The proposer bears the full responsibility of using the RFP period to conduct its own diligence in regards to required upfits for its own use, including regulatory approvals. DIPOA will endeavor to cooperate fully with proposers' technical personnel, including architects, engineers, or permitting professionals.



PRO
SHOP

ISLE DAUPHINE
GOLF CLUB
EST. 1957

