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Tuesday, April 27, 2021

MEMORANDUM

To: Jeremy Serka, Sitka Custom Marine, Linda Behnken, ASFT Board President

From: Garry White, Director

Subject: GPIIP Board Clarifying Questions to the Sitka Boatyard RFP Proposal

Introduction

The Gary Paxton Industrial Park (GPIIP) Board of Directors met on April 21st, 2021 in Executive Session, during its Board meeting as the Selection Committee, to evaluate your proposal to construct and operate a marine haulout and shipyard at the GPIIP.

The Selection Committee has requested clarifications to portions of the proposal to help with the evaluation and scoring of the proposal.

Clarifying Questions

Please add clarification on the Request for Proposal requirements.

- Do you understand that your proposal isn't completely "privately funded" as required by the RFP, because the \$1.25M loan and the \$400K grant are both "public funds"?
- If the answer to #1 is yes, do you believe your proposal is responsive to the RFP? If so, why?
- If you understand that your proposal is not responsive because it is not completely "privately funded", do you want CBS to waive this requirement?

Please add more clarification on the team's qualifications to construct a marine haulout and shipyard.

- The proposal states Sitka Custom Marine (SCM) will be overseeing construction. What qualifications does SCM have related to construction management of a project of this nature?
 - Please provide more detail on the experience of the key individuals involved in the construction process, including, if possible, references to other projects of equivalent magnitude.
- The proposal asks for public funding in both a grant and a loan. State reporting and auditing requirements will be subject for the use of these funds. Please clarify Sitka Community Boatyard (SCB)'s ability to pay prevailing wages and meet the State's registration/reporting requirements.

Please add more clarification on working with the CBS and GPIP to secure additional funding to fully develop the boatyard.

- Do you agree that CBS should continue to apply for federal/state grants? If not, why?
 - Do you agree that if a grant is awarded, that grant funds would be used instead of CBS loan funds and/or other CBS funds?
- Please clarify on how SCB envisions a Public/Private/Partnership moving forward if the CBS is successful in obtaining grant funds.

Please add more clarification on project cost estimates and construction timeline.

- Please provide greater detail on initial startup phase costs.
 - Are written bids from contractors available for the Board's review?
 - Is the project advancement contingent on \$400k capital investment from GPIP?
 - Is there a contingency plan if project goes over budget?
 - How does SCB believe it will construct project for far less than estimated costs provided to GPIP Board by PND Engineers?
 - Please provide more detail to the \$1.25M (page 5) figure to fund the construction of the Travelift slip, piers, and bulkhead/retaining wall.
 - Is the estimated cost for the 150 ton Travelift available?
- Please clarify the amount and type of electrical and water service infrastructure that is expected from the CBS (Page 9). Does SCB have a detailed scope or an estimated cost for these improvements?
- Please clarify the construction timeline as the proposal seems to be quite aggressive given the permitting time lines and contractor planning/mobilization.

Please add more clarification on the operations of the haul out.

- Are proposed fees charged to users of the facility for haul out and storage available for GPIP Board review?
 - Has SCB completed a loan payment cash flow analysis to repay the proposed CBS \$1.25 loan?
- Does SCB have any performance targets, i.e. number of hauls anticipated per year.
- Please clarify responsibilities for ongoing maintenance of facilities; i.e. snow removal, haulout/ramp maintenance, road maintenance, etc...
- Please clarify ownership of travel lift, dock, piers and other ancillary infrastructure built by Sitka Community Boatyard.

Please add more clarification on proposed lease areas.

- The area identified in the proposal as the location of the travel lift slip piers and Staging Dock was not included in the area identified as available in the RFP. Do you have an estimated square footage of area you would like to lease in this area?

- Lots 16b, 19, & 20 were not offered as lease areas in the RFP. Do you wish to lease these properties in addition to the lots identified as available? Does the \$1/foot proposed lease rate include these properties?

Please add more clarification on proposed lease rates.

- Please clarify the \$1/foot for each vessel hauled.
 - Is \$1/foot the only rate SCB envision paying for the first 5 years?
 - Does this rate include the entire 6.84 acres requested, plus the additional area south of the GPIIP Dock and lots 16b, 19, & 20?
 - Is the \$1/foot a one-time fee, or is it monthly, quarterly, annually?
- Please clarify what lease rates SCB intends to charge for third party businesses on site. Does SCB intend to provide any of those lease rates to the CBS?