

Gary Paxton Industrial Park – Board of Directors Meeting
April 27, 2020 3:00pm – Zoom Meeting
DRAFT Meeting Minutes

A. CALL TO ORDER: The Chair, Scott Wagner, called the meeting to order at 3:02pm.

B. ROLL CALL

Members Present: Scott Wagner, Vaughn Morrison, Al Stevens, Mike Johnson, Sheila Finkenbinder

City Representatives: John Leach, Michael Harmon

Others Present: Garry White, Brigette Klakring, other members of the public

C. Review of Minutes – February 28, 2020

MOTION: M/S Morrison/Johnson moved to approve the minutes of February 28, 2020

ACTION: Motion PASSED 4/0 on a voice vote.

D. Correspondence & Other Information – None

E. Changes/Additions/Deletions to Agenda – None

F. Reports – Mr. White gave a brief GPIIP Report. He noted that CBS was hoping to acquire an \$8 million grant from the US Department of Transportation to fund the GPIIP Waterfront Development/Haul Out. The proposal package will be on the May 12th CBS Assembly Meeting agenda for review and would require a 20% match from CBS (\$1.6 million). The grant is due May 18th and funds would be awarded by September 15th.

G. Persons to Be Heard – None

H. Unfinished Business – None

I. New Business

1. GPIIP Waterfront Development/ Haul Out Proposals-

Mr. White gave a brief overview of the history, scope and needs of the GPIIP Waterfront Development/Haul Out. He then explained two RFP's have been received, one from Sitka Sound Industrial and one from WC Enterprises. Mr. Wagner explained the criteria that would be used to evaluate the two proposals by the selection committee. The selection committee was comprised of the GPIIP Board Members, Mr. Leach and Mr. Harmon from CBS. Mr. Wagner asked the selection committee if they were clear on the process and suggested instead of fully evaluating one proposal then moving onto the second that they would alternate back and forth between proposals as they worked through each of the four criterion. The committee agreed.

At that point Mr. Wagner opened the evaluation process up to public comment. Mr. Farvour noted that though the two proposals were very different they could possibly work together. Mrs. Behnken agreed and stressed that the proposal that moves forward for recommendation to the assembly would need to be able to service smaller boats. Mr. Serka pointed out both plans

required public funding. Mr. Farvour explained that he wanted clarification on who would maintain a gravel ramp and that a travel lift was a necessity. At that point Mr. Wagner gave SSI and WC Enterprises five minutes to explain their proposal.

Mr. Hensley from SSI explained his proposal was created to serve the current Sitka fleet and that is why he went with the smaller lift and that he was planning to apply for a grant to fund a very necessary travel lift. Mr. Cooper from WC Enterprises explained their primary goal was to serve the current Sitka fleet, but saw an opportunity to serve larger vessels in an effort to financially support the employee wages, equipment maintenance, and city lease rates/taxes.

At that point the selection committee began scoring each proposal.

1. **Award 0 to 30 points based upon the proposer's plan to finance and operate a marine vessel haul out facility.** After a brief discussion the committee selected as 10 for SSI primarily because it fully relied on the city for funding. The committee awarded WC Enterprises as 18 it still relied on city funding, but the 3 phase operation plan seemed clearly laid out for operational success.
2. **Award 0 to 15 points based upon the proposer's plan to accommodate public use of the existing waterfront ramp.** The committee unanimously gave both WC Enterprises and SSI 15 points for this category because both focused on developing a plan that accommodated the public.
3. **Award 0 to 30 points for proposer's plan to develop and facilitate the creation of an uplands marine services sector shipyard.** The committee awarded SSI with 8 points because the plan for upland marine services wasn't very developed and it was a limited capital proposal. The committee awarded WC Enterprises 20 points for a very well thought out and developed plan that would accommodate the creation of an uplands marine services sector shipyard.
4. **Award up to 25 points for proposer's bid price to lease the GPIIP uplands.** SSI received a 0 because they did not provide a price. WC Enterprises received a 25.

Based on the committee's evaluation SSI received a total score of 33, WC Enterprises received a 78. Based on this evaluation Mr. White suggested the committee make a motion to recommend WC Enterprises proposal to the Assembly. Mr. Wagner opened it up to public comment before an official motion and vote. A handful of comments were made challenging the committee to ensure a 300 ton lift (proposed in WC Enterprises proposal) would be able to service Sitka's smaller fleet before moving forward. Mr. Johnson explained that his understanding was that this proposal was meant to be brought forward to the assembly and could be reviewed and negotiated, this was just a jumping off point and that he would suspect adding a smaller lift if need be could certainly be discussed. The board agreed to move forward with a vote.

MOTION: **M/S Morrison/Johnson** moved the GPIIP Board recommends the WC Enterprises proposal to the CBS Assembly based on the criteria evaluated by the Selection Committee which was comprised of the GPIIP Board and Mr. Leach and Mr. Harmon of CBS.

ACTION: **Motion PASSED 4/0 on a roll call vote.** Mrs. Finkenbinder was no longer on the call.

2. Silver Bay Seafoods Lot 9C Request –

Mr. White explained Silver Bay Seafoods (SBS) was requesting a short term lease of 10,000 SF of lot 9c to located six camper trailers to house temporary employees for the summer. The lease will be from retroactive from March 1st – the end of September. The terms would state this is a month to month lease to ensure once the Haul Out Development project begins it can be terminated with 30 days notice.

After a brief discussion the board decided they would move forward with a motion. Mr. Stevens noted because of his involvement in this project he would be abstaining from a vote.

MOTION: **M/S Morrison/Johnson** moved to approve the month to month lease to SBS as presented.

ACTION: **Motion PASSED 3/0 on a roll call vote.** Mrs. Finkenbinder was no longer on the call and Mr. Stevens abstained.

J. Adjournment: Mr. Wagner adjourned the meeting at 4:26pm.

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