

REQUEST FOR PROPOSAL

from Bowman County Development Corporation



Purchase and New Operation of the former JABBR'S Restaurant on Hwy 12
Owned by Bowman County Development Corporation

Release Date:

April 1, 2025

Submission Deadline:

May 23, 2025 | 5:00 pm MST

PURPOSE

Bowman County Development Corporation (BCDC) is seeking proposals for the operation of a new restaurant located in the former JABBR’S restaurant building on Highway 12 in Bowman, North Dakota. Proposals may include options to purchase, lease, lease-to-own, or pursue a contract for deed arrangement.

This initiative was launched in response to an ongoing community priority to strengthen local dining options and support economic development. While some food service options exist in the area, there is a clear opportunity to expand offerings, particularly through a sit-down restaurant providing breakfast and lunch service at a minimum, to better serve residents, workforce, and visitors.

This project aligns with the Bowman County Strategic Growth Plan and supports the region’s growing tourism industry, workforce development goals, and community vitality. With a high-visibility location at the intersection of U.S. Highway 12 and U.S. Highway 85, the site is ideally positioned to capture both local and through traffic.

All proposals must include a comprehensive restaurant business plan. Approval of the business plan is required before any agreement, whether lease, lease-to-own, contract for deed, or purchase is finalized. Financial incentives, including potential façade improvement grants, renaissance zone, interest buy-down, low interest loans may be available to support the launch and long-term success of the selected business.

PROPERTY DESCRIPTION

The property includes a fully renovated commercial building on a 0.48-acre lot, located at 706 Highway 12 West in Bowman, North Dakota. Formerly operated as a restaurant, the building is designed to accommodate a full-service dining operation and is ideally positioned along a high-traffic corridor near the intersection of U.S. Highway 12 and Highway 85.

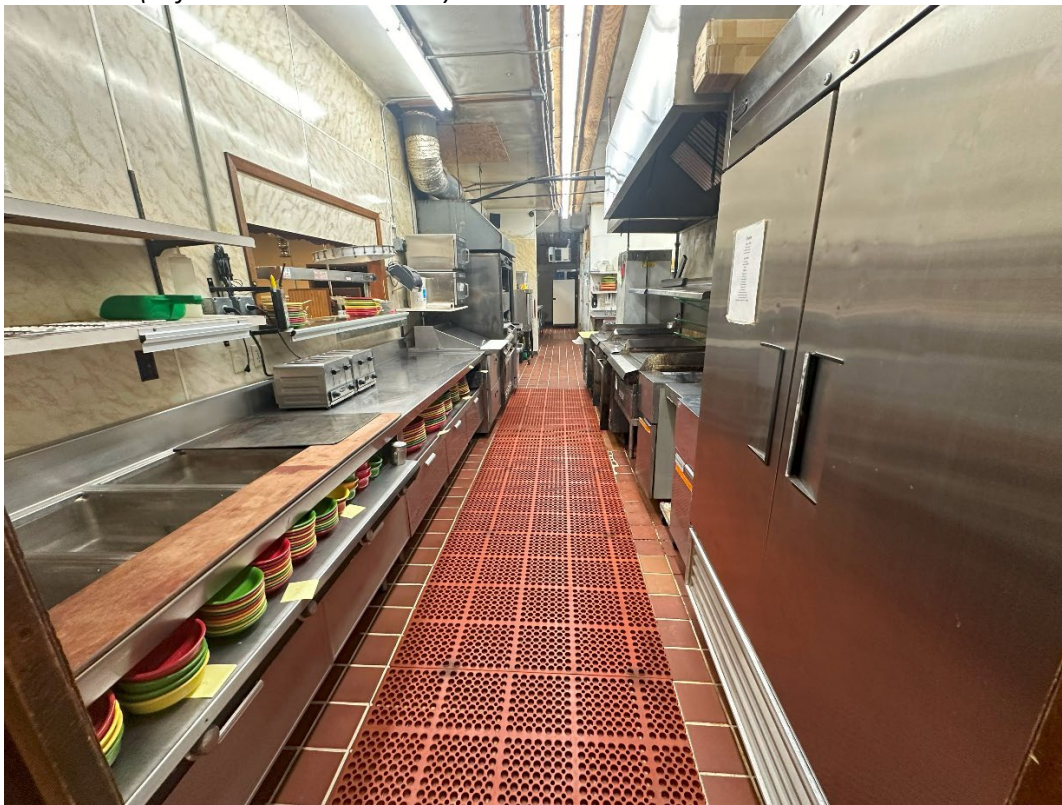
The interior features a spacious galley kitchen, an open-concept dining area, and a private dining room at the rear of the space. Estimated seating capacity is 80–100 guests.

Amenities include:

- Three single-occupancy guest restrooms, one of which is ADA-compliant and newly renovated
- One staff restroom
- Dedicated storage and office space
- Front, side (east), and rear access
- Updated front entrance with handicap accessibility



(before BCDC renovations)



(before BCDC renovations)



(during renovations)

Property Details:

- Location: Bowman, ND
- Address: 706 Hwy 12 W, Bowman, ND 58623
- Legal Description: SCT:11 TWN:131 RNG:102 .48 A.TR.IN S1/2SW1/4SW1/4 BOWMAN CITY
- Year Built: 1975
- Estimated Property Value: To be Determined
- Zoning: Commercial
- Lot Size: 0.48 acres
- Building Size: 3,792 sq. ft.
- Structure: One-story, cinder block with rock front
- HVAC: Natural gas forced air, two zones (kitchen and front of house)
- Average Annual Property Taxes: \$2,300
- Located adjacent to Budget Host Motel and across from Frontier Travel Center

Recent Renovations and Upgrades:

- New drywall and flooring throughout (flooring is food-grade cement)
- New lighting and HVAC ducting
- Updated electrical and plumbing systems
- New ADA-compliant restroom
- Handicap-accessible front entrance
- New furniture, fixtures, and commercial kitchen equipment
- A flexible, ready-to-design floor plan

Included Equipment and Fixtures:

Kitchen (All equipment is new unless otherwise noted):

- Walk-in freezer (*existing*)
- Walk-in refrigerator (*existing*)
- Commercial hood (*existing*)
- Dishwasher
- Three-compartment sink with prep tables
- Additional prep tables
- Handwashing sink
- Sandwich/Salad prep refrigerator
- 36" gas range with six burners
- Serving window with heat lamp
- Double gas convection oven
- Worktop freezer
- Double door reach-in freezer
- Double door reach-in refrigerator
- Three gas floor fryers
- Two gas countertop griddles on refrigerated base
- Planetary mixer
- Ice maker

Front of House:

- Booths and tables
- Additional tables and chairs
- Custom front counter with seating
- Server work tables
- Refrigerated work top

The new operator will be responsible for providing the remaining items needed for operations, including small appliances, wares, tableware, utensils, and POS system.

Rental Terms:

For applicants proposing a lease or lease-to-own arrangement, estimated rent is \$3,000 per month, plus utilities. Final rent terms will be determined based on the approved proposal and lease structure.

Property Tours:

Available by appointment, Monday through Friday.

COMMUNITY OVERVIEW

The City of Bowman, located in the heart of Bowman County, North Dakota, is a thriving rural hub with a city population of approximately 1,600 and a countywide population nearing 3,200. Despite its size, Bowman boasts a strong and resilient economy, with key industries including healthcare, energy, retail, food services, and a robust agricultural sector that drives much of the county's economic activity.

Strategically positioned in the southwest corner of North Dakota, Bowman County borders both South Dakota and Montana and sits at the crossroads of two major transportation corridors:

- U.S. Highway 12, running east–west
- U.S. Highway 85 (Theodore Roosevelt Expressway), running north–south

This intersection provides unmatched visibility and access, making Bowman a natural stop for regional travelers and long-distance tourists alike. The city currently benefits from strong pass-through traffic, and this is expected to surge with the opening of the Theodore Roosevelt Presidential Library in Medora in July 2026, an attraction projected to draw an additional 300,000 visitors annually to the region.

Bowman is already seeing increased interest from travel planners and tour operators, with organized bus tours expected to pass directly through the community. Its location also makes it a convenient waypoint between premier destinations like:

- Theodore Roosevelt National Park and historic Medora to the north
- The Black Hills and Mount Rushmore to the south

With this influx of tourism, Bowman is poised for significant economic growth. Establishing a quality, sit-down restaurant offering breakfast and lunch service will not only meet a growing local demand but will also provide an essential amenity to support this expanding visitor economy.

For entrepreneurs, this project presents a rare opportunity to anchor a business in a high-visibility, high-traffic corridor with substantial growth potential, while becoming part of a community that values progress, partnership, and placemaking.

ECONOMIC DEVELOPMENT GOALS

This Request for Proposals (RFP) represents a unique opportunity to establish a restaurant in the heart of Bowman, North Dakota. Located at a high-visibility site with immediate access to U.S. Highway 12 and U.S. Highway 85, the property offers excellent exposure to both local patrons and significant pass-through traffic. With ample off-street parking and additional truck/trailer accommodations through a nearby hotel, the site is ideally positioned to accommodate a wide range of customers, from residents to regional travelers and tour buses.

The addition of a quality sit-down restaurant is not simply about expanding dining choices, it is a catalyst for community and economic growth. A vibrant restaurant scene supports:

- Workforce recruitment and retention
- Visitor satisfaction and repeat tourism
- Local spending at nearby businesses
- Growth in industries like lodging, recreation, and hunting
- Overall enhancement of quality of life

This project is a direct response to community priorities and aligns with long-term goals outlined in the Bowman County Strategic Growth Plan. It serves as a cornerstone investment in Bowman's growing role as a destination community.

Key Economic Development Goals Supported by This Project:

- Attracting New Businesses
- Enhancing Vibrant and Inviting Communities
- Investing in Quality of Life
- Prioritizing Tourism as a Key Industry

Interested applicants are strongly encouraged to review the full Bowman County Strategic Growth Plan to understand how this initiative supports broader development objectives. Proposals that align with these goals will be prioritized in the evaluation process.



Access Bowman County's Strategic Growth Plan at
bowmannnd.com/economic-development/growth-plan/

PROPOSAL REQUIREMENTS:

All responses must include the following components for full consideration. Please note: the restaurant must offer breakfast and lunch service, be open a minimum of six (6) days per week, including Saturdays and Sundays, and maintain preferred operating hours of 6:00 AM to 2:00 PM or similar.

1. Cover Letter
 - A letter of interest introducing the respondent and summarizing their intent to establish and operate the restaurant.
2. Business Owner(s) Resume(s)
 - Professional backgrounds of all involved business owners, highlighting relevant experience.
3. Proposed Development Plan
 - Outline of any planned modifications or improvements to the property.
 - Building Facade Plan – Include any proposed exterior updates (Applicants are encouraged to inquire about the BCDC Facade Grant Program).
4. Proposed Business Plan
 - Experience Statement – Details on the respondent’s background in launching and managing restaurants.
 - Community & Economic Impact – Explanation of how the restaurant will enhance the resident and visitor experience and contribute to Bowman's economic vitality.
 - Alignment with Economic Development Goals – Specific responses demonstrating how the project supports the key objectives outlined in the RFP.
 - Staffing Plan – Strategies for recruiting and retaining a strong workforce.
5. Proposed Timeline
 - A detailed schedule for:
 - i. Completion of building personalization
 - ii. Taking occupancy of the property
 - iii. Grand/official opening
 - iv. Operating hours (must include breakfast service).
6. Offer for the Property
 - A financial proposal for the property, indicating interest in purchase, lease, lease-to-own, or contract for deed.
 - If proposing a lease, include proposed lease terms. Note: Estimated rent is \$3,000/month plus utilities.
7. Financial Capacity Documentation
 - Letter of Commitment from a financial institution or equivalent proof of funding
 - Personal Financial Statement(s) of all principal owners
 - Credit scores for all principal owners
8. Value Proposition Statement
 - Explanation of how the proposal offers the highest value to the City of Bowman in terms of financial, economic, or community benefits.
9. References
 - Three professional references who can speak to the respondent’s ability to successfully operate and sustain a business.

EVALUATION & SELECTION CRITERIA

BCDC will evaluate all proposals based on the completeness of the submission, the strength of the business plan, references, and any additional insights regarding the respondent's prior experience and capacity. Proposals will be reviewed with the intent to select a partner who is not only capable of operating a successful restaurant, but also committed to contributing to the long-term economic vitality of Bowman.

Proposals will be evaluated using the following weighted criteria:

- **Experience & Industry Expertise (30%)**
 - The respondent's background in restaurant ownership, operations, and management
 - Proven success in launching, sustaining, or growing a food service business
- **Business Concept Viability (25%)**
 - Feasibility, uniqueness, and market fit of the proposed restaurant concept
 - Strength, clarity, and realism of the operational and financial plans
- **Financial Strength & Sustainability (25%)**
 - Demonstrated financial ability to execute the business and development plan
 - Personal financial statement and credit score
 - Long-term financial sustainability and risk mitigation
- **Marketing & Growth Strategy (10%)**
 - Strategies to attract local residents, tourists, and pass-through traffic
 - Plans for customer retention, community engagement, and long-term business growth
- **Alignment with Community Goals & Ownership Pathway (10%)**
 - Commitment to a purchase, lease-to-own, or contract for deed arrangement
 - Alignment with Bowman County's economic development priorities and service expectations (e.g., breakfast/lunch hours, weekend operation)

BCDC will carefully consider each proposal to ensure the selected operator shares the vision for community enhancement and economic growth. After proposal review, BCDC may:

- Request additional materials or supporting documentation
- Invite selected respondents for an interview or presentation
- Enter into direct negotiations with one or more respondents
- Re-advertise or revise the RFP if no suitable proposal is received

WAIVER

Response to this RFP is at the respondent's sole risk and expense. BCDC anticipates selecting a respondent, but there is no guarantee that any respondent will be selected. BCDC reserves the right to reject any and/or all proposals and reserves the right to amend, modify, or waive any requirement set forth in this RFP.

By submitting a response to this RFP, each respondent expressly waives all rights that they may have to object to, or judicially challenge, the following:

1. The site inspection
2. The conditions set forth in this RFP
3. The evaluation and selection process
4. Media Release

Additionally, the respondent must complete and sign the Liability Waiver in Appendix I.

TIMELINE

Respondents' submission is due no later than May 23, 2025, at 5:00 pm MST. No additional submittals will be allowed after this submittal date. BCDC reserves the right to issue written notice to all participants of any changes in the proposal submission schedule or other schedules, should BCDC determine, at its sole and absolute discretion, such changes are necessary. Respondents will be contacted after BCDC has adequate time to review all proposals.

CONTACT PERSON & SUBMISSION

Any requests for clarification should be directed to the contact person below. Interested respondents should submit two (2) bound copies and one (1) electronic copy in PDF format of their response to:

Sarah Nagel
Director of Business Development
Bowman County Development Corporation
PO Box 1143
13 E Divide
Bowman, ND 58623
701.523.5880
sarah@swnd.org

Responses must be limited to 30 pages and in 8 ½ x 11 format. Any materials that are larger than this size should be folded to fit into the 8½ x 11 format. The outside of the package should be clearly marked with the following: Hwy 12 Restaurant. The subject line of email submissions should be the same.

APPENDIX I: LIABILITY WAIVER

The information in this Request for Proposal (RFP) is intended to provide general information regarding the development opportunity with Bowman County Development Corporation (BCDC). This information is not intended or warranted to be a complete statement of potential development issues and/or procedures to which the developer may be subject, nor is this information intended to be a complete statement of all the information the developer might be required to ultimately submit.

All facts and opinions stated herein, and any additional information provided by BCDC, its officers, officials, employees, attorneys, agents, representatives, or its consultants including but not limited to surveys, statistical and economic data, and projections, are based on available information and no representation or warranty is made with respect thereto.

This RFP does not commit BCDC to pay any costs incurred in the preparation of a response. BCDC reserves the right to accept or reject any proposal in part or in its entirety. BCDC further reserves the right to request and obtain, at no cost to BCDC, from one or more of the respondents who submit proposals, supplementary information as may be necessary for BCDC staff and/or its consultants to analyze the submitted responses to this RFP.

BCDC reserves the right to issue written notice to all respondents of any changes in the proposal submission schedule or other schedules, should BCDC determine, at its sole and absolute discretion, that such changes are necessary. However, given the uncertainty of Public Record Law, the undersigned hereby waives all rights, releases and holds harmless, BCDC in case of disclosure, required, accidental, or otherwise. The proposing entity, by submitting a response to this RFP, waives all rights to protest or seek any legal remedies whatsoever regarding any aspect of this RFP.

Signature

Name of Business

Name and Title

City/State/Zip Code

Phone
