
AGENDA ITEM

DATE: September 24, 2025
MEETING DATE: October 21, 2025
SUBJECT: Microbrewery Redevelopment
PRESENTED FOR: Decision: Information:
PRESENTER(S): Ricky Gladney, Buyer
Lequrica Gaskins, Downtown Manager

History/Facts and Issues:

RFP #25-073 was advertised through the Albany Herald, the local access channel, the City's website, and the Georgia Procurement Registry. The City directly solicited 39 potential vendors, five of which were identified as minority and disadvantaged businesses. Despite this outreach, no vendors attended the pre-proposal meeting, and only one proposal was submitted. A subsequent vendor poll revealed broader market questions concerning the microbrewery business model, with concerns about the high capital investment and lower trending profit margins impacting vendor interest. The sole proposal was received from Socius Beer Collective. The Proposal Analysis Group looked at the firm's qualifications, project approach, experience, and budget. Socius Beer Collective proposal request the City/Downtown Development Authority (DDA) provide a supplemental line of credit, not to exceed \$250,000, to cover initial operating and start-up costs. Additionally, Socius has expressed interest in operating a seasonal "pop-up shop" in December to introduce their brand and engage the community prior to the full build-out. [Click to view Supplemental Documents for Microbrewery](#)

Options/Pros and Cons:

Pros:

- Secures a qualified operator with documented financial backing and industry expertise.
- Advances the City's goal of activating a key downtown property with a destination-oriented business.
- Enhances downtown vibrancy and supports broader revitalization efforts.
- Provides an opportunity to reduce long-term property holding costs.
- The proposer's commitment to a Holiday Season pop-up shop would deliver an immediate downtown activation and community engagement opportunity.

Cons:

- Only one proposal was received, limiting competition and the ability to compare terms.

Recommended Action:

Adopt authorizing resolution re: bid proposal from Socius Beer Collective or reject the bid.

Fiscal Impact/Funding Source:

The proposer has requested financial support in the form of a City/DDA-provided line of credit to assist with operating expenses and start-up costs.