



Maricopa County Parks and Recreation

220134-LOI REQUEST FOR EXPRESSIONS OF INTEREST PUBLIC PRIVATE PARTNERSHIP WITH A NON-PROFIT ENTITY FOR EXPANSION, DEVELOPMENT, FINANCING AND OPERATION OF AN 18-HOLE JUNIOR NATIONAL GOLF COMPLEX AT ESTRELLA MOUNTAIN REGIONAL PARK

To submit a letter of interest in response to the Request for Expressions of Interest (“LOI”), Respondents (defined below) shall register through BidSync.com. To register with BidSync, please go to www.BidSync.com and click on the orange ‘Register’ link. Registration has no cost and will allow you to access all LOI information, LOI documents, and receive LOI notifications.

For assistance with registration, please contact BidSync Vendor Support Department via phone or email, during regular business hours: 1-800-990-9339 or agency-support@BidSync.com

To participate in this LOI, Respondents shall submit their Response electronically via email to Maricopa County Parks and Recreation Department’s (“MCPRD”) Contract Administrator, emily.miller@maricopa.gov, by 2:00 p.m. on October 28, 2021, with reference to “**Serial #220134 - LOI Public Private Partnership With a Non-Profit Entity for Expansion, Development, Financing and Operation of an 18-Hole Junior National Golf Complex at Estrella Mountain Regional Park.**”

Definitions:

- Respondent means the entity seeking to provide the services required under the Agreement.
- Response is the Respondent’s reply to this LOI.
- Entity means functioning as a legal business entity licensed to do business in the State of Arizona.
- Selected Respondent means the Respondent selected to negotiate a Use Management Agreement (“Agreement”) with Maricopa County (“County”), which is the governing agreement between the Selected Respondent and the County.

Schedule of Events:

Notice Issued:	September 1, 2020
Pre-Proposal Conference: (See Pre-Proposal Conference below)	September 16, 2020, 9:00 a.m. Phoenix Arizona Time
Closing date for questions:	Five (5) Business Days after Pre-Proposal Conference
Closing date for submission of Responses:	October 28, 2020, 2:00 p.m. Phoenix Arizona Time

Pre-Proposal Conference:

A non-mandatory pre-proposal conference is currently scheduled for an onsite meeting at Tres Rios Golf Course, 15205 W. Vineyard, Goodyear Arizona, on the date and time indicated. Masks will be required. Please maintain social distancing during your visit.

Due to COVID-19 restrictions, this Pre-Proposal Conference may become entirely virtual. If so, an addendum to this notification will be issued five (5) business days prior to the scheduled Pre-Proposal Conference date. If the Pre-Proposal Conference is virtual, the Respondent may make arrangements to visit the site (due to the complexity of the site conditions, including but not limited to the terrain, ownership, and land use restrictions) with an escort from the County. Further instructions will follow on the addendum.

The Pre-Proposal Conference will start promptly on the date and time indicated. Late arrivals may be admitted at the discretion of M CPRD Contract Administrator.

All Responses to this LOI become the property of the County and (other than pricing) will be held confidential, to the extent permissible by law. The County will not be held accountable if material from proposal Responses is obtained without the written consent of the Respondent by parties other than the County. If proprietary information is included in any Response, it should be clearly marked as such. The County will protect such data from public disclosure to the extent permitted under Arizona Public Records law.

Comments and Questions:

Respondents may submit questions using the solicitation's BidSync Q&A tab prior to the closing deadline for questions. It is the Respondent's responsibility to monitor the Internet site for the release of any additional LOI documents and amendments or addenda (if any). Respondents will be responsible for downloading their own copy of the LOI documents and amendments or addenda, if any.

Surety Bonds:

Each Response must be accompanied by a surety bond, cashier's or certified check or postal money order in the amount of twenty thousand dollars (\$20,000.00), made payable to the Treasurer of Maricopa County as a guarantee that if the work is awarded to the Respondent, the Respondent will, within three hundred and sixty-five (365) calendar days from the date of Notice of Good Faith, enter into proper contract and bond condition for the faithful performance of the work, otherwise said amount will be forfeited to the Maricopa County as liquidated damages. All bonds must be pursuant to Arizona Revised Statutes (A.R.S.) Title 34, Chapter 2, Article 2, and executed solely by a surety company or companies holding a Certificate of Authority to transact surety business in Arizona, issued by the Director of the State of Arizona Department of Insurance. Surety bonds executed by an individual surety or sureties are not in compliance. Responses received containing surety bonds, not in compliance will be considered non-responsive. The use of County-supplied bond, a form of which is attached hereto as Exhibit A and made a part hereof, is encouraged but is not mandatory.

Background:

The County is home to one of the largest regional parks systems in the nation with over 122,000 acres of open space parks that include hundreds of miles of trails, campgrounds, nature centers, and the Desert Outdoor Environmental Learning Center. Currently, there are twelve (12) regional parks, two (2) conservation areas, and one (1) river preserve in the system, which we're happy to report were visited by over 2.4 million people in 2018.

Estrella Mountain Regional Park ("Park"), a map of which is attached hereto as Exhibit B and made a part hereof, contains 19,803 acres and features rugged mountain terrain, gentle foothills, and open valley views. Although the Park has many amenities to offer from golf, mountain biking to picnicking, with the impressive

natural and culture assets of the Park, there are ample opportunities to provide additional or improved facilities.

Introduction:

The purpose of this LOI is to assist MCPRD in identifying potential public private partnership with a non-profit entity for the expansion, development, financing and operation of an 18-hole Junior National golf complex at Estrella Mountain Regional Park, made available to the recreating public, of approximately two hundred sixty (260) acres of property adjacent to the Tres Rios Golf Course, located at 15205 W. Vineyard, Goodyear, Arizona, a map of which is attached hereto as Exhibit C and made a part hereof (“Property”).

Tres Rios Golf Course, which sits on approximately one hundred and forty-eight (148) acres, is currently managed by Junior National Foundation under a Use Management Agreement (“UMA”) with the County that expires on December 31, 2050. Respondent may propose to develop the Property separately, however the infrastructure is limited. That is, there is no water or electric connection on the Property and any infrastructure upgrade would be at the sole expense of the Selected Respondent. Respondent may also propose to merge new development of the Property with the existing UMA, upon agreement with Junior National Foundation, for use of the full approximate four hundred eight (408) acres. It is the intent of County for the selected Respondent to develop the Property in cooperation with the Junior National Foundation.

General land use requirements are as outlined in:

1. The Park’s Master Plan (1988) and Master Plan Update (2016) (link to documents: [Estrella Mountain Regional Park - Master Plan | Maricopa County Parks & Recreation](#)). An excerpt of the 1988 Master Plan is attached hereto as Exhibit D and made a part hereof; and
2. The Maricopa County Parks and Recreation Strategic System Master Plan (Link to document: [Strategic System Master Plan | Maricopa County Parks & Recreation](#)).

The existing Tres Rios amenities managed under the UMA with Junior National Foundation include:

1. 18-hole Championship Golf Course
2. Driving Range
3. Clubhouse
4. Maintenance Facility

The benefits to the developer of developing this Property include:

1. Location
2. Established visitation
3. Land use
4. No property taxes
5. Term from final expiration date of Agreement will be through December 31, 2050 with consideration for a renewal extension based on level of investment and projected return on investment.

The Selected Respondent, at their expense, shall also be responsible for:

1. The completion of all applicable environmental or cultural studies or assessments; and
2. Obtaining all applicable permits and licenses; and
3. Conducting any environmental mitigation that may be required for new development; and
4. All expenses for Estrella Mountain Regional Park Master Plan minor amendment for relocation of trails, if required, to include the coordination, design, construction, and public meetings.

Response Expectations

County requires Respondent to be fully responsible for the expansion, development, financing, and operations of the facility and land. To be considered, the LOI must include:

1. The Respondent's proposal to cooperate and coordinate their efforts with the current owner/operator of the Junior National Foundation and a record of any discussions with them. Contact information for Junior National Foundation is:
Jim Bellows
c/o Southwest Golf Management
PO Box 4070
Scottsdale, AZ 85261
Phone: 480-668-3086
Email: jbellows@bellowsgolfmanagement.com
2. A narrative addressing all aspects of the proposal. At a minimum, items to be discussed in detail are:
 - Proposed amenities and services.
 - Proposed development, operation, management, and maintenance summary, to include safety considerations, and demonstrate the Respondent's knowledge and experience in proposed operations.
 - Proposed approach for providing water (new well) or obtaining water rights associated with the development and operation of the new golf course.
 - Approach, construction timeline, and priorities in regard to developments desired by this LOI.
 - Respondent shall have a demonstrated record of financial responsibility commensurate with the obligations contemplated under this LOI. Provide a proposed method of financing the development costs to achieve the assurance of successful continuation and expansion of the complex.
 - Proposed business plan to include proposed fees payable to the County for land use.
3. Describe your knowledge of and experience with the planning and permitting process as it pertains to the County or similar entities.
4. Respondent's full legal name and experience for similar projects successfully implemented by Respondent.
5. Surety Bond. Scan a copy of your surety bond and email to emily.miller@maricopa.gov (the seal must be visible). If you are submitting certified check, cashier's check or money order in lieu of the surety bond, scan a copy of the check or money order to emily.miller@maricopa.gov with your electronic Response and deliver the original check or money order on the Response due date and time indicated, to Office of Procurement Services, Attn: Irma Guzman, 160 S. 4th Avenue, Phoenix, Arizona 85003. The envelope containing the certified check, cashier's check, or money order shall be marked with the words "**Serial #220134 - LOI Public Private Partnership With a Non-Profit Entity for Expansion, Development, Financing and Operation of an 18-Hole Junior National Golf Complex at Estrella Mountain Regional Park.**"

Instructions

Respondents may submit questions using the solicitation's BidSync Q&A tab (www.BidSync.com) prior to the closing deadline for questions. The deadline for written questions is five (5) business days after the Pre-Proposal Conference. All questions and answers shall be posted to www.BidSync.com under the Q&A's tab for the solicitation and must be received by the end of the business, 5:00 PM Phoenix Arizona time.

It is the Respondent's responsibility to monitor the www.BidSync.com for the release of any additional documents and amendments or addenda (if any). Respondents will be responsible for downloading their copy of the documents and amendments or addenda, if any.

All administrative inquiries concerning information contained herein shall be addressed, preferably by email, to:

Emily Miller, Contract Administrator
Maricopa County Parks & Recreation Dept.
41835 N. Castle Hot Springs Rd.
Unit Operations Center
Morristown, AZ 85342
Email: Emily.Miller@maricopa.gov

Respondents shall submit their Response electronically via email to MCPRD's Contract Administrator, emily.miller@maricopa.gov by the Response due date and time indicated, with reference to "Serial #220134 - LOI Public Private Partnership With a Non-Profit Entity for Expansion, Development, Financing and Operation of an 18-Hole Junior National Golf Complex at Estrella Mountain Regional Park." LATE RESPONSES SHALL NOT BE CONSIDERED. A Respondent responding to this LOI should ensure that its Response is complete and sufficiently detailed to allow the MCPRD to determine the organization's qualifications and capability to perform the work. Font should be Times New Roman, size 12. Lengthy Responses are discouraged.

Responses will be evaluated based on the capability to achieve the desired result, and if only one (1) Response is determined to be qualified, County may, at its discretion, decide to continue negotiations with a single source or at that time, or at any time, may discontinue the LOI process. If multiple Respondents are determined to be qualified, County may further evaluate the interested parties, and request additional information. MCPRD reserves the right to conduct follow-up interviews with Respondents to clarify Responses, if needed.

Additional Information:

This LOI is for planning and evaluation purposes only. This LOI does not constitute a Request for Proposal, Invitation for Bid or Request for Quotation, and it is not to be construed as a commitment by County to enter into a contract or other type of agreement. Moreover, County will not pay for the information submitted in response to this LOI, nor will County reimburse Respondents for costs incurred to prepare Responses to this LOI. No solicitation exists at this time; therefore, do not request a copy of the solicitation. If a solicitation is released, it will be synopsisized on the MCPRD website. It is the Respondent's responsibility to monitor the sites for the release of any solicitation or synopsis. The County reserves the right to amend or withdraw this LOI at any time.

**EXHIBIT A
SURETY BOND FORM**

KNOW ALL MEN BY THESE PRESENTS:

That we, _____, as Principal, (hereinafter called the Principal), and the _____, a corporation duly organized under the laws of the State of _____, as Surety, (hereinafter called the Surety), are held and firmly bound unto Maricopa County (hereinafter called the Obligee), in the sum of twenty thousand dollars (\$20,000.00) (hereinafter called Bond) for the payment of which sum, well and truly to be made, the said Principal and the said Surety, bind themselves, their heirs, executors, and administrators, successors and assigns, jointly and severally, firmly by these presents, and in conformance with the Arizona Revised Statutes.

WHEREAS, the said Principal is herewith submitting its response for Serial #220134 - LOI Public-Private Partnership With A Non-Profit Entity for Expansion, Development, Finance and Operation of a 18-Hole Junior National Golf Course At Estrella Mountain Regional Park" ("LOI").

NOW, THEREFORE, if the Obligee shall accept the response of the Principal and in accordance with the terms of the LOI, the Principal shall give the Bond with good and sufficient Surety for the faithful performance to, within three hundred and sixty-five (365) calendar days from the date of Notice of Good Faith, enter into a formal contract or in the event of the failure of the Principal to enter into the contract, then the Principal shall forfeit the Bond. Provided however, that this Bond is executed pursuant to the provisions of Section 34-201, Arizona Revised Statutes, and all liabilities on this Bond shall be determined in accordance with the provisions of the section to the extent as if it were copied at length herein.

Signed and sealed this _____ day of _____, 20____.

Agent of Record, State of Arizona

Principal

Seal

Agent Address

By: _____

Surety

Seal

Bond Number _____

By: _____

Power of Attorney

Seal

EXHIBIT B
Estrella Mountain Regional Park
(Not to Scale)

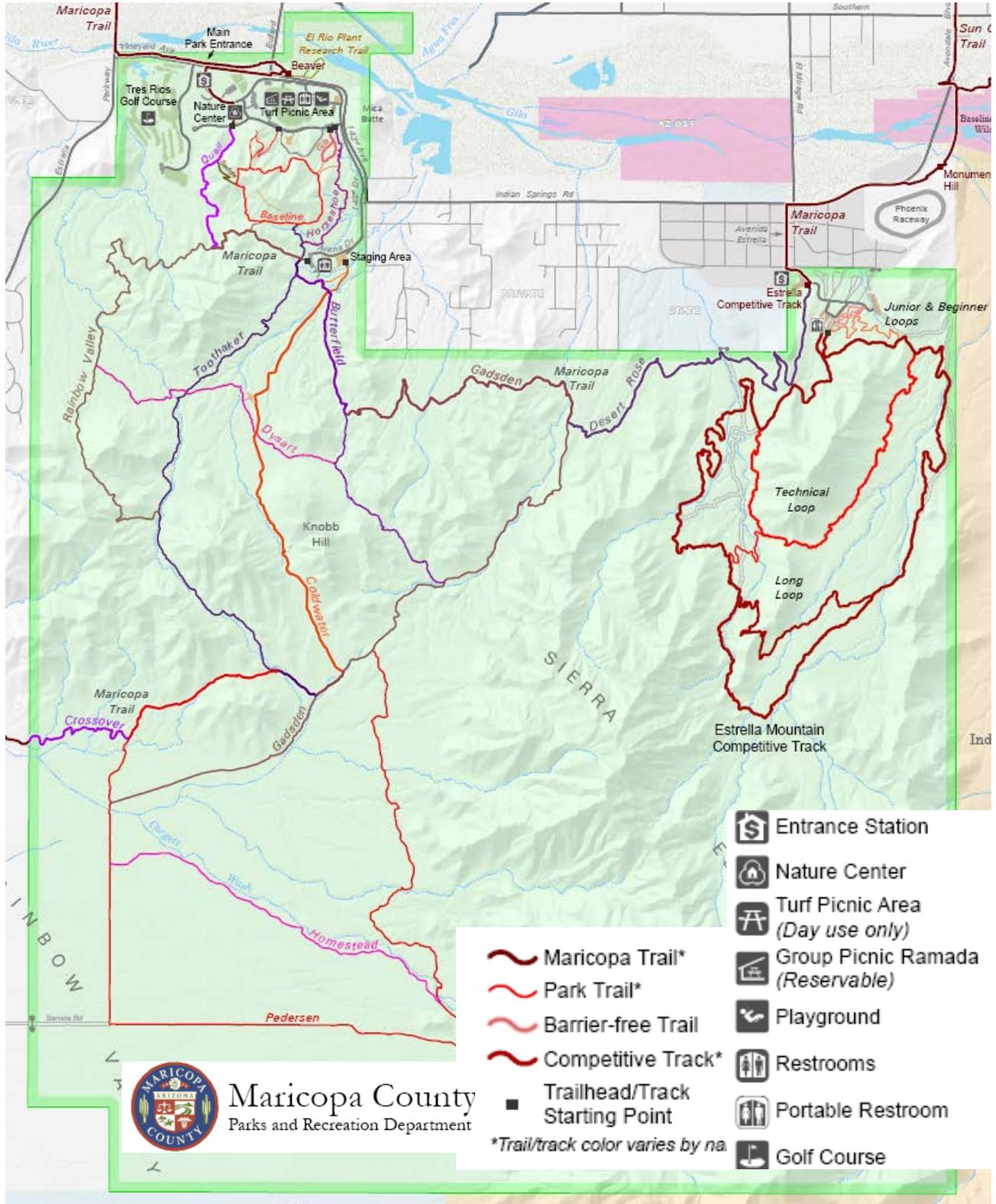


EXHIBIT C
Proposed Expansion Area for an 18-Hole Junior National Golf Complex with Non-Profit Entity
(Not to Scale)

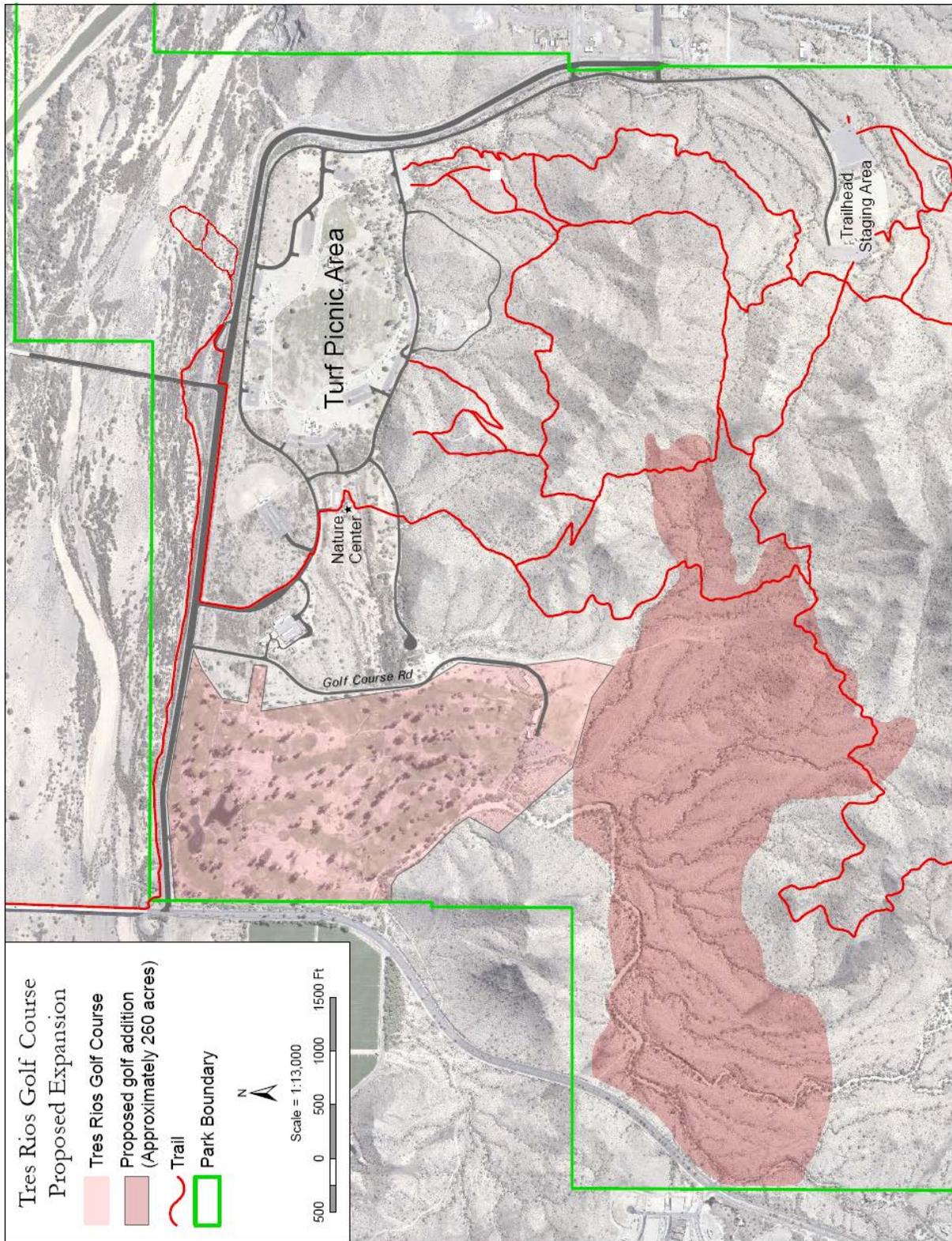


EXHIBIT D
 Excerpt Estrella Mountain Park Master Plan 1988

