

January 17, 2017

RiverBend RFP Questions: Responses

- 1) The company should follow the schedule as outlined in Part 5 – item “c”. The first quarterly payment is due July 1, 2017.
- 2) The Town, through the Purchase and Sale Agreement with the current owner, will make every effort that the current owner will set aside any deposits, gift certificates, and/or prepaid fees to be transferred to the approved management company. To be clear, the Town is not receiving the money and therefore will not be responsible for reimbursement.
- 3) Same as 2
- 4) Same as 2
- 5) The Town envisions that the Purchase and Sale Agreement between the Town and the current owner would include a transfer of the liquor license from the current owner to the approved management company. The Town will follow the customary process for liquor license transfers which entails holding a public hearing at the Board of Selectmen level and then forwarding the application to the Alcoholic Beverages Control Commission. With an anticipated closing date in March 2017, there appears to be enough time to conform to these processes and to be approved by the ABCC prior to July 1, 2017. The management company must be approved by the ABCC in order to operate the liquor license.
- 6) The management company is responsible for all capital improvements, equipment, furnishings, general maintenance, etc., as defined in Section 9.4 of the RFP. The Town assumes no responsibility with regards to general maintenance and/or improvements to the facility.
- 7) Same as No. 6
- 8) Same as No. 6
- 9) No. However, as stated in the RFP, the Town is seeking to establish a long-term relationship with the management company in the hopes that the management company will purchase the property at a future date. Therefore, a Master Plan may be created in the future in partnership between the Town and the management company. Additionally, items d and e of Section 11 provide for a Highly Advantageous rating if a management company proposes a short-term and long-term strategy of value-added components.
- 10) Subjectivity always occurs in any RFP process. As indicated in Section 11, item d, value added components such as committing to constructing a convention hall and/or conference room space for Town officials’ use will be rated as Highly Advantageous.
- 11) Experience in managing a golf course will be viewed as more highly advantageous versus an entity that has not.
- 12) A conference center does not currently exist. As indicated in Section 11, item d, “value added components such as committing to constructing a convention hall and/or conference room space for Town officials’ use” will be rated as Highly Advantageous.
- 13) Highly Advantageous, Advantageous and Unacceptable are defined in Section 12.2. Not Advantageous is the same rating as Unacceptable.
- 14) Section 12.1 refers to the possibility of requiring an interview. It is envisioned that an interview would only be required if multiple proposals are so closely ranked that an interview would help the Selection Committee make a final recommendation to the Awarding Authority. It should be so noted that if the Selection Committee cannot come

to a final recommendation, the Board of Selectmen as the Awarding Authority defined in Sections 12.4 and in 12.6 may choose to interview the finalists and at its discretion award the bid.