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Thursday, April 30, 2020

MEMORANDUM

To: John Leach – CBS Administrator  
From: Garry White, GPIIP Director  
Subject: GPIIP Waterfront Development/Haul Out Proposals

**Introduction**

The Gary Paxton Industrial Park (GPIIP) Board of Director's Strategic Plan calls for the "Development of a Port Facility to Accommodate the Maritime Industry".

The GPIIP Board and CBS Assembly held a joint work session on January 30th, 2020 to discuss different concept regarding; ownership of facility and operations, infrastructure needed to support the fleet, and funding for the haul out construction and operations. The Assembly gave direction to develop a RFP to investigate private ownership and operations of a haul out. The GPIIP Board met on February 27th, 2020 to recommend approval of the RFP. The CBS Assembly met on March 10th, 2020 and approved the RFP for release.

On March 11<sup>th</sup>, 2020, the City and Borough of Sitka (CBS) released the Request for Proposal (RFP) for the Construction and Operation of a Marine Haul Out and Shipyard. The RFP was open until April 15<sup>th</sup>, 2020. The CBS received two proposals from the RFP process.

The GPIIP Board met on April 27<sup>th</sup> to evaluate and score proposals (attached) from WC Enterprises and Sitka Sound Industrial, LLC. A selection committee consisting of the 5 members of the GPIIP Board, the CBS Administrator, and the CBS Public Works Director, scored the proposals using the criteria outlined in the RFP.

WC Enterprises received a score of 78 and Sitka Sound Industrial, LLC a score of 33 out of a potential 100 points. Please see the attached certified score rankings.

The GPIIP Board made the following motion at its 4/27/2020 meeting:

**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 had technical connection difficulties and was unable to record her vote.

## **Background**

The GPIIP Board has long recognized the importance of the fishing and maritime industry to the community of Sitka. The GPIIP Board and CBS have been working on vessel haul out development concepts since the GPIIP properties were acquired.

Most recently, the GPIIP Board has worked with the community and an outside engineering firm on concepts to construct an access ramp for vessel haul outs using either hydraulic trailers or amphibious marine travel lifts.

The public announcement in the fall of 2019, that Halibut Point Marina (HPM) will cease public haul out operations in the next few years has intensified the priority of establishing a marine haul out facility at the GPIIP. The CBS received a proposal from HPM to build infrastructure to support the establishment of a vessel haul out at the GPIIP in November 2019.

The GPIIP Board met on December 4<sup>th</sup>, 2019 to discuss overall GPIIP Waterfront Development and the proposal from HPM. The GPIIP Board did not discuss the merits of the entire HPM proposals, but rather focused on what infrastructure is needed to support the fleet in a vessel haul out.

HPM has since withdrew its proposal. The GPIIP Board, CBS, and community are now working towards the development of a vessel haul out facility at the GPIIP properties. Much discussion on how to best service the local fleet and create an economic driver at the GPIIP has taken place by both the GPIIP Board and CBS Assembly.

## **Additional Information**

- Please note that both proposals rely on the CBS to finance portions of their proposals.
- Section H of the attached RFP contains the following statement:  
“CBS reserves the right to negotiate with any proposer, to waive informalities in any of the proposals and to award the marine shipyard development contract to whichever proposer is deemed to provide the best value for the Municipality at the sole discretion of CBS. CBS will notify the selected proposer and work with that selected proposer to draft and enter into an exclusive agreement that best satisfies the preferred outcome of this RFP.”

## **Action**

- CBS Assembly discussion and approval of GPIIP Board’s motion:

**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.