



City of Winston-Salem City Council
Council Agenda Item Summary

Title	Resolution Awarding Lease Agreement for Kimberley Park Hydroponics Greenhouse Facility to Anders Family Farms, LLC
City Council Committee	Finance Committee
Staff Lead (Presenter)	Shaleen Miller, Sustainability Director
Department Head	Shaleen Miller, Sustainability Director
City Manager/ACM	Sharon Wojda, ACM

Agenda Item Summary

Recommended Council Action	Resolution Approval
Suggested Action/ Motion Options	I move for approval of this resolution awarding a lease agreement for the Kimberley Park Hydroponics Greenhouse
Strategic Focus Area	Livable Community
Strategic Plan Objective	LC3: Ensuring the City is a Community of Choice for Quality of Life
Anticipated Fiscal Impact	Fiscal Impact Anticipated: See Analysis in Summary

Summary of Information

The Hydroponics Greenhouse located at 349 NW Crawford Place was constructed with public funds. This facility has not been operated as a hydroponics facility since the operation agreement with HOPE of Winston-Salem was terminated June 2025. The RFP sought proposals from qualified organizations, businesses, or individuals to advance sustainable urban agriculture, while contributing to the City’s food resilience objectives. The proposed lease is for 3 years, with 2 additional 3-year renewals. The RFP proposed a lease fee, with the ability to offset up to 100% with payment in-kind for delivery of education and workforce development services related to food resilience.

The facility was last in operation in June 2025 by HOPE. Since that time, the City has made only minimal repairs and periodically ensured that the facility and equipment was in working order.

On July 31, 2025, City/County Purchasing advertised a Letter of Interest (LOI) to glean interest from organizations locally or in North Carolina who could create and manage a food resiliency program using the City’s hydroponics/greenhouse at Kimberley Park. Three letters of interest were received in September 2025, which helped staff better

define a scope of work, address questions that were raised, and establish that a lease arrangement was plausible.

City/County Purchasing advertised a Request for Proposals (RFP) on March 23 with a due date of April 20, 2026. A floor plan was provided along with photos and interested parties were asked to visit the facility. Four proposals were received as follows:

<u>Business</u>	<u>City/State</u>
Anders Family Farm, LLC	Tobaccoville, NC
Garden Life Development, LLC and Earth Aduru, LLC	Goldsboro, NC
VerdantCore, LLC	Winston-Salem, NC
War For Life, Inc.	Durham, NC

The evaluation criteria noted in the RFP were: Operational Capacity and Experience, Advancing the City's Food Resiliency Goals, Financial Sustainability/Viable Business Model, and Maintenance/Facility Stewardship. MWBE goals were not included in the RFP, as no subcontracting opportunities could be guaranteed given the nature of the lease arrangement.

The evaluation panel consisted of four staff members from Sustainability, Engineering Real Estate Division, Property and Facility Management, and the City Manager's Office. The Office of Economic Development approved the panelists and evaluation criteria.

Based upon the evaluation panel's assessment, Anders Family Farm, LLC achieved the highest score. It is therefore recommended that the City enter into a lease agreement with Anders Farm, LLC for the facility. See Exhibit B for the detailed scores.

M/WBE comment: See Exhibit A for a complete list of businesses notified of the bid opportunity and workplace demographics of the awarded vendor.

The Anders Family Farm proposal came from a community-rooted family farm with a background in growing with hydroponics. The farm intends to use local food hubs, including farmers markets, and to mentor and educate new farmers, agricultural workers, and schools. Anders Family Farm intends to hire three full-time positions. They also intend to operate as low-waste, with plans for post-harvest roots and vegetable scraps. They propose a lease of \$2,500 per month, which may be offset by up to 100% if they hit certain goals agreed to with the City regarding by the delivery of education and workforce development services related to food resilience.

Analysis of Fiscal Impact

The RFP stated that the selected vendor will accept the facility in "as is" condition and that City will not contribute to upkeep, maintenance, or future repairs.

The lease agreement places the burden on the selected vendor to develop and maintain a sustainable financial model that creates income to pay the City a monthly lease rate.

Public utilities will be transferred to the new lessee.

Attachments

- Resolution
- Presentation
- Exhibit A – Bid List and Workforce Demographics
- Exhibit B – Vendor Scoring

Committee Action	FC 6/9/2026
For:	Against:
Remarks: Unanimous Approved	



Vision: To be a premier city in the region providing world-class amenities while retaining a sense of charm and hospitality
Mission: To provide impactful services that enhance the quality of life for current and future generations
Values: Teamwork * Responsibility * Respect * Integrity * Customer Service