

RFP Requested Proposal Format

1.

04/15/2020

Proposal: Marine Haul-out Facility

From:

Kelly Warren 907-752-0676 and Dan Cooper 907-738-8430

WC Enterprises

Formal proposal to locally fund and operate the Marine Haul-out Facility (MHF) at the Gary Paxton Industrial Park (GPIP) in the City and Borough of Sitka, AK (CBS)

2.

Our company (The Company), which will be created upon the acceptance of the proposal by CBS will be a new company specifically designed to manage and operate the new Marine Haul-out Facility in Sitka. The partners forming the Company are Kelly Warren with 29 years in the fishing and boat repair industries and Dan Cooper with over 30 years in commercial and industrial electrical, refrigeration, environmental compliance, and project management areas.

3.

The Company has no previous experience operating other marine haul out facilities, however the industries that each partner does have experience within is more than adequate to effectively and safely operate the new MHF.

4.

There will be three phases of construction to complete the proposed MHF.

Phase One of the MHF will be completed on or about 6/1/2021

Phase Two of the MHF will be completed as funds allow on or about 6/1/2023

Phase Three of the MHF will be completed as funds allow on or about 6/1/2025

The completion schedule for all three phases are subject to change based on contractor availability, equipment delivery schedules, income availability and financing approval.

CBS will be responsible for any and all clean up and debris removal on all lots leased by The Company prior to beginning construction.

Phase One: Lot 8, Lot 9A and Lot 15.

Lot 8 utilized for office, restroom, and EPA approved wash rack. The Company will contract out for minimal grading, construction of the wash rack, wash rack support building with waste water processing equipment, office and restroom.

Lot 9A East utilized for ramp access. The Company will contract services for minimal grading and necessary repairs to the existing ramp.

Lot 15 utilized for vessel storage and work area. The Company will contract services for minimal grading as required for this purpose.

The Company will contract services for electrical and power pedestal installation as required for the purposes stated for each lot during the construction of Phase One of the MHF.

Phase One will also include accommodating as much as is possible marine service businesses in order to promote as many services as possible during this phase of construction. The Company hopes to construct at least one covered area during this phase to make certain work on vessels possible that would otherwise not be able to be done.

Phase Two: Lot 6, Lot 7 and Lot 9C

Lots 6, 7 and 9C will be utilized for additional boat storage and repair locations.

The Company will contract out for minimal grading, electrical and power pedestals as required.

During Phase Two, The Company will continue to seek and promote marine service businesses to serve the needs of the fleet.

Lease rates for Lots 6, 7 and 9C of Phase Two will be the same per square foot as agreed by CBS and The Company for Phase One Lots 8, 9A and 15.

Phase Three: Lot 16B, 19, 20

Lots 16B, 19 and 20 will be utilized for additional boat storage and work area.

At the completion of Phase Three, The Company will have a fully functioning MHF to include as many marine services as possible and the infrastructure to facilitate meeting the needs of a multifaceted fleet.

Lease rates for the lots included in Phase Two and Phase Three of the MHF will remain the same as the agreed upon rates for all lots used in Phase One of the MHF.

Please see attached lease rate proposal.

5.

The Company will provide a marine boat lift that will utilize the existing ramp on Lot 9A to haul and transport vessels to the wash rack and storage area for repairs. The proposed lift will be capable of

lifting vessels from 35 feet up to 100 feet weighing as much as 300 tons. The company will also provide all jack stands and necessary equipment for blocking up vessels for work or storage

6.

The Company's conceptual operation plan will consist of a minimum of two full time employees for equipment operation, book keeping, maintenance of equipment and wash rack, monitoring waste water treatment system and ensuring safe operation in all areas of the MHF.

RFP Subsection Responses from the Company

Section A

It is our desire to construct and operate a marine haul out facility to support Sitka's growing marine industry. Our intention is to construct this facility in three phases. Building in three phases allows us to minimize the overall construction time by completing Phase One, which is a basic facility utilizing the current ramp structure, a new EPA approved wash rack, a 300T haul out machine and lots 8, 9A and 15 for boat storage and work area with the funds currently available by June of 2021. During the Phase One construction we will be actively seeking marine service businesses to support the fleet while they are hauled out at the facility in an effort to be able to provide a full service marine shipyard to meet the needs of a growing fleet.

Phase Two of the facility which will expand the facility by including lots 6, 7 and 9C for boat storage and work area will begin during the first year of operation and is scheduled to be completed by June of 2023 using funds generated by the facility during the first two years of operation.

Once Phase Two has been completed we will immediately begin construction of Phase Three which will again expand the shipyard by including lots 16B, 19 and 20 for boat storage and work area.

The Company proposes to Lease GPIP lots 8, 9A East and 15 for Phase One of the MHF for five years at which time the Company will have the right to extend the lease up to 99 years or purchase these lots. Additionally, The Company intends to lease lots 6, 7, 9C, 16B, 19 and 20 at values stated in this proposal. See Appendix 1 for the Companies proposed lease rates and purchase values.

For the purposes of the MHF The Company requires that lots 6, 7, 8, 9A, 9C and 15 remain available to The Company in order to complete the first two phases of construction. Furthermore The Company requires First Right of Refusal on lots 16B, 19 and 20 before they are leased or sold to any other entity in order to ensure the success of the MHF.

Section B

Funding. The Company proposes using the economic development fund through SEDA for the purchase of equipment, construction, permitting, and associated startup costs for Phase One of the MHF. We propose the fund be used in a loan form that The Company will pay back using proceeds from the MHF. The Loan amount would be approximately \$1.5m with a 15 year term, not to exceed a 4.5% interest rate

with the first payment due in the fall of 2021. The Company also proposes that CBS redirect 25% of The Company's loan payments per year back to The Company for infrastructure improvements at the MHF.

Ramp Utilization. The existing ramp will be managed and used by The Company for the MHF operation. The company will make the ramp available to the public for other uses such as hauling barges to and from an area to have work done or hauling other such equipment that could not otherwise be hauled without the use of the ramp as long as there is no risk of damage to the ramp and it is being used in a safe manner. The Company will maintain the right to refuse use of the ramp for any reason if its use impairs the safe operation of the MHF. Public use will also be available by scheduled use managed by The Company. The Company will not be held liable for any damage to property or persons arising from use of the ramp for operations other than or outside of the MHF.

Section C

Existing conditions, disclosed or undisclosed by CBS, that limit or prevent the marine haul out as proposed by The Company and that have incurred expenses by The Company shall be reimbursed to the company by CBS.

Significant changes to the land development requirements, permitting, environmental cleanup, environment studies, and local, State, and Federal requirements that are unforeseen where The Company has incurred expenses shall be reimbursed to The Company by CBS.

The Company will not assume responsibility or associated expenses for the remediation of any existing environmental contamination or conditions that require repair, replacement, installation, engineering, or other associated expenses.

Preliminary baseline environmental testing will be completed by The Company prior to final acceptance of a contract and construction of the MHF.

No dredging or tideland construction is required for this plan at this time.

Section D

The Company will provide insurance as required and additionally name CBS upon lease acceptance.

Section E

The Company will provide marine services and haul out services and will consider all suggestions from CBS and the GPIP Board.

Section F

The Company will operate within all Lease, Zoning, and Environmental requirements and will pay appropriate sales taxes on all services and sub-leases The Company provides.

The Company will provide a Port Security Plan and a Spill Prevention, Control and Countermeasure Plan as necessary.

We hope you will consider The Company's proposal and look forward to negotiating the fine details of this project with CBS and the GPIP Board. Sitka needs this facility, let's make it happen.

Kelly Warren



Daniel K Cooper



Date

04/15/2020

Appendix 1

		SqFt	Per SqFt	Annually
Land Lease	Lot 8	32,362	\$0.245	\$7,929
	Lot 9A East	43,634	\$0.245	\$10,690
	Lot 15	113,369	\$0.245	\$27,775
			Total	\$46,394

Lease rates based on previous sale of adjacent land at 2.61/ft at 9% value per year = 0.245/ SqFt
with tax included