



REQUEST FOR BUSINESS PROPOSALS TROUT CREEK FIELD

Thank you for your interest in operating a business at Trout Creek Field at the Wind River Business Park in Stabler, Washington. This packet contains the information that we hope will assist you in preparing a response to our Request for a Business Proposal (RFP).

Trout Creek Field is an approximate 25-acre tract of land the Port of Skamania County is in the process of finalizing ownership of. The field historically served as a tree nursery and is located along the southern edge of the Gifford Pinchot National Forest. There will be proximate access to water and power, and the property can accommodate the installation of an on-site sanitary septic system. The assessor parcel number is 04072700190000 and it is identified as Wind River Business Park, Lot 1, a portion of Trout Creek Field. The field has access to major transportation infrastructure. It is 1.3 miles east of Wind River Highway, which connects to SR 14, and is within a short distance to several city hubs including Stevenson (8.2 miles), Hood River (27 miles), Portland (62 miles), and Vancouver (54 miles).

In the following pages you will find:

- Instructions for Responders
- Proposal Information
- Request for Proposal
- Selection Process
- Port of Skamania County Non-Liability statement
- Trout Creek Field Maps

Instructions to Responders

Proposals must address in whole the items requested in this document, in particular the items identified in the Request for Proposal section. It is the intent of the Port to award a contract to the most suitable business proposal. The Port reserves the right to award or not to award a contract under this RFP. The Port reserves the right to enter into discussions with several responders prior to final selection. Responders waive all rights to protest or seek any legal remedies whatsoever regarding any aspect of this RFP. The Port reserves the right to issue written notice to all candidates of any changes in this RFP if it should, at its sole and absolute discretion, determine such changes are necessary. The Port reserves the right to waive informalities or irregularities in any proposals received, and to accept any proposal that is in the Port's best interest.



The point of contact for this RFP is:

Pat Albaugh, Executive Director
pat@portofskamania.org

(509) 427-5484

Port of Skamania County
PO Box 1099
Stevenson, Washington 98648

The Executive Director is available for questions and on-site visits weekdays from January 23, 2019 thru February 13, 2019. Please call to schedule in advance.

Proposal Information

The Port of Skamania County is accepting proposals and invites interested parties, individuals, corporations, partnerships, owners, and managers to participate in our Request for Business Proposals (RFP) for the development of the Trout Creek Field located at the Wind River Business Park located in Stabler, Washington.

The Port of Skamania County is the sole owner of Trout Creek Field and has the sole authority to select a successful proposal under this RFP. The Port may or may not award a contract under this RFP.

Respondents will be responsible for supplying all equipment, personnel, materials, supplies, etc., for the full operation and maintenance of the business and any activities proposed to take place on the property. Proposals must set forth the terms and conditions of the relationship, including payment based on purchase or lease, percentage of sales, any combination of these, or an alternative proposal.

Request for Proposal

Proposals must include the information requested below:

1. A detailed description of the proposed relationship, i.e., purchase, lease or management, and the terms and conditions of an agreement.
2. Proposals must include a commitment to economic development and the creation of local, family-wage jobs.
3. Purchase/Occupancy agreement start date.



4. A business plan that should include, but is not limited to, the following components:
 - a) Company background and/or management summary including ownership, names and addresses of proposed owners and/or managers and investors holding more than 5% interest in this project and a property management and operations team description.
 - b) Past successful investments or proposals within the company.
 - c) A list of proposed goods and services intended to be offered at the facility.
 - d) A summary pro forma for the first five (5) years of operation, including operating costs, proposed capital improvements and financial returns.
 - e) An asset and field maintenance plan.
 - f) A marketing plan.
 - g) Resumes of key personnel including three (3) professional references for the management team.
 - h) Expected employment projections.
 - i) Any other information to assist the Port in evaluating the proposal.

Proposals will be accepted in hard copy or an electronic copy (PDF). Proposals must be received by the Port of Skamania County office at 212 SW Cascade Avenue, Stevenson, Washington on or before **4:00 pm February 14, 2019**.

Hard copies of the proposals should be sent to:

Port of Skamania County
Executive Director—TCF-RFP
PO Box 1099
212 SW Cascade Avenue
Stevenson, Washington 98648

Electronic copy of proposals should be emailed to **port@portofskamania.org**.

Selection Process

The Port's selection team will review the proposals and will use the criteria below in the evaluation process. The Port reserves the right to request any other information from responders as necessary.

1. Fulfillment and Responsiveness. The proposal will be evaluated on its fulfillment of and responsiveness to this Request for Proposals.
2. Economic Development



3. Amount of Private Investment.
4. Asset Protection. The protection and development of the field during the term of the agreement.
5. Previous successful business investments and/or proposals.
6. Overall economic benefit to the County. This includes the number of projected family-wage jobs.
7. Consideration of historical use.
8. Long-term vision for successful development.
9. Feasibility
10. Realistic Timeline
11. Overall strength of the ownership and/or management team. The overall financial and management strength of the members identified in the proposal to carry out the proposed program.
 - a) Resumes will be evaluated, and professional references will be checked to determine the skills and experience of the team in management and/or operation of proposed development, and the capability and expertise of the individuals proposed to successfully implement the proposal submitted.
 - b) the financial expertise of the ownership and or management team to successfully implement the proposal submitted and meet the financial commitments to the Port made in the proposal, will be considered.
12. Term Length. Term length of the agreement proposed.

The Port will carefully review the proposals and may request that responders clarify, supplement, modify or provide additional information regarding various aspects of their proposal. The Port may elect to interview selected responders.

The Port Commission will receive recommendations from an evaluation team following the completion of the evaluation process. The Commission may, at that time, select a preferred responder or responders, for staff negotiations toward a final agreement. However, all proposals may be rejected at the sole discretion of the Port Commission.

Successful Responder

The successful responder will have thirty (30) days, unless extended by the Port, to negotiate an agreement with the Port. If the preferred responder and the Port of Skamania

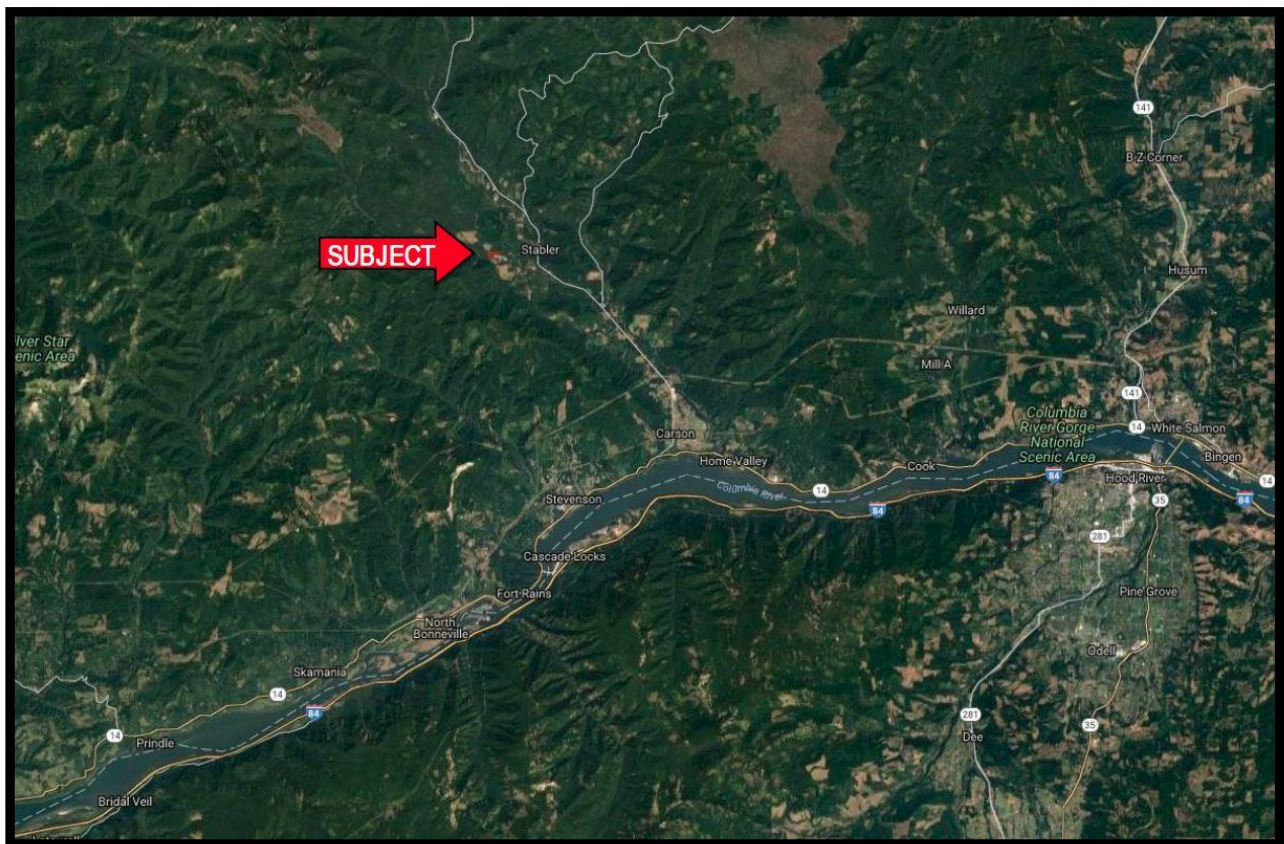


County cannot agree on terms and conditions within the thirty (30) days following the date of the preferred responder's selection, the Port retains the option of selecting an alternate preferred responder to then negotiate an agreement satisfactory to both parties. The Port also reserves the right to reject any and all proposals or parts thereof.

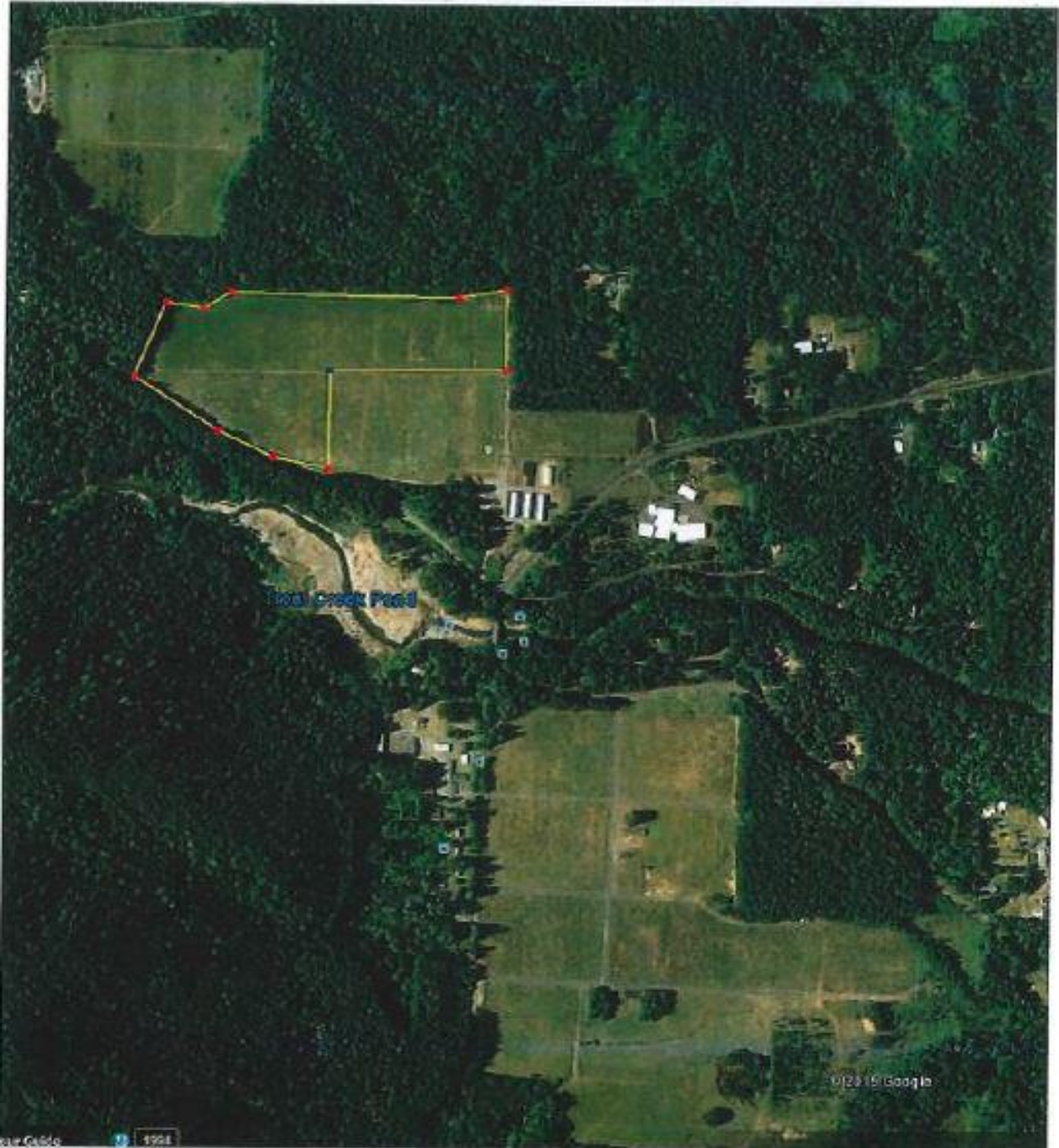
Port of Skamania County Non-Liability

No Representations or Warranties

All facts and opinions stated herein and in the attachment including but not limited to statistical and economic data and projections, are based on available information and no representation or warranty is made with respect thereto.



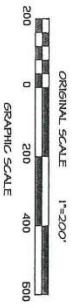
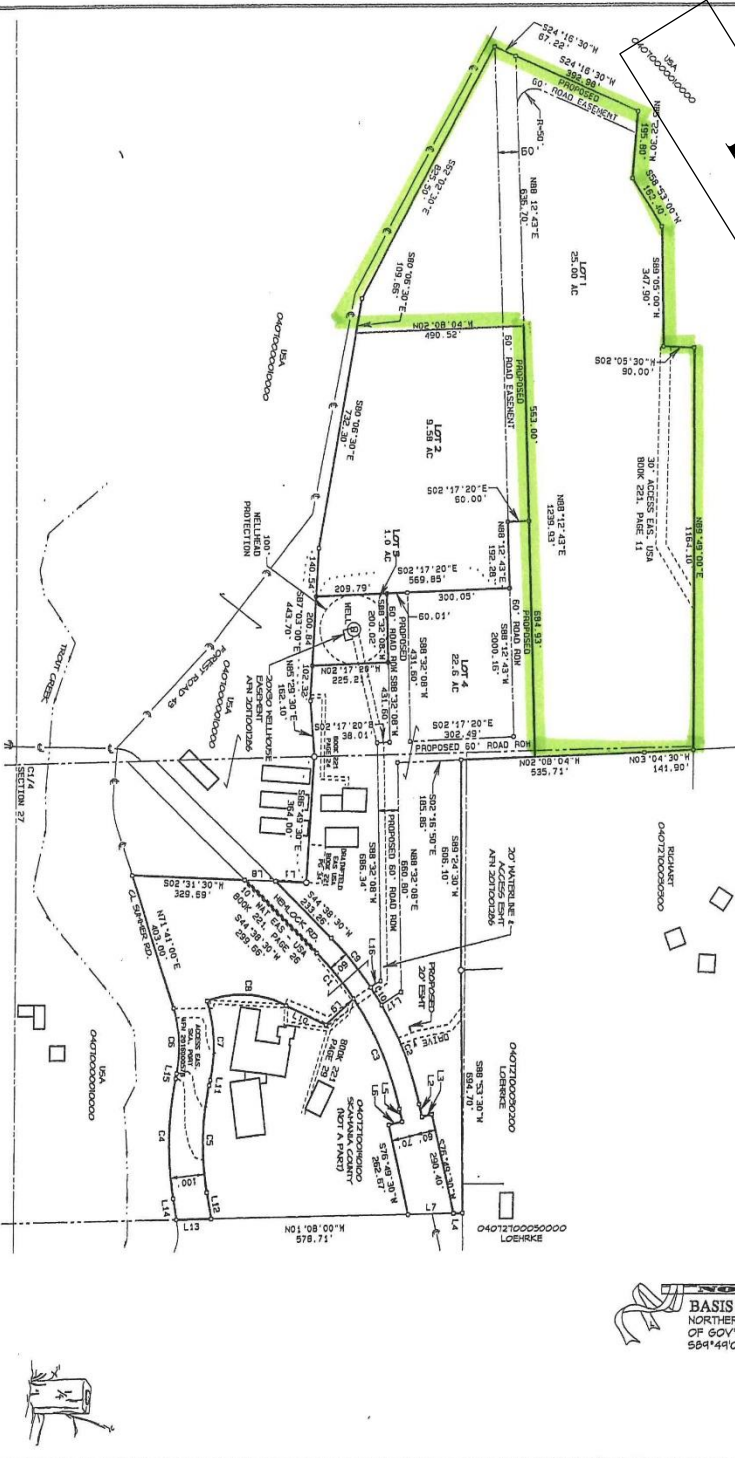
OUTLINE OF PREMISES LOCATION WITHIN WIND RIVER BUSINESS PARK



DRAFT

WIND RIVER BUSINESS PARK SHORT PLAT

IN GOVT. LOTS 1, 2, 4 & 9, SECTION 27,
T. 4N., R. 7E., W.M.
TAX PARCEL 04072700190000



DATE	DESCRIPTION	BY

WIND RIVER BUSINESS PARK SHORT PLAT
FOR SKAMANIA COUNTY
SKAMANIA COUNTY, WASHINGTON

SHEET: 2 OF 2
PROJECT: 178051
DATE: SEP 2018

I hereby certify that within the testimony of writing filed
by _____ of _____ at _____
on _____ 20____ was recorded in Book _____
of _____ on Page _____
Recorder of Skamania County, Washington
Skamania County Auditor _____ Auditors No. _____

BASIS OF BEARING
NORTH-BEACON ST LINE
OF GOVT LOT 4
S89°49'00" W