

CITY OF SAN DIEGO
REAL ESTATE ASSETS DEPARTMENT
1200 Third Avenue, Suite 1700
San Diego, CA 92101

ADDENDUM B

Revised Proposal Deadline Date: 4:00 p.m., Thursday, January 5, 2017

REQUEST FOR PROPOSALS
Development and Operation of Concession Facilities at various City-Owned Reservoirs

The following changes to the specifications are hereby made effective as they were originally issued with the Request for Proposal. Proposers are reminded that all previous requirements to this solicitation remain in full force and effect.

1. **The Proposal deadline date has been extended to 4:00 p.m., Thursday, January 5, 2017.**
2. Delete Addendum A Request for Proposal cover sheet and *replace* with the attached Request for Proposal cover sheet. (Note: Addendum B has been noted and Proposal Deadline date has been changed).

The following questions were asked regarding this Request for Proposals (RFP):

1. **Question:** Would it be possible to extend the duration of the RFP?

Response: Yes, the RFP response deadline will be extended. The revised Proposal Deadline Date will be 4:00 p.m., on January 5, 2017.

2. **Question:** What were the visitor numbers and revenues for each individual reservoir listed in the RFP during 2015?

Response:

El Capitan – Fishing permits = 33,856 Water Contact (Personal watercraft, wake boarding, waterskiing, tubing, kneeboarding) permits = 9,367

Hodges – Fishing permits = 9,960

Miramar – Fishing permits = 3,842

Murray – Fishing permits = 13,725

Otay – Fishing permits = 14,331

San Vicente – Closed

Sutherland – Fishing permits = 2,690

3. **Question:** What was the total revenue in 2015 for all reservoirs listed under the RFP?

Response: The total permit revenue in Fiscal Year (FY) 2015 (i.e. July 1, 2014 through June 30, 2015) for all reservoirs listed in the RFP was \$837,417

4. **Question:** What are the historical revenues from 2010–2015 for all reservoirs listed under the RFP?

Response: The following are the total permit revenues for all the reservoirs by Fiscal Year:

FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015
\$946,600	\$820,724	\$900,146	\$970,892	\$974,963	\$837,417

5. **Question:** What are the monthly gross receipts for each month of operation in 2016?

Response: The City does not have this information.

6. **Question:** What are the monthly gross receipts of non-motorized boat rentals for each month of operation in 2016?

Response: The City does not have this information.

7. **Question:** What are the monthly number of customer receipts of non-motorized boat rentals for each month of operation in 2016?

Response: The City does not have this information.

8. **Question:** Would the City allow the concessionaire to open, at a minimum, Wednesday – Sunday at all sites under the RFP?

Response: No, the following list reflects the specific days that City will allow the concessionaire to operate. The concessionaire must propose the hours of operation for each day of allowed operation. The schedule of days of operation for each of the concessions is as follows:

El Capitan – Friday thru Tuesday (year around)

Hodges – Wednesday, Saturday, Sunday (February thru October)

Miramar – 7 days a week (year around)

Murray – 7 days a week (year around)

Otay – Wednesday, Saturday, Sunday (year around)

San Vicente – Thursday thru Monday (year around)

Sutherland – Friday, Saturday, Sunday (March thru September)

9. Question: What sites under the RFP would the City allow the concessionaire to operate for a minimum of 5 days a week?

Response:

El Capitan

Miramar

Murray

San Vicente

10. Question: If a site cannot be operated 5 days a week, how many days would the City allow each site to be operated?

Response: *The following list reflects the specific days that City will allow the concessionaire to operate. The concessionaire must propose the hours of operation for each day of allowed operation. The schedule of days of operation for each of the concessions is as follows:*

El Capitan – Friday thru Tuesday (year around)

Hodges – Wednesday, Saturday, Sunday (February thru October)

Miramar – 7 days a week (year around)

Murray – 7 days a week (year around)

Otay – Wednesday, Saturday, Sunday (year around)

San Vicente – Thursday thru Monday (year around)

Sutherland – Friday, Saturday, Sunday (March thru September)

11. Question: How many boating tickets were reported stolen at each individual reservoir in 2015?

Response: *The City does not have any reports of stolen boating tickets.*

12. Question: How many motorized boats does the current concessionaire have onsite in 2016?

Response: The following is an estimate, as the boats are rotated throughout the reservoirs based on the needs of each reservoir.

El Capitan – 5

Hodges – 20

Miramar – 9

Murray – 17

Otay – 15

San Vicente – 35

Sutherland – N/A

13. Question: How many non-motorized boats does the current concessionaire have onsite in 2016?

Response: The following is an estimate, as the boats are rotated throughout the reservoirs based on the needs of each reservoir.

El Capitan – 0

Hodges – 12

Miramar – 10

Murray – 14

Otay – 28

San Vicente – 11

Sutherland – N/A

14. Question: What is the estimated cost for capital improvements to operate each reservoir listed under the RFP at a standard satisfactory to the City?

Response: The City does not have this information.

15. Question: Would the City be open to other non-motorized vehicles, aside from canoes and kayaks, on the reservoirs under the RFP?

Response: Yes, so long as the proposed non-motorized vehicles comply with all applicable local, state and federal requirements, regulations and laws, including, but not limited to safety and the City's Storm Water Regional Control Board Permit, and they do not interfere with existing recreation programs.

16. Question: Which reservoir locations under the RFP would the City allow Standup Paddle Board rentals?

Response: The City will not allow standup paddle board rentals at this time on any Reservoir.

17. Question: Would the City allow the concessionaire to act as the liaison / intermediary on events, including bass fishing tournaments, at all reservoir locations included in the RFP?

Response: Concessionaire may be open and offer their services during these special events, such as tournaments.

18. Question: Can the City list all Reservoirs under the RFP that charge a parking fee and the price to park at each location?

Response: The City does not charge parking fees at any of the Reservoirs.

19. Question: Would the concessionaire be responsible for collecting parking fees?

Response: No, the City does not charge parking fees at any of the Reservoirs.

20. Question: Would parking fee revenue be split between the city and concessionaire?

Response: No, the City does not charge parking fees at any of the Reservoirs.

21. Question: In the RFP the City asks for the concessionaire to upgrade fixtures. What specific fixtures is the City looking to upgrade?

Response: The Proposer is not required to upgrade fixtures, but may do so based on business needs with prior written approval from the City.

22. Question: If there was a drought condition and the reservoirs were forced to be closed, would the City be open to forgoing rent on the months the concessionaire could not operate?

Response: Section C.3.f. Closures of the RFP, states, “[T]he City cannot guarantee that any individual Reservoir will be open for fishing or other activities at all times. If any such closure should become necessary, the City may, at the City’s sole discretion, reduce the agreed-upon rent in proportion to the length of any closure.”

23. Question: If there was a drought condition and the reservoirs were forced to be closed, would the City be open to extending the agreement for locations effected for the number of months/ days out of operation?

Response: No, the agreement will have a specified expiration date that will not be extended. Section C.3.f. Closures of the RFP, states, “[T]he City cannot guarantee that any individual Reservoir will be open for fishing or other activities at all times. If any such closure should become necessary, the City may, at the City’s sole discretion, reduce the agreed-upon rent in proportion to the length of any closure.”

24. Question: Does the City charge a fee for hand-launching?

Response: Yes, a fee for hand-launching is charged at Hodges, Miramar, Murray, Otay, and Sutherland.

25. Question: Would hand-launching fees be split between the city and concessionaire? If so, what is the revenue split?

Response: Pursuant to Section 6. Records and Reports of the RFP, in return for sale of the permits, the selected Proposer shall receive as commission, an amount equal to no more than five percent (5%) of the permit sales. Proposed percentage of the permit sales to calculate the commission shall be offered in proposals submitted to this RFP.

26. Question: How many full-time employees are at each location currently?

Response: The City does not have this information.

27. Question: How many seasonal employees are at each location currently?

Response: The City does not have this information.

28. Question: Please delineate all maintenance responsibilities that would fall under the concessionaire or the city?

*Response: As stated in Section C.21 **Maintenance** of the RFP, concessionaire is responsible for all maintenance and repairs. Examples of concessionaire's maintenance and repair responsibility are interior paint, lighting, plumbing, electrical, doors, windows, and screens. The City will maintain the structural supports and exterior walls, roof and floor of the buildings of the Concessions Facilities in good order and repair.*

29. Question: Is there any deferred maintenance at the sites listed in the RFP? If so, what are the estimated costs?

Response: The City does not have this information.

30. Question: Is there a termination clause in the agreement?

Response: A termination clause is not anticipated in the agreement. However, it may be negotiable.

31. Question: If there is a termination clause, is it mutual for both parties? What is the notification term?

Response: A termination clause is not anticipated in the agreement. However, it may be negotiable.

32. Question: If there is a termination for convenience or cause, is the concessionaire's amortized investment subject to a city or successor concessionaire buyback?

Response: A termination clause is not anticipated in the agreement. However, it may be negotiable. Amortization, buyback, etc., may be negotiable.

33. Question: Please provide 3 year attendance and financial information included in reports to the City by the current operations.

Response: Total Paying attendance for all reservoirs in RFP:

FY14	FY15	FY16
101,623	87,771	83,531

Pursuant to the City's most recent audit findings, Gross Income for the period of May 2011 through April 2012 was \$288,653.30 for the Hodges, Miramar, Murray, El Capitan, and Lower Otay. Gross Income for the period of May 2012 through April 2013 was \$314,992.00 for the Hodges, Miramar, Murray, El Capitan, and Lower Otay.

34. Question: Revenues by Lake for the years 2014, 2015, and year to date.

Response: Total Permit revenue by Lake:

LAKE	FY2014	FY2015	FY2016
El Capitan	\$564,346	\$436,277	\$390,337
Hodges	\$80,693	\$97,629	\$101,457
Miramar	\$28,680	\$29,825	\$33,769
Murray	\$119,732	\$115,289	\$114,003
Otay	\$142,283	\$140,494	\$141,247
San Vicente	closed	closed	closed
Sutherland	\$24,464	\$17,902	\$19,254

35. Question: Revenues by type would be the most helpful: Launch or Entrance Fees, Rental of Watercraft, Retail Sales, RV or camping fees if collected.

Response: Revenues by type is not available, the following is the Total Permit revenue by Lake:

LAKE	FY2014	FY2015	FY2016
El Capitan	\$564,346	\$436,277	\$390,337
Hodges	\$80,693	\$97,629	\$101,457
Miramar	\$28,680	\$29,825	\$33,769
Murray	\$119,732	\$115,289	\$114,003
Otay	\$142,283	\$140,494	\$141,247
San Vicente	closed	closed	closed
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36. Question: Attendance by Lake annually for the years 2014, 2015, 2016 to date or copies of any statistical summaries submitted or provided to the City.

Response: Below are the numbers of paying visitors, listed by lake

LAKE	FY2014	FY2015	FY2016
El Capitan	56,101	43,223	38,194
Hodges	8,536	9,960	10,472
Miramar	3,650	3,842	4,100
Murray	14,560	13,725	13,553
Otay	15,280	14,331	14,313
San Vicente	closed	closed	closed
Sutherland	3,496	2,690	2,899

37. Question: Please provide a list of City capital equipment provided to the Concession.

Response: The City has docks, gangways and floats that are included as capital equipment.

38. Question: Please provide a list of Concession capital equipment that is currently on site and used in operations.

Response: The capital equipment currently at the Reservoirs are docks, gangways and floats. The City will not provide any additional capital equipment in the agreement.

39. Question: Is it the City's responsibility to replace the capital equipment?

Response: It is the City's responsibility to replace the pre-existing capital equipment, at the City's sole discretion.

40. Question: Can you please provide what the gross revenue for the 7 site locations for the current concession agreements that are in place?

Response: Pursuant to the City's most recent audit findings, Gross Income for the period of May 2011 through April 2012 was \$288,653.30 for the Hodges, Miramar, Murray, El Capitan, and Lower Otay. Gross Income for the period of May 2012 through April 2013 was \$314,992.00 for the Hodges, Miramar, Murray, El Capitan, and Lower Otay.

CITY OF SAN DIEGO REAL ESTATE ASSETS DEPARTMENT

Carla Gresham
Proposal Coordinator
(619) 236-6729



**CITY OF SAN DIEGO
REAL ESTATE ASSETS
DEPARTMENT
1200 Third Avenue, Suite 1700
San Diego, CA 92101-4195**

REQUEST FOR PROPOSALS (RFP) COVER SHEET

ADDENDUM B

Solicitation Type: Development and Operation of Concession Facilities at various City-Owned Reservoirs

Solicitation Number: RFP No. 13500

Solicitation Issue Date: October 3, 2016

Proposal Due Date and Time (Closing Date): 4:00 p.m. Pacific Time on January 5, 2017

City Contact: Carla Gresham, cgresham@sandiego.gov, phone (619) 236-6729; fax (619) 236-7606

Recommended Site Inspection: Pre-Proposal Inspections will be held as listed below. Contact City Contact by October 07, 2016, at cgresham@sandiego.gov, phone (619) 236-6729 or fax (619) 236-7606, if you are planning to attend. Pre-Proposal Inspections will be held as listed below.

Date	Time	Location
October 10, 2016	9:00 a.m. to 10:00 a.m.	Lower Otay
October 10, 2016	11:00 a.m. to 12:00 p.m.	Lake Murray
October 10, 2016	1:00 p.m. to 2:00 p.m.	Lake Miramar
October 10, 2016	3:00 p.m. to 4:00 p.m.	Lake Hodges
October 11, 2016	9:00 a.m. to 10:00 a.m.	Sutherland
October 11, 2016	11:00 a.m. to 12:00 p.m.	San Vicente
October 11, 2016	1:00 p.m. to 2:00 p.m.	El Capitan

Questions and Comments Due: No later than October 27, 2016 at 4:00 p.m. P.S.T.

Duration of Offer: By submitting a proposal, the proposer guarantees that the offer is firm for ninety (90) calendar days commencing the day following the Closing Date. Proposer agrees to accept a resulting contract subject to the terms and conditions stated herein. If a tentative award is not made during that period, proposer's offer shall automatically extend for another ninety (90) calendar days unless the proposer indicates otherwise in writing thirty (30) calendar days prior to the end of the first ninety (90) calendar day period to the City Contact.

Proposer _____

Street Address _____

City _____

Telephone No. _____

E-Mail _____

REQUEST FOR PROPOSALS (RFP) COVER SHEET

PROPOSER'S AUTHORIZED REPRESENTATIVE. Proposer is required to sign this document and return three (3) originals and five (5) copies of their proposal in sealed envelopes or cartons to the City Contact. Proposer shall also include an electronic copy of their proposal. Proposer agrees to develop, operate and maintain the concession facilities as set forth or otherwise identified above subject to the terms and conditions specified herein. An original signature below is required. By signing below, the signer declares under penalty of perjury that she/he is authorized to submit and sign this proposal.

Signature of Proposer's Authorized Representative

Print Name

Title

Signature

Date