



Request for Proposal

Boone County Purchasing
601 E. Walnut Street, Room 208
Columbia, Missouri 65201

Melinda Bobbitt, CPPB, Director
Phone: (573) 886-4391 Fax: (573) 886-4390
E-mail: mbobbitt@boonecountymo.org

Proposal Number: **20-30APR02**
Commodity Title:

**GROUND LEASE FOR MULTI-PURPOSE SPORTS
FACILITY DEVELOPMENT – BOONE COUNTY
FAIRGROUNDS**

DIRECT PROPOSAL FORMAT OR SUBMISSION QUESTIONS TO THE PURCHASING DEPARTMENT

Pre-Proposal Conference

Day / Date: **TUESDAY – April 9, 2002**

Time: **1:30 P.M. C.S.T**

Location Boone County Fairgrounds Office
5212 North Oakland Gravel Road
Columbia, MO 65202

Proposal Submission Address and Deadline

Day / Date: **TUESDAY – April 30, 2002**

Time: **9:15 A.M. C.S.T. (No late proposals will be accepted)**

Location / Mail Address: Boone County Purchasing Department
Boone County Johnson Building
601 E. Walnut, Room 208
Columbia, MO 65201

Directions: The Johnson Building is located on the Northeast corner at 6th Street and Walnut Street. Enter the building from the East Side. Wheel chair accessible entrance is available on the West side of the building.

Proposal Opening

Day / Date: **TUESDAY – April 30, 2002**

Time: **9:30 A.M. C.S.T.**

Location / Address: Boone County Government Center
801 E. Walnut, Commission Chambers
Columbia, MO 65201

Proposal Contents

- 1.0: Instructions and General Conditions**
- 2.0: Introduction and General Information**
- 3.0: Specifications**
- 4.0: Proposal Submission Information**
- 5.0: Response Page**
- Exhibit A Prior Experience**
- Exhibit B Boone County Fairgrounds Map**
- Exhibit C Boone County Fairgrounds Preliminary Master Plan**



NOTICE OF REQUEST FOR PROPOSAL

Boone County is accepting Request for Proposals for the following:

**BID #: 20-30APR02 – Ground Lease for Multi-Purpose Sports Facility Development
– Boone County Fairgrounds**

A pre-proposal conference with walk-around of the Boone County Fairgrounds has been scheduled for Tuesday, April 9, 2002, at 1:30 p.m. in the Boone County Fairgrounds Office, 5212 N. Oakland Gravel Road, Columbia, Missouri.

Sealed proposals will be accepted until **9:15 a.m. on Tuesday, April 30, 2002** in the Boone County Purchasing Office, Boone County Johnson Building, Room 208, 601 E. Walnut Street, Columbia, MO 65201.

The Request for Proposal is scheduled to be opened at 9:30 a.m. on April 30, 2002 during the Boone County Commission meeting, Boone County Government Center, Commission Chambers, 801 E. Walnut Street, Columbia, MO 65201

Specifications are available in the Purchasing Office and requests for copies may be made by phone (573) 886-4391; fax (573) 886-4390 or e-mail: mbobbitt@boonecountymo.org. Vendors may view Bids, Bid Tabulations, and Bid Awards on the Boone County Web Page at <http://www.showmeboone.com>.

Melinda Bobbitt, CPPB
Director of Purchasing

Insertion: April 1, 2002
COLUMBIA MISSOURIAN



1. INTRUCTIONS AND GENERAL CONDITIONS

1.1 Delivery of Proposals: Sealed proposals, subject to Instructions and General Conditions of Bidding and any special conditions set forth herein, will be received at the Boone County Purchasing office until the proposal closing date and time indicated herein for furnishing the County with the material and/or supplies, equipment or services as detailed in the following proposal.

- a) **Proposal Closing:** All proposals shall be delivered before 9:15 A.M., C.S.T., on Tuesday, April 30, 2002 to:
- Boone County Purchasing Department
Melinda Bobbitt, CPPB, Director
601 E. Walnut Street, Room 208
Columbia, Missouri 65201-4460
- b) The County will not accept any proposals received after 9:15 A.M. and shall return such late proposals to the Offeror.
- c) Offerors must submit one (1) original, and five (5) numbered copies of the proposal (total of six). Proposals will be opened publicly in a manner to avoid public disclosure of contents; however, only names of Offerors will be read aloud.
- d) Proposals must be submitted in a sealed envelope identified with the proposal number and date of closing. List the proposal number on the outside of the box or envelope and note "Request for Proposal enclosed."
- e) If you do not care to submit a proposal, please return *Response Page* and note your reason. No fax or electronic transmitted bids will be accepted.
- f) If you have obtained this proposal document from our Web Page or from a source other than the Boone County Purchasing Department, please check with our office prior to submitting your proposal to ensure that you have a complete package. The Purchasing Department cannot be responsible for providing addenda if we do not have you on our Vendor list for this proposal.

1.2 . **Evaluation of Proposals (Procedure):**

- a) The County will first examine proposals to eliminate those that are clearly non-responsive to the stated requirements. Therefore, Offerors should exercise particular care in reviewing the Proposal Format required for this RFP.

- b) The evaluation committee shall then score all proposals based upon the evaluation factors detailed herein. Upon completion of the scoring, the committee may recommend short listing the proposals that are potentially acceptable.
- c) At this point, the County may request presentations by Offerors, and carry out lease negotiations for the purpose of obtaining best and final offers, and conduct detailed reference checks on the short listed proposers.
- d) The County reserves the right to contact any and all references to obtain, without limitation, information regarding the Offeror's performance on previous projects. A uniform sample of references will be checked for each short-listed Offeror.
- e) The County reserves the right to withdraw this RFP at any time and for any reason and to issue such clarifications, modifications, and/or amendments as it may deem appropriate.
- f) Receipt of a proposal by the County or a submission of a proposal to the County offers no rights upon the Offeror nor obligates the County in any manner.
- g) No negotiations, decisions, or actions shall be initiated by any firm as a result of any verbal discussion with any County employee prior to the opening of responses to the Request for Proposal. Boone County reserves the right to select the Offeror which best meets its goals and objectives, needs, fiscal constraints, quality levels and service expectations.

1.3 Ambiguity, Conflict, or Other Errors in the RFP:

- a) If an Offeror discovers any ambiguity, conflict, discrepancy, omission, or other error in the Request for Proposal, they shall immediately notify the Department of such error in writing and request modification or clarification of the document. The County will make modifications by issuing a written revision and will give written notice to all parties who have received this RFP from the County.
- b) The Offeror is responsible for clarifying any ambiguity, conflict, discrepancy, omission, or other error in the Request for Proposals prior to submitting the proposal or it shall be waived.
- c) Implied Requirements: Products and services that are not specifically requested in this RFP, but which are necessary to provide the functional capabilities proposed by the Offeror, shall be included in the proposal.
- d) The County will not be liable in any way for any costs incurred by any Offeror in the preparation of their proposal in response to this RFP, nor for the presentation of their proposal and/or participation in any discussions or negotiations.

1.4 Rejection of Proposals: The right is reserved to accept or reject in whole or in part any or all proposals submitted, to waive technicalities, and to accept the offer the County considers the most advantageous to the County. Further, the County shall reject the proposal of any Offeror that is determined to be non-responsive. The unreasonable failure of an Offeror to promptly supply information in connection with respect to responsibility may be grounds for a determination of non-responsibility.

1.5 Acceptance of Proposals: The County will accept all proposals that are submitted properly. However, the County reserves the right to request clarifications or corrections to proposals.

1.6 Requests for Clarification of Proposals: Requests by the Department for clarification of proposals shall be in writing.

1.7 Validity of Proposals: Offeror should state how many days or months proposals remain valid beyond the 120 days minimum.

1.8 Receipt and Opening of Advertised, Sealed Proposals: The Offeror(s) and public are invited, but not required, to attend the formal opening of proposals. Offeror(s) names only will be read aloud to the public. No decisions related to an award of a contract or creation of any contractual or lease relationship, or purchase order will be made at the opening.

- a. Information provided in your response will be considered proprietary and will not be divulged during the selection process. Because ground leases or contractual agreements of this nature require the use of public property, it should be noted that the successful firm's proposal will become public record after its acceptance by the County Commission. All proposals and tabulation sheets are kept by the County for a period of time established by regulation or statutes after the award is made and are available for inspection at any time during regular working hours.
- b. Proposals will be opened in the Boone County Commission meeting on Tuesday, April 30, 2002 at 9:30 A.M., C.S.T. located at the following address:

Boone County Government Center
Commission Chambers
801 E. Walnut Street
Columbia, Missouri 65201

NOTE: Proposal Closing and Proposal Opening times and locations are different. Refer to paragraph 1.1, a. for Proposal Closing time and location.

1.9 Withdrawal of Proposals: Proposals may be withdrawn without prejudice any time before the deadline for receipt of proposals. If a mistake or error is discovered by the Offeror or by the County after the proposal opening, the County has the right to call this error to the Offeror's attention and request verifications of the proposal. If the Offeror acknowledges the mistake and requests relief, the County will proceed in the following manner:

- a. **Withdrawal:** Permission to allow an Offeror to withdraw their proposal without prejudice may be given when clear and convincing evidence supports the existence of an error. If there is a significant and obvious disparity between the prices of the lowest Offeror and of the other Offerors, an Offeror may be permitted to withdraw without prejudice, upon submission of evidence that a non-intentional error occurred.



2. INTRODUCTION AND GENERAL INFORMATION

2.1 Introduction:

2.1.1 This document constitutes a request for competitive, sealed proposals for a **Ground Lease for a Multi-Purpose Sports Facility located at the Boone County Fairgrounds**, as set forth herein.

2.1.2 Organization – This document, referred to as a Request for Proposal (RFP), is divided into the following parts:

- 1) Instructions and General Conditions
- 2) Introduction and General Information
- 3) Specifications
- 4) Proposal Submission Information
- 5) Response Page
- 6) Exhibit A – Prior Experience
- 7) Exhibit B – Boone County Fairgrounds Map
- 8) Exhibit C – Boone County Fairgrounds Preliminary Master Plan

2.1.3. Pre-Proposal Conference

2.1.3.1. To assist interested Offerors in preparing a thorough proposal, a pre-proposal conference with walk-around of the Boone County Fairgrounds has been scheduled for Tuesday, April 9, 2002, at 1:30 p.m. in the Boone County Fairgrounds Office, 5212 N. Oakland Gravel Road, Columbia, Missouri.

a) **Directions:** From Interstate 70, exit on 128 A. Go three miles north on Hwy. 63 to Oakland Gravel Road exit. Follow signs. (See attached Exhibit B – Map).

2.1.3.2. All potential Offerors are encouraged to attend this conference in order to ask questions and provide comments on the Request for Proposal. Attendance is not mandatory to submit a response; however, Offerors are encouraged to attend since information relating to this RFP will be discussed in detail. Offerors should bring a copy of the RFP since it will be used as the agenda for the pre-proposal conference.

2.1.3.3. Offerors are strongly encouraged to advise the Purchasing Department of Boone County within five (5) days of the scheduled pre-proposal conference of any special accommodations needed for disabled personnel who will be attending the conference so that these accommodations can be made.

2.2. Guideline for Written Questions:

2.2.1 All questions regarding this Request for Proposal shall be submitted in writing no later than 5:00 p.m., April 8, 2002. All questions must be mailed, faxed or e-mailed to the attention of Melinda Bobbitt, CPPB, Director of Boone County Purchasing. No verbal responses to questions will be given prior to or following the pre-proposal conference. All such questions will be answered in writing, and such answers will be provided to all parties having obtained a Request for Proposal packet.

a. Melinda Bobbitt, CPPB
Director of Purchasing
601 E. Walnut Street, Room 208
Columbia, Missouri 65201
Phone: (573) 886-4391
Fax: (573) 886-4390
E-mail: mbobbitt@boonecountymo.org

2.2.2 Responses to questions will be addressed at the pre-proposal conference. The responses and usage will become a part of a written addendum, which will be mailed out after the pre-proposal conference.



3. SPECIFICATIONS

3.1 Scope:

3.1.1 Boone County – Missouri intends to let a ground lease for a multi-purpose sports facility to be located within the Boone County Fairgrounds. Proposals should include the construction of a facility that would accommodate two ice rinks. One ice rink and ancillary facilities should accommodate a competitive hockey franchise. A second ice rink should entertain other ice activities, including open public skating. The County will also consider other comprehensive proposals that may include the construction of a baseball stadium that would accommodate a competitive baseball franchise. Proposals of larger or smaller scale will be considered and may include parts of or overall operations management of entire fairgrounds.

3.2 Background Information:

- 3.2.1 Boone County is situated in Central Missouri and is dissected by Interstate 70 and US Highway 63. It is a fast-growing county known for its highly educated work force, low cost of living, award-winning schools, and unique blend of rural and urban lifestyles. Boone County includes nine communities: six cities (Columbia, Centralia, Ashland, Rocheport, Sturgeon, Hallsville) and three other communities (the Town of Harrisburg, the Village of Hartsburg and McBaine). The County has a population of approximately 132,000 and contains 685 square miles.
- 3.2.2 Additional information about the County of Boone – Missouri can be obtained from the following internet web site at: <http://www.showmeboone.com> and information pertaining to the Boone County Fairgrounds from: <http://bocofair.missouri.org/>
- 3.2.3 Boone County will make available upon request to the Offeror at no cost, GIS Maps indicating property boundaries and existing structures.
- 3.2.4 Although an attempt has been made to provide accurate and up-to-date information, the County of Boone – Missouri does not warrant or represent that the background information provided herein reflects all relationships or existing conditions related to this Request for Proposal.

3.3 Minimum Requirements:

- 3.3.1 Respondent's name, address, phone number and contact person.

3.3.2 Developer Information:

1. Principals' History and Resume
2. Any Local Affiliates or Participants
3. Experience in Boone County, Missouri and other counties
4. Proposed Development Project Affiliates or Partners
 - i. Contractor
 - ii. Architect
 - iii. Financier

3.3.3. Project Narrative information and schematics explaining the overall character of the development. This section must contain the following information:

1. Nature of the activities and land use proposed;
2. Proposed Ownership of the Facility;
3. Proposed Management Structure of Facility (including, if any, the management of parts of or entire fairgrounds).
4. Changes to be made to the roadway system (including changes to ingress/egress);
5. Proposed tenants and users;
6. Information demonstrating the Developer's ability to secure tenants or other users of the development, including commitments from any users or tenants;
7. Proposed development schedule, including start and completion dates.

3.3.4. Project Development Budget identifying the proposed cost for:

1. Site Acquisition;
2. Site Development;
3. Construction of new building(s), by individual building;
4. Consultants and other soft costs;
5. Fees (development or management fees);
6. Financing costs.

3.3.5. Project Financials and Business Plan

1. Total Project costs (from Project Development Budget)
2. Evidence of any commitment(s) to finance project costs;
3. Proposed financing structure;
4. Project pro forma demonstrating the financial feasibility of the project, including the need, amount and sources of private funding, and if applicable, a demonstration of the need, amount and duration of financial support to be provided by the County;
5. Proposed Business plan demonstrating ability of facilities to be self-supporting without tax payer subsidy, preferably supported by a market study;
6. Evaluation of impact of proposed project on regional economy.



4. PROPOSAL SUBMISSION INFORMATION

4. RESPONSE TO PROPOSAL

4.1 Submission of Proposals:

4.1.1 When submitting a proposal, the Offeror should include the **original and five (5), numbered, additional copies.**

a. The Offeror shall submit the proposal to:

Boone County Purchasing Department
Attn: Melinda Bobbitt, CPPB, Director of Purchasing
601 E. Walnut Street, Room 208
Columbia, MO 65201

b. The proposals must be delivered no later than 9:15 a.m. on April 30, 2002. Proposals will not be accepted after this date and time.

4.1.2 To facilitate the evaluation process, the Offeror is encouraged to organize their proposal into distinctive sections that correspond with the individual evaluation categories described herein.

a. Each distinctive section should be titled with each individual evaluation category and all material related to that category should be included therein.

b. The signed response page from the original RFP and all signed amendments should be placed at the beginning of the proposal.

c. The Proposal must, at a minimum, address all mandatory and desired services, equipment, materials, etc.. Responses will fully describe how the service will be performed and what hardware/software (if any) is required at the Boone County Fairgrounds to access the service.

4.1.3 The Offeror is cautioned that it is the Offeror's sole responsibility to submit information related to the evaluation categories, and that the County is under no obligation to solicit such information if it is not included with the proposal. The Offeror's failure to submit such information may cause an adverse impact on the evaluation of the proposal.

4.1.4 Offeror's Contacts: Offerors and their agents (including subcontractors, employees, consultants, or anyone else acting on their behalf) must direct all of their questions or comments regarding the RFP, the evaluation, etc. to the buyer of record indicated on the first page of this RFP. Offerors and their agents may not contact any County employee other than the buyer of record regarding any of these matters during the solicitation and evaluation process. Inappropriate contacts are grounds for suspension and/or exclusion from specific procurements. Offerors and their agents who have questions regarding this matter should contact the buyer of record.

4.2 Competitive Negotiation of Proposals: The Offeror is advised that under the provisions of this Request for Proposal, the County reserves the right to conduct negotiations of the proposals received or to award a contract without negotiations. If such negotiations are conducted, the following conditions shall apply:

4.2.1 Negotiations may be conducted in person, in writing, or by telephone.

4.2.2 Negotiations will only be conducted with potentially acceptable proposals. The County reserves the right to limit negotiations to those proposals, which received the highest rankings during the initial evaluation phase.

4.2.3 Terms, conditions, prices, methodology, or other features of the Offeror's proposal may be subject to negotiation and subsequent revision. As part of the negotiations, the Offeror may be required to submit supporting financial, pricing and other data in order to allow a detailed evaluation of the feasibility, reasonableness, and acceptability of the proposal.

4.2.4 The mandatory requirements of the Request for Proposal shall not be negotiable and shall remain unchanged unless the County determines that a change in such requirements is in the best interest of the entities.

4.3 Evaluation and Award Process:

4.3.1 After determining a responsible Offeror and a responsive proposal through the determination that the proposal satisfies the mandatory requirements stated in the Request for Proposal, the evaluator(s) shall use both objective analysis and subjective judgment in conducting a comparative assessment of the proposal in accordance with the evaluation criteria stated below:

- a. Developer Information per Paragraph 3.3.2.....20%
- b. Schematics of Development per Paragraph 3.3.3.....20%
- c. Project Development Budget per Paragraph 3.3.4.....30%
- d. Project Financials and Business Plan per Paragraph 3.3.5.....30%

4.3.2 After an initial evaluation process, a question and answer interview may be conducted with the Offeror, if deemed necessary by the County. In addition, the Offeror may be asked to make an oral presentation of their proposal to the evaluation team at a designated Boone County location. Attendance cost shall be at the Offeror's expense. All arrangements and scheduling will be coordinated by the County.

4.4 Evaluation:

4.4.1 Experience and reliability of the Offeror's organization are considered subjectively in the evaluation process. Therefore, the Offeror is advised to submit any information, which documents successful and reliable experience in past performances, especially those performances related to the requirements of this RFP.

4.4.2 The Offeror should provide the following information related to previous and current services/contracts performed by the Offeror's organization and any proposed subcontractors which are similar to the requirements of this RFP (This information may be shown on the form attached as Exhibit A to this RFP or in a similar manner):

- a. Name, address, and telephone number of client/contracting agency and a representative of that client/agency who may be contacted for verification of all information submitted;
- b. Dates and locations of the service/contract; and
- c. A brief, written description of the specific prior services performed and requirements thereof.

4.4.3 The Offeror should submit a copy of all licenses, certifications, accreditation, and/or permits, which may be required by state, federal, and/or local law, statute, or regulation in the course of conduct of the Offeror's business. If not submitted with the proposal, the County reserves the right to request and obtain a copy of any license or certification required to perform the defined services prior to contract award.

4.4.4 Proposals will be subjectively evaluated based on the Offeror's distinctive plan for performing the requirements of the RFP. Therefore, the Offeror should present a written narrative, which demonstrates the method or manner in which the Offeror proposes to satisfy these requirements. The language of the narrative should be straightforward and limited to facts, solutions to problems, and plans of action.

4.4.5 The method by which the proposed method of performance is written will be left to the discretion of the Offeror. However, the Offeror should address each specific paragraph and subparagraph of the Performance Requirements by paragraph and page number as an item for discussion. Immediately below these numbers, write descriptions of how, when, by

whom, with what, to what degree, why, where, etc, the requirements will be satisfied.

4.5 Anticipated Schedule of Events Associated with Selection Process:

<u>Action</u>	<u>Date</u>
RFP Issued	March 27, 2002
Proposal Closing	April 30, 2002, 9:15 A.M., C.S.T.
Proposal Opening	April 30, 2002, 9:30 A.M., C.S.T.
Proposal Review Completed	May 7, 2002
Potential Interviews	May 9-10, 2002
Selection	May 17, 2002



5. **Response Page**

In compliance with this Request for Proposal and subject to all the conditions thereof, the Offeror agrees to furnish the services/equipment/supplies requested and proposed and certifies he/she has read, understands, and agrees to all terms, conditions, and requirements of this proposal and is authorized to contract on behalf of the firm named below.

Company Name: _____

Address: _____

Telephone: _____ Fax: _____

Federal Tax ID (or Social Security #): _____

Print Name: _____ Title: _____

Signature: _____ Date: _____

Note: This form must be signed. All signatures must be original and not photocopies.



EXHIBIT A

PRIOR EXPERIENCE

(References of similar services for governmental agencies are preferred)

1. Prior Services Performed for:

Company Name:

Address:

Contact Name:

Telephone Number:

Date of Contract:

Length of Contract:

Description of Prior Services (include dates):

2. Prior Services Performed for:

Company Name:

Address:

Contact Name:

Telephone Number:

Date of Contract:

Length of Contract:

Description of Prior Services (include dates):

3. Prior Services Performed for:

Company Name:

Address:

Contact Name:

Telephone Number:

Date of Contract:

Length of Contract:

Description of Prior Services (include dates):