

REVISED 5/29/09

**REQUEST FOR PROPOSAL (RFP)
FOR OPERATION OF A MARINA, MORELLI PARK
BOAT LAUNCH AND DRY STACK STORAGE FACILITY
(PUR 09-050)**

Updated 5/29/09

ADDITIONAL INFORMATION:

Response to question 11 submitted by Marshall Pike, The California Parks Companies which was posted 5/26/09 with a response, "Answer to this question will be provided no later than May 29, 2009" has been answered as follows.

Does the dry storage building include hoist or negative displacement fork lift capacity? Who will provide the mechanical repair and maintenance of this equipment? When will the dry storage building be completed? What plans does the city have for trailer storage of vessels in the building?

CITY RESPONSE

- a. Negative displacement fork lift 30 feet + positive lift ,12 feet of negative.
- b. The operator of the dry stack.
- c. Its at the operator's discretion.

>>> <sakfish@aol.com> 5/27/2009 9:38 AM >>>

Alex,

Questions from my Corp. Office.

Thanks,

Sherri Keys
Westrec

-----Original Message-----

From: Westrec Marinas <westrecsrmtv@prodigy.net>

To: neater99@aol.com; Sakfish@aol.com

Cc: BAnder4382@aol.com; MARPASTORE@aol.com; louis826@msn.com;
captgaryg@bellsouth.net

Sent: Wed, 27 May 2009 7:17 am

Subject: budget - taxes & insurance

Vernita

In order to get a cost on insurance – we need to know the value of the new dry storage building and docks – Or construction cost pls

Also do they have a sample agreement

Who will be responsible for taxes do we have any idea?

John is going to leave the taxes out as he thinks if it is a lease it will be the City's responsibility – is that correct?

Pls advise

Thanks

Michelle

Wanna slim down for summer? Go to America Takes it Off (<http://www.aolhealth.com/diet/weight-loss-program/?ncid=emlcntusheal00000001>) to learn how.

CITY RESPONSE

1. See RFP PUR 09-050 Operation of Marina, Morelli Park Boat Launch and Dry Stack Storage Facility page 14 of specifications for insurance requirements. Below is a link to webpage where document can be found.

<http://www.stocktongov.com/business/bidflash.cfm#AdmServices>

2. No sample agreement but you may provide one in your proposal
3. Possessory interest tax will be the operator's responsibility. You will need to contact the county for definition and information on this.

>>> Aaron Lynch <aaronl@ontheboat.net> 5/21/2009 5:24 PM >>>

Dear Mr. Halcon,

What is the city's current maintenance budget and staffing level for the Morelli Park boat launch facility?

Is there any requirement from the city or DBAW that the all or part of "guest docks" can't be rented as "normal" slips?

Has the city ever charged for launches/parking at Morelli Park? has the gate remained open since it was rededicated?

What are the revenue / traffic count for each of the cities boat launches. Annual and monthly breakdowns would be helpful.

How Many Parking spaces are allocated for the drystack facility? Is it expected that drystack employees and customers will use street parking?

Are there plans/drawings available for the drystack facility?

How many names are on the cities list of prospective marina tenants?

CITY RESPONSE

1. This facility is not staffed at this time.
2. Any changes in configuration, layout or use will require City approval.
3. The City of Stockton has previously charged to launch boats at Morelli park prior to its rehabilitation. However since being completed the gate has remained open and the City of Stockton has not charged for launches.
4. Revenue has averaged approximately \$200,000 for all boat launches over the past 5 years.
5. Currently there is no parking specifically allocated for drystack facility. Please propose where customers and employees of the drystack facility will park.
6. Plans are currently being converted to pdf files and will be posted as soon as possible.
7. 13 people are currently on the interested parties list

>>> Marshall Pike <mp@calparksco.com> 5/25/2009 6:12 PM >>>

Please add these two questions:

- 1) Was any marketing or feasibility study conducted by the City prior to adopting the marina plan layout to determine the size and number of slips to be built and the relative demand for guest berthing? If so, please provide access to this data electronically.
- 2) The \$22M project funding includes grants, loans and City inkind services. How much of the funding is loans? Please estimate the City debt service on these funds in per annum terms. What portion of the funding is attributable to the actual marina and its services?

Thank you, Marshall Pike, The California Parks Companies.

CITY RESPONSE

1. Nothing responsive
2. \$13.3M is a 30-year loan from DBAW attributable to actual marina services.

Updated 5/26/09

The link below will take you to the FTP site for the Marina Drawings.

<ftp://ftp.power-engineering.net/08-012>

ADDITIONAL INFORMATION:

Questions are due to the City no later than 5 p.m., Monday, May 25, 2009.
Responses will be posted on the City's website no later than 5 p.m., Friday, May 29, 2009.

Average depth of slips.

Height clearance for 50' berths –

Slip Width: 50'=17.5'

60'=19'

80'=21'

Parking

128 spaces with access controlled by Operator (Morelli Boat Launch)

45 spaces publicly accessible, part of Marina project, could be metered or permitted

26 spaces open to public, no operational control at this time

>>> Marshall Pike <mp@calparksco.com> 5/17/2009 4:31 PM >>>

Please find our questions regarding clarification of the RFP for the new Stockton Marina. We will be in attendance at the walk around on Tuesday.

Marshall Pike
VP Business Development
The California Parks Companies
530-529-1512 off
530-949-9451 cell
530-529-4511 fax
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www.upcgate.com<<http://www.upcgate.com/>>

Q&A: Stockton Marina Bid listing: PUR 09-050

Does the City consider a “no rent” bid, until a threshold occupancy is achieved, as an unresponsive bid?

What pre-sold slip spaces are on record?

What is the city authorized monthly slip rental rate? Daily guest dock rent?

Are there any mechanisms or commitments that would preclude increasing launch, parking or slip rental such as a DBOW contract or municipal code?

Who maintains the promenade? Who provides overnight security?

Does the Guest dock space include the single side tie run on both the north and south side of the channel?

Does the contractor have any responsibilities on the North Side of the Channel?
Restrooms, landscaping, etc.

Who is responsible for Major Maintenance including fabric awnings, slip repairs, fencing, walks, roofs, asphalt surfaces, etc ? What warranty exists?

Termination for convenience precludes any expectation of placing equity at risk. If the City insists on the clause, there must be a possessory interest clause that guarantees repayment of equity investment plus a CPI adjustment to account for the cost of money.

Who has the janitorial responsibility until gates are secured at night? Can the restrooms be locked with use restricted to launch customers and non-public marina renters and guests?

Does the dry storage building include hoist or negative displacement fork lift capacity? Who will provide the mechanical repair and maintenance of this equipment? When will the dry storage building be completed? What plans does the city have for trailer storage of vessels in the building?

Submitted by The California Parks Companies
Marshall Pike, 530-529-1512

CITY RESPONSE

1. No, a no rent bid provided some plan for future rent will be considered responsive.
2. None, no fees have been determined, therefore, no presales. We have created a list of interested parties.
- 3a. The Department of Boating and Waterways requires slip and guest dock rentals to be comparable to the 6 nearest marinas. The City has established a range of \$600- 1200/monthly slip rate.
- 3b. \$15-40/per day guest dock rate, which is in line with the Department of Boating and Waterways requirement. Ranges can be adjusted annually by CPI or another survey of nearest marinas.
4. City Council approves the fees to some extent; Department of Boating and Waterways requires competitive rates, Please refer to #3 above.
- 5a. City will contract for maintenance, either through this operations agreement or with an outside party.

- 5b. There are security cameras as part of the project. Camera feeds can be monitored through IP address and may be monitored by Stockton Police.
- 6. Guest docks located on North and South Shores of the Channel include ties on either side; however, the ties on the shore side have limited depth clearance.
- 7. Landscaping would be included in promenade maintenance. There is not a restroom facility on the North Shore. Trash pick up would need to be monitored and/or included in landscaping responsibilities.
- 8a. The terms of the City's DBAW loan agreement require establishment of a reserve fund equal to 2% of Gross Revenue for extraordinary, non-routine maintenance.
- 8b. There is a 12 month warranty provided as part of the construction financing.
- 9. This clause is negotiable.
- 10a. Gangway gates are equipped with key pads and will be locked at all times.
- 10b. Entry Gate at Morelli can be closed and locked, the Operator controls access to the facility. Operator will be responsible for janitorial responsibilities at the Public Restroom facility at Morelli Boat Launch and at the Private Restroom/Shower facility located at the gangway on South Shore.
- 11. Answer to this question will be provided no later then May 29, 2009.

Response added 5/29/09

- a. Negative displacement fork lift 30 feet + positive lift ,12 feet of negative**
- b. The operator of the dry stack.**
- c. It's at the operator's discretion.**

>>> <MARPASTORE@aol.com> 5/22/2009 3:39 PM >>>

Re: Request for Proposal for Operation of a Marina, Morelli Park Boat Launch and Dry Stack Storage Facility for the City of Stockton, California (PUR 09-050)

Westrec Marina Management, Inc. is preparing a response to the above-reference RFP. Please advise where we can find the "Proponent's Fee Schedule" form which needs to be completed and signed.

Thank you for your assistance with this matter.

Mary Pastore
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16633 Ventura Boulevard
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PH: (818) 907-0400

Fax: (818) 907-1104

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(<http://travel.aol.com/travel-ideas/domestic/national-tourism-week?ncid=emlcntustrav00000002>)

CITY RESPONSE

There is not a specific form provided for the Proponent's Fee Schedule. You're welcome to use your own format.