

November 2022

22 Federal Street
Nantucket, MA

Request for Proposal



The Corner Table Cafe at 22 Federal



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Nantucket Culinary Center at 22 Federal

ReMain Ventures purchased the historic corner building at 22 Federal Street from the Town of Nantucket in 2014. Following the purchase, ReMain embarked on a major renovation of the building, transforming it into an active culinary center featuring a lower-level cafe, a spacious courtyard patio—which received a solar installation in 2022—and a large and well-equipped space for additional cafe seating, private events and cooking classes on the upper floors.

After seven years of successfully operating The Corner Table and Nantucket Culinary Center, restaurateurs Greg and Joy Margolis have made the decision to pursue other ventures. ReMain Ventures is soliciting proposals from persons who wish to take over the space to continue operations of a cafe and cooking school at 22 Federal Street in a manner that is consistent with our goals as described below.

ReMain Ventures' goal for the cafe and cooking school is to drive vitality to downtown Nantucket, encourage people to congregate and cook with healthy and local foods, and be a model for sustainable practices in the food industry throughout the year. We believe there is an opportunity to successfully market classes on culinary arts, wine and hospitality both to recreational enthusiasts and professionals seeking to expand their skills. In addition, the facility is capable of supporting online classes to students from around the world. 22 Federal Street provides first-class, specialized facilities in downtown Nantucket, with the opportunity to jump-start an entrepreneur's entry into the market, and enhance the Island's reputation as a premiere destination for creative culinary opportunities.

The cafe is zoned for up to 45 seats (approximately 20 inside and the rest in the courtyard) with set up for take-out and self-serve fare, the capability of selling specialty coffee, pastries, prepared soups, salads and hot and cold sandwiches, in a wifi-friendly, alcohol-free environment. There are no restrictions on the hours of operation. ReMain Ventures' goal is the continued use of the cafe as a popular all-day gathering spot for conversation and relaxed food for all ages on a year-round basis.

On the first floor, above the cafe, is an open, relaxed, flexible space that can function as a demonstration kitchen or as additional space for cafe seating. Video cameras and screens facilitate the demonstrations. The cooktop in the demonstration kitchen can be covered and the room used for other meetings, classes and events.

The second floor contains an interactive kitchen with three workstations (two hot and one cold), and a private dining room that participants can use to enjoy the meal they have helped prepare. Modeled after the Action Kitchen at the Seaport Hotel in Boston and similar venues elsewhere, the space can be used for traditional cooking classes and for groups who want to have collaborative cooking experiences or competitive cook-offs. The dining room, which seats up to 16 people can be independently rented for private dinners, has wine storage, and can double as a general purpose classroom and meeting space.

The cafe, demonstration and interactive kitchens are all supported by the storage and scullery area on the lower level and a commercial prep kitchen on the first floor. The building is fully ADA accessible with a small elevator providing access to all three floors. Bicycle parking is provided on site. ReMain Ventures purchased and installed all furniture, fixtures, and equipment (FF&E) and will lease the building and the FF&E to the selected operator.

At ReMain Ventures, we're very proud of the impact The Corner Table has had on downtown Nantucket. We are constantly energized by thoughtful, creative, and committed food entrepreneurs. We welcome your ideas on how you might continue certain aspects, modify others and launch new opportunities for you and the community.

Business plans must be submitted and received by Wednesday, November 30, 2022, at noon, either in electronic form (pdf and/or xls format) or as two paper copies, and include:

- Vision for the business
- Key people involved and relevant experience
- Initial capitalization and funding sources
- Organization (HR) and staffing plan, including housing strategy

References

We have formed a selection committee to evaluate each proposal, taking into account the information provided in the proposal, references and any other information about the respondent's performance available to us, according to the following criteria: (1) Programmatic alignment with our goals; (2) Financial Feasibility; (3) Qualifications and experience; and (4) Sustainable operations. Incomplete proposals will not be considered. Questions or requests for additional information should be submitted by email.

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