

## **Fairgrounds Master-planning Process**

### **Draft RFP Presentation**

#### **Fiesta Hall, SC County Fairgrounds**

**November 15, 2016**

**6:30 PM**

#### **Comments Made/Questions Asked By Attendees**

- There is no statement in the Draft RFP about providing “affordable” space for community serving non-profits. Suggest adding a statement saying, “Describe the community benefits including provision of affordable space for community serving non-profit organizations.”

Response: Comment noted.

- Having trouble finding utility costs for the Fairgrounds, PG&E etc. Will the County make available information that it has on site conditions and operating costs?

Response: Please be specific regarding all assumptions that you make in your submittal. We expect respondents will have a period of due diligence to conduct further investigation and refine their numbers once the Board selects a short list of respondents with whom to negotiate.

- Who would be responsible for, and how will the County handle the cost of horizontal infrastructure?

Response: This will be one of the subjects of negotiation.

- Should I as a business submit a proposal focused on what we do currently, or should I include my plans for growth, expansion, etc.?

Response: Submit the proposal that you want the County to review and approve. If the proposal involves expansion onto additional land at a later date, it must clearly state how that fits into the plan for the overall 150 acres.

- What would be considered a “long-term” lease?

Response: We understand that the term would need to be sufficient to amortize your capital investment.

- It seems ambitious for the County to request the formation of teams within a 90 day period. It may affect the quality of the proposals that the County receives.

Response: County may extend it at its sole discretion. On the current schedule, respondents have 4.5 months from today to respond to the RFP.

- Is there a time frame in which the County expects to conduct negotiations once the Board identifies/selects a “short list?”

Response: As long as necessary.

- Does the County contemplate entering into a master lease, whereby the Master Lessee would execute sub-leases with constituent entities?

Response: the County is seeking an entity to be responsible for overall management of the Fairgrounds District.

- Will this presentation be made available?

Response: the presentation is posted on the FairgroundsVision.net website.

- Can start-up businesses bid?

Response: Yes, but a solo submittal by a start-up business would not rate as well as other submittals that demonstrate previous operational experience.

- Was participation in the RFQ a requirement for participating in the RFP?

Response: No, although that was discussed in early drafts of the RFQ.

- If one is part of a team, would it be a disadvantage if some other part of the team is not a desired use?

Response: Probably not.

- Other than the County Fair, are there other uses that the Board of Supervisors have said must be included, such as Motocross?

Response: In addition to active and passive recreational uses, the Board has only directed that proposals should provide for the continuation of the County Fair and a Community Event Center. Motocross is not a stipulated use.