

REQUEST FOR PROPOSALS

BONITA DRIVING RANGE

3631 BONITA ROAD

BONITA, CA. 91902

I. BACKGROUND

A. PROJECT DESCRIPTION

The County of San Diego is soliciting proposals for the lease and operation of the Bonita Driving Range facility located, within the Sweetwater Valley Regional Park, at 3631 Bonita Road, Bonita, California 91902

This golf driving range is a full-service facility that offers 38 permanent hitting stations, practice chipping and putting area, golf lessons and golf club repair to the public. The driving range facility is situated on the north side of Bonita Road, approximately one mile east of Interstate 805, in the community of Bonita, California. The total area to be leased is approximately 20.80 acres and includes an approximately 1500 square foot building with counter space, ball storage, and a restroom. This lighted golf driving range has been in operation over 30 years and serves the entire South Bay area of San Diego County.

B. COUNTY GOALS FOR FACILITY

The goals of the County in issuing this solicitation include the following:

- To provide qualified driving range facility operators the opportunity to participate in this Request for Proposals
- To provide revenue to the County to offset park maintenance and operation costs
- To insure that this recreational facility is operated in a safe and professional manner and provides golf practice services at fair and reasonable prices.
- To encourage people to visit the golf driving range facility and to enjoy the amenities provided in Sweetwater Regional Park.

II. RESPONSE TO REQUEST FOR PROPOSALS

A. OPERATIONS

The proposer should have a wide range of prior experience in the operation of driving range facilities with specific knowledge of golf care practices and should be prepared to provide the County with professional references and the locations of similar facilities under their operation.

B. FINANCIAL CAPABILITY

The selected proposer should have sufficient financial capability to operate the facility in a professional manner and be able to fund ongoing operations and

repair of facilities. The proposer must have the demonstrated ability to operate a driving range facility, or similar business, in a business-like manner and must have the financial capacity to ensure uninterrupted services at all times. Proposer is required to submit a financial statement and business history with the response.

C. MINIMUM RENT

The minimum acceptable base rent shall be \$11,330 per month. The proposer can offer rent at any amount above the base rent or may also offer a combination of fixed rent and a percentage of gross sales from driving range operations. The proposed rent does not include the utility payments which shall be the responsibility of the lessee.

D. LEASE TERM

The selected operator will enter into a 5-year lease agreement with the County. The lease may be extended for one (1) additional 5-year as long as the Lessee is in full compliance with the term of the lease and upon the mutual agreement of both parties.

E. LEASE COMMENCEMENT DATE

The lease shall be effective and commence on November 1, 2008. The selected lessee shall be responsible for obtaining all necessary equipment and supplies and be ready to commence operation on said date.

F. HOURS OF OPERATION

It is presumed that staff will be present at the facility on a daily basis. Proposer shall provide proposed hours of operation.

G. NEW TRAIL REQUIREMENTS

The Department of Parks and Recreation is presently working with the community groups, resource and planning agencies, and local officials to design and implement a new trail network for Sweetwater Valley Regional Park. The proposed new trail system may have an impact on the Bonita Driving Range. In the event that there are proposed costs or impact to the lessee resulting from the new trail design, and construction is proposed to commence prior to the end of the lease term, Lessee shall have the option of paying such cost and allowing any impacts to occur or terminating the lease upon sixty (60) days written notice to the County. There are no formal trail plans or includes a waiver of relocation benefits provision; therefore, termination of the lease shall be the only other recourse of the lessee.

H. INSURANCE

Lessee will provide insurance per the following (see lease for complete insurance terms):

1. A Worker's Compensation insurance policy covering all employees of the lessee. Lessee will require the same of all subcontractors.
2. Comprehensive General and Automobile Liability Insurance of \$2,000,000 combined single limit Bodily Injury and Property Damage.

3. Policies shall name the County of San Diego as additional insured.

H. UTILITIES

Lessee will pay for all utilities and services necessary for the occupancy and use of the premises including gas, water, electricity, trash, sewage charges or septic service, telephone and internet connections.

I. TYPE/USE

The property is being offered for use as a Golf driving range and related uses. Any other non-golf or recreation use, to be operated in conjunction with the golf operations, must have County's prior written approval and adhere to and be incorporated into the "Permitted Use of Premises"

J. SUB-LEASING

Lessee shall not enter into any sub-lease of any portion of the property without the prior written approval of the County.

K. MAINTENANCE OF THE FACILITY

The Lessee will keep and maintain the entire Premises and structures in good repair and in decent, safe, and sanitary condition, free and clear of rubbish and litter, at all times to the satisfaction of the County and in compliance with the lease and applicable rules, regulations, ordinances, or laws. The County, at its sole option, will either perform or authorize lessee to perform any filling, grading, slope protection, major repair, or replacement of any County-constructed facilities within the Premises.

III. RFP PROPOSERS MEETING

To obtain more detailed information about the property, interested parties will be given an opportunity to meet with County staff on July 31, 2008 at 1:00 p.m. at the Real Estate Services Division office at 5555 Overland Avenue Bldg 2, San Diego, Ca 92123.

IV. PROPOSAL EVALUATION AND SELECTION

Written proposals will be evaluated by the County Real Estate Services Division. In addition, the successful proposal should identify new opportunities and marketing strategies to attract users to this facility.

V. DELIVERY OF PROPOSALS

The proposals are due no later than 4:00 p.m. on August 15, 2008. Failure to meet the deadline will result in an unacceptable proposal. There will be no exceptions. Late proposals will be returned unopened. County shall have the option to extend the response date as necessary. Deliver three (3) copies of the proposal to:

County of San Diego
Real Estate Services Division
Manny Gaviola, Senior Real Property Agent
5555 Overland Avenue, SUITE 2110
San Diego, CA 92123-1294

VI, PROPOSED SCHEDULE

Issue Request for Proposal (RFP)	July 15, 2008
Pre-response meeting of proposed lease	July 31, 2008
Proposals due to General Services	August 15, 2008
Completion of proposal evaluations	September 15, 2008
Operator selected	September 30, 2008
Lease negotiations completed	October 15, 2008
Lease commencement	November 1, 2008

VII. WITHDRAWAL

The County reserves the right to withdraw the RFP at any time without prior notice. Further, the County reserves the right to accept or reject any and all proposals.

VIII. COUNTY CONTACT INFORMATION

Questions or requests for clarifications to the RFP should be submitted in writing, mailed or faxed to Manny Gaviola (Fax number is (858) 694-2369, phone number is (858) 694-2731 and address is the same as above). Responses to inquiries will be faxed to all proposers. No other person should be contacted with regard to questions or clarifications specific to this project.