

Questions for Riverbend RFP

1. Given that the start date of the contract may be July 2017, what will the quarterly payments schedule be? Will the first payment be due the 1st quarter after the start date of the contract? Will it be pro-rated for the first year?
2. How will deposits paid for 2017 tournaments be handled? Will the incoming company be credited for any deposits made for tournaments in the 2017 season?
3. How will pre-paid tee time privileges be handled? Will the incoming group get credits for customers who have paid the \$300 fee?
4. How will previously sold gift certificates be handled? Will the incoming company be required to honor the gift certificates and if so, will they be credited for those from the town?
5. How will the liquor license be handled with a change of ownership during the year? Is it a 7 day license or a 6 day? Will it be transferred to the new company or will the new company have to reapply for the license? If the new company has to reapply for a new liquor license they may not be able to sell alcohol for the majority of the first year depending on when the application gets approved. This could impact existing tournaments, functions or any new tournaments or functions at the golf course.
6. Who will be responsible for Capital Improvements with the new contract?
7. What specifically will the operator be responsible for outside of general maintenance of the course and building? For example if the water heater or furnace break who would be responsible? If the pump breaks or needs to be replaced who will be responsible to replace or fix it?
8. In regards to existing equipment that is purchased through the sale of the golf course, who will be responsible for fixing or replacing that equipment?
9. Does the town have a "Master Plan" created for the golf course that a bidder could reference for future capital improvement projects?
10. There seems to be a lot of subjectivity in the RFP, which can cause confusion when trying to rate potential bidders based on price and qualifications. Are there specific projects the town would like any potential bidder to include so that each bidder is on a level playing field and bidding consistent topics in their proposals?
11. Will an existing company with experience currently running golf course be viewed as more advantageous as a startup company where individuals may have experience running golf courses but the company is a new entity with none or little experience running golf courses?
12. In section 9.1 the town references a conference center. Is the town looking to expand the existing building or is the current set-up acceptable for such activities? If the town is looking to expand the existing building where would the funding come from?
13. The RFP explains what it takes to get rated Highly Advantageous in certain areas but it does not explain or categorize what the criteria would be to be rated Advantageous, Not Advantageous or Unacceptable. Could you please define the criteria for all 4 ratings in all sections where it applies?
14. The RFP mentions an interview process and then an opportunity for bidders to alter/improve or amend their bid. It is our understanding that under the RFP process all bidders would put forward their best financial proposal and their best maintenance proposal and that interviews may be included. Then based on the overall ratings, interview and financial bid a potential winner bidder would emerge. We have not seen an RFP process that would allow potential bidders to alter or amend their bids after an interview process or after the bids were due for that specific RFP. Could you clarify this particular part of the process?