REQUEST FOR QUOTES FOR THE LEASE AND OPERATION OF A BONITA GOLF RANGE AT 3631 BONITA ROAD, BONITA, CA – ASSESSOR'S PARCEL NUMBERS 592-020-01-00, 592-020-05-00 (por.)

Contact: *Elizabeth Enloe*
County of San Diego / Department of General Services
Real Estate Services Division
Phone: 858-226-0320 (Cell)
E-Mail: DGSRESProcurement@sdcounty.ca.gov

Table of Contents

Table of Contents 2

1. Key Information 3

1.1 Property Available to Lease and Operate 3
1.2 Opportunity 3
1.3 Goals and Objectives 3
1.4 Schedule 3
1.5 Point of Contact ("POC") 4
1.6 Questions 4

2. RFQ Instructions and Rules 4

2.1 Instructions for Submitting a Quote 4
2.1.1 Offeror's Responsibility 4
2.1.2 Diligence and Duty to Inquire 5
2.1.3 Offeror Communications 6
2.1.4 Questions 6
2.1.5 Quote Format 6
2.1.6 Quote Organization 6
2.2 Quote Evaluation 7
2.3 County Commitment 7
2.4 Soliciting Employees 8
2.5 Prohibited Contracts and Subcontracts 8

3. Scope of Operations at the Facility 8

3.1 Lease Agreement General Requirements 8
3.2 Selected Offeror's Team 9
3.3 Responsibilities of Selected Offeror Following the Execution of the Lease 10
3.4 Sustainability Requirements 10

4. Submittal Items 11

4.1 Exhibit 1 – Required Forms 11
4.2 Exhibit 2 - Program/Technical Exhibit 12
4.3 Exhibit 3 - Offeror and Offeror's Personnel Experience, Qualification and Capacity Exhibit 13
4.4 Exhibit 4 - Rent Exhibit 13
4.5 Exhibit 5 – Draft Lease Agreement 14
4.6 Exhibit 6 – Confidential/Proprietary Information Exhibit 14

5. Appendices 14

1. Key Information

1.1 Property Available to Lease and Operate

The County of San Diego ("County") is seeking quote submittals via this Request for Quotes (RFQ) from entities ("Offeror") with the requisite skills, financial capacity, and project concept/vision to successfully operate and maintain the Bonita Golf Driving Range facility located within the County's Sweetwater Valley Regional Park pursuant to a lease agreement.

1.2 Opportunity

The Offeror will operate and maintain a golf driving range ("Facility") located at 3631 Bonita Road in Bonita, California, which serves the entire South Bay area of San Diego County. The Facility is located on a portion of Assessor's Parcel Numbers (APN) 592-020-01 and 592-020-05 ("Property"), as shown on Appendix "A". The Facility is situated on the north side of Bonita Road, approximately one mile east of Interstate 805, in the unincorporated community of Bonita, California. The Facility is approximately 20.8 acres and includes a lighted full-service driving range with 10 practice stations, a practice chipping/putting area and a concession stand with counter space, ball storage, and a restroom. The Facility includes a gated parking lot that will be exclusively used by the Facility operator and patrons. The Facility will be leased for the operation and maintenance of a public golf driving range, together with a concession stand offering snacks and related merchandise sales, golf instruction that includes lessons, clinics, junior programs, and other activities that support the operation of a driving range. The County anticipates a lease term of an initial period of five (5) years, with one (1) five-year option to extend the term.

1.3 Goals and Objectives

The successful Offeror must have the skills, financial capacity, demonstratable previous success, and concept/vision to: (1) operate and maintain the Facility in a safe, clean, and professional manner in accordance with County Board of Supervisors ("Board") Policy F-51: County Real Property Asset Management; (2) provide golf practice services at fair and reasonable prices to the County's residents; (3) commit to utilizing Local, Small and Disadvantaged Businesses (LSDB) and Disabled Veteran Business (DVB) in alignment with the County's strategic initiative to enhance the community in the operation of the Facility; (4) deliver high quality customer service; and (5) perform comprehensive facility maintenance and implement necessary improvements that ensure safe, reliable, and efficient operations at the Facility.

1.4 Schedule

The following is the projected timeline of milestones for this RFQ. The County may, by written addendum or other notice and in its sole discretion, change the dates and times of RFQ events. **Offerors should regularly check the County's website link identified in Section 1.6 for updates and changes to this RFQ, including changes to the RFQ timeline.**

Event Description	Target Date
RFQ Issuance	November 6, 2026
RFQ Question Submittal Deadline. Potential Offerors should direct inquiries to Elizabeth Enloe, Senior Real Property Agent via email at	November 20, 2026, 5:00.00 PM Pacific Time

DGSRESProcurement@sdcounty.ca.gov marked and entitled "Golf center and driving range at 3631 Bonita Rd."	
Submittal Due Date (final deadline to deliver submittals electronically as instructed in Section 4.4 and any applicable USB drives delivered to Department of General Services by **appointment only**, 5560 Overland Avenue, 4th Floor, San Diego CA 92123)	December 4, 2026, 5:00.00 PM Pacific Time

1.5 Point of Contact ("POC")

The POC for this solicitation is Elizabeth Enloe, Senior Real Property Agent, at DGSRESProcurement@sdcounty.ca.gov.

1.6 Questions

This RFQ is available on the County of San Diego's Website at www.sdcre.com ("Website"). Qualified Offerors may also request a hard copy from the Department of General Services at DGSRESProcurement@sdcounty.ca.gov.

Written addenda to the RFQ may be issued to provide clarifications, corrections, or to answer questions and will be published on the Website. The County may issue an addendum up to two business days prior to the "Submittal Due Date for RFQ." It is the Offeror's responsibility to submit a response based on the most current RFQ and addenda. Each Offeror should periodically check the Website for addenda that may be issued to implement changes or clarifications to the RFQ prior to the due date.

2. RFQ Instructions and Rules

A complete, concise, and professional response to this RFQ will enable the County to identify the Offeror who would provide the best value to the County and be indicative of the level of the Offeror's experience and commitment to leasing and operating the Facility. The Offeror must demonstrate that the approach, operation, maintenance, and financing plan would allow the successful operation of the Facility.

Each section of the RFQ response shall be labeled in the order described in this section. Specific instructions concerning the RFQ format, due date and other items are set forth in this section, 2.0 RFQ Instructions and Rules.

2.1 Instructions for Submitting a Quote

2.1.1 Offeror's Responsibility

1. It is Offeror's responsibility to submit a quote based on the most current RFQ and addenda thereto, County's responses to questions, any other information posted on the Website, and any diligence material made available by the County. Offerors are advised to regularly check the Website for information. The County has no obligation to contact Offerors directly with any such RFQ-related information.
    a. If an Offeror is unable to download this document, an Offeror may request a copy at DGSRESProcurement@sdcounty.ca.gov.

2. Forms required to be submitted with Offerors response to this RFQ are included in this RFQ or posted on the County's Website as an appendix to this RFQ.
    a. The County may update posted forms from time to time. Unless otherwise specified, Offerors may submit the version of a form in place as of the date of the posting of this RFQ or any later version thereof.
3. Quotes may be delivered via email to DGSRESProcurement@sdcounty.ca.gov or USB flash drive containing all required documents by appointment no later than **December 4, 2026, BY 5:00.00 PM PACIFIC TIME**. Offeror must prominently mark such submissions with the RFQ number on the outside of the packaging. If submitting via USB flash drive, please schedule an appointment by emailing DGSRESProcurement@sdcounty.ca.gov and deliver it to the County's Department of General Services.

County of San Diego
Real Estate Division
Attention: Elizabeth Enloe, Senior Real Property Agent
5560 Overland Avenue, Suite 410
San Diego, California 92123

2.1.2 Diligence and Duty to Inquire

1. Should Offeror find discrepancies or omissions or be in doubt as to the meaning of the RFQ or related documents, Offeror shall have a duty to submit a question via email to the County POC.
2. Offerors are expected to perform reasonable due diligence with regard to this RFQ, the Facility, and the required operations and maintenance of the Facility including, but not limited to, information that is publicly or otherwise reasonably available and, if applicable, information that can be obtained during a site visit (including verification of measurements, conditions, and other attributes). Neither the selected Offeror(s), nor any Offerors, shall be entitled to any price adjustment or other relief based upon information that was discovered or should have been discovered through due diligence.
    a. **A site visit of the Facility has been scheduled for Monday, November 16, 2026, from 2:00 P.M. to 3:00 P.M.** It is strongly suggested that all Offerors attend the site visit, although attendance is not mandatory. Each Offeror is responsible for familiarizing itself with the Facility and the scope of the County's requirements prior to submitting a proposal. A County representative will meet Offerors in the parking lot and start the tour promptly at 2:00 P.M. Photos of the Property may be taken during the tour, but no questions should be asked to the current lessee of the Facility. Instead, questions should be submitted in accordance with Section 2.1.4. When the site walk is complete, Offerors should return to their vehicles and exit the Property.
3. The County makes no representation or warranty, express or implied, as to the accuracy or completeness of any diligence material or other information provided by the County or any of its agents, representatives, contractors, or consultants. Such information may reflect good faith assumptions, estimates, or projections, which may or may not prove to be correct.
4. Offeror should not rely upon oral statements made or explanations given by the County, including any oral responses to questions or other inquiries. No prior, current, or post award communication(s) with any officer, agent, or employee of the County shall affect or modify any terms or requirements of this RFQ, except as explicitly provided for in this RFQ.

5. Property is in a floodway and therefore subject to flooding and flood damage to the Facility. The Offeror assumes use of the Facility at Offeror's own risk and all risk of all damages resulting from flooding or extreme weather conditions or other natural causes.
6. The Offeror shall not expand the footprint of any existing permanent structure located on the site without County written approval.

2.1.3 Offeror Communications

1. All communications from Offeror (including its employees, agents, and representatives) to the County or its officers and employees (including consultants working on or assisting with this procurement), related to this RFQ or Offeror's quote, must be directed in writing exclusively to the POC, unless otherwise authorized in writing by the POC. Offerors shall not communicate with or attempt to contact any other County personnel about this solicitation, except as otherwise allowed for in this RFQ or by law. Any improper contact may, at the County's sole discretion, cause Offeror to be removed from consideration for contract award.
2. If Offeror issues any public announcement or otherwise engages in communication that, in the County's sole determination, compromises the integrity of this RFQ process or attempts to restrain competition, Offeror may be removed from consideration for award.
3. Audio and/or video recording of presentations, discussions, negotiations, or other communications with the County regarding this RFQ are prohibited, unless specifically authorized in writing by the POC.

2.1.4 Questions

1. Offerors should direct inquiries to the POC via email at DGSRESProcurement@sdcounty.ca.gov marked and entitled "Golf center and driving range at 3631 Bonita Rd" no later than **November 20, 2026, BY 5:00.00 PM PACIFIC TIME**.
2. The County may choose not to respond to questions received after the date and time stated in the Schedule for Question submission. Offeror is responsible for ensuring that questions are received by the County.

2.1.5 Quote Format

1. Submit electronic quotes as files in .pdf format, except where specified otherwise. For pages other than signature pages, converted and searchable formats are preferred.
2. All quotes shall be signed with an electronic or handwritten signature by an authorized officer or employee of Offeror.

2.1.6 Quote Organization

1. Your quote should be organized in accordance with Section 4, Submittal Items, in this RFQ.
    a. Offerors shall organize content to correspond to the applicable exhibit and question or item within each exhibit.
    b. Offerors shall separate each exhibit into one or more files, clearly named as to the exhibit and order.
    c. Pages shall be consecutively numbered within each exhibit at the bottom or top margin of each page.
2. Confidential/Proprietary information:
    a. The County is a public agency subject to the California Public Records Act, Government Code § 7920.000, et seq. Some or all the documents submitted in response to this RFQ may be subject to disclosure, and the County intends to publish any resulting contracts to its public website.

b. It is Offeror's responsibility to identify and separate into a "CONFIDENTIAL/PROPRIETARY" exhibit and to provide a signed Indemnification Agreement for:
    i. All confidential information that Offeror represents, with legal basis, is exempt from disclosure pursuant to the California Public Records Act, including PI (Personal Information), PII (Personally Identifiable Information), or PHI (Protected Health Information);
    ii. Any proprietary or other information Offeror represents, with legal basis, is exempt from disclosure under the California Public Records Act and wishes to protect from disclosure.
c. The "CONFIDENTIAL/PROPRIETARY" exhibit must be clearly labeled with all pages marked as "CONFIDENTIAL/PROPRIETARY."
d. Offeror should reference material in the "CONFIDENTIAL/PROPRIETARY" exhibit where it is needed to respond to a Submittal Item through citation to the "CONFIDENTIAL/PROPRIETARY" exhibit (for example "See response 1 contained within the 'CONFIDENTIAL/PROPRIETARY' exhibit for staff Social Security numbers").
e. If the County determines that a submission improperly designates information as confidential or proprietary, the County may, at its sole discretion: (i) deem the information releasable; (ii) declare the submission non-conforming/non-responsive; (iii) remove such information, or (iv) take any other appropriate action. (Note: rent and lease terms are generally not confidential under the California Public Records Act).

2.2 Quote Evaluation

1. Evaluations may consider factors such as technical merit, experience, capacity, history of Offeror compliance and more, to determine the quote that provides the best overall value to the County.

2.3 County Commitment

1. This RFQ does not commit the County to lease the Facility, nor does it commit the County to pay any of Offeror's costs incurred in the preparation or submission of the quote. Further, Offeror shall not incur any reimbursable cost in anticipation of the execution of the lease agreement.
2. Neither Offeror nor any of its representatives shall have any claims whatsoever against the County or any of its respective officials, agents, or employees arising out of or relating to this RFQ or these procedures (other than those arising under a definitive lease with Offeror in accordance with the terms thereof).
3. The County reserves the right to terminate this RFQ at any time prior to the execution of the lease contemplated by this RFQ.
4. The County may withhold all information regarding this procurement until after negotiations are complete, including, but not limited to the number of quotes received; the identity of Offeror(s); the content of quotes; the County's evaluation and results thereof. Information releasable after the conclusion of negotiations is subject to the disclosure requirements and withholding exemptions of the California Public Records Act.
5. If an Offeror is involved in a merger, acquisition, or other change in control, the County reserves the right to execute a lease with a resulting entity.
6. The execution of the lease contemplated by this RFQ does not commit County to provide additional financial assistance for maintenance or operation of the Facility.

2.4 Soliciting Employees

1. Until the lease is executed, Offerors shall not, directly or indirectly, solicit any employee of the County to leave the County's employ in order to accept employment with Offeror, its affiliates, actual or prospective contractors, or any person acting in concert with Offeror without prior written approval of the County's Director of Department of General Services. This paragraph does not prevent the employment by Offeror of a County employee who has initiated contact with Offeror.

2.5 Prohibited Contracts and Subcontracts

1. In accordance with Section 67 of the San Diego County Administrative Code, the County shall not contract with, and shall reject any quote submitted by, the person or entities specified below, unless the Board finds that special circumstances exist that justify the approval of such lease:
    a. Persons employed by the County or by public agencies for which the Board is the governing body;
    b. Profit-making firms or businesses in which employees described in subsection 2.5.1(a) serve as officers, principals, partners, or major shareholders;
    c. Persons who, within the immediately preceding twelve (12) months, came within the provisions of subsection 2.5.1(a) and who (i) were employed in positions of substantial responsibility in the area of service to be performed by the contract; or, (ii) participated in any way in developing the contract or its service specifications; and
    d. Profit-making firms or businesses in which the former employees described in subsection 1(c) serve as officers, principals, partners, or major shareholders.
2. Offeror certifies that, if the Offeror and County enter into a lease as contemplated by this RFQ, such lease will be in compliance with Section 67 of the San Diego County Administrative Code. Offeror shall promptly notify the County of any change in circumstance affecting these provisions.

3. Scope of Operations at the Facility

3.1 Lease Agreement General Requirements

1. Hours of Operation:
    a. The selected Offeror may set specific hours of operation for the Facility subject to County approval.
    b. The selected Offeror is encouraged to operate the Facility from dawn to dusk. The maximum hours of operation shall be 7:00 a.m. to 10:00 p.m., seven (7) days per week.
2. Property Programming Requirements:
    a. The selected Offeror will be required to provide the County with a list of additional program offerings including dates and times of operation and any educational opportunities or private events on an annual basis for the approval of Director of Department of Parks and Recreation ("Director"). All other special events will require individual Director approval.

    b. The selected Offeror responsible for management of the Facility.

3. Maintenance Requirements:

a. The selected Offeror will be required, at its sole cost and expense, to perform all routine maintenance, repair, and upkeep of the Facility in its entirety, and shall ensure that all areas remain safe, clean, and fully operational, including, but not limited to, water system, backflow preventors, septic system, structures, and fencing that is associated with the Facility.
b. The selected Offeror, at its sole cost and expense, shall procure, install, service, and maintain at the Facility an Americans with Disabilities Act ("ADA")-compliant portable restroom equipped with a secondary containment tray designed to prevent any discharge, leakage, or contamination of the surrounding ground surface.
c. The selected Offeror, at its sole cost and expense, shall repair, resurface, restripe, and otherwise improve the parking lot in compliance with the ADA and all other applicable federal, state, and local laws, codes, and regulations within the first year of operation. Thereafter, Offeror, at its sole cost and expense, shall slurry and restripe the parking lot at least once every three to five (3-5) years, or more frequently as reasonably necessary to maintain the parking lot in good condition.
d. Offeror, at its sole cost and expense, shall make concession stand improvements to include interior and exterior painting, repair and/or replace wood dry-rot, and replace roof within the first year of operation.
e. Offeror, at its sole cost and expense, shall make improvements to the driving range practice stations within the first year of operation, including painting of the exterior, repairing and/or replacing wood dry-rot (including overhang).

4. Other Requirements:
    a. The selected Offeror will be required to report program participation to the County on a quarterly basis.
    b. The selected Offeror will coordinate with the County on required reporting including, but not limited to, incident reporting, performance reporting, maintenance logging, etc.
    c. The selected Offeror is expected to have the financial capacity to carry out the operation plan and maintenance and repair requirements and to meet the proposed rent payments and pay all operating expenses associated with the use and operation of the Property.

3.2 Selected Offeror's Team

1. The selected Offeror will be required to provide a support team capable of handling all daily operations, maintenance, and customer service needs.
2. The selected Offeror and its team shall respond to all calls and email inquiries from the County within one (1) business day of initial contact during regular business hours, Monday through Friday, 8:00 a.m. to 5:00 p.m. PST.
3. The selected Offeror shall ensure that all employees, contractors, and volunteers who perform operations and maintenance of the Facility comply with the requirements of the lease.
4. The selected Offeror shall provide the POC a list of key personnel's after-hours phone numbers and cell phone numbers for all emergency requests. The selected Offeror's key personnel should be available to provide 24-hour emergency support services.
5. All personnel operating at the Facility shall be employees, volunteers, or subcontractors of the selected Offeror.
6. The selected Offeror shall ensure that all personnel are trained to operate the Facility on the Property. Personnel shall obtain a valid background and fingerprint clearance from a recognized law enforcement or government

agency to confirm the absence of any criminal history. Any fees associated with said clearance shall be the sole responsibility of the selected Offeror.

7. The selected Offeror shall not allow any personnel under the influence of alcohol or drugs on County property or in County buildings.
8. The selected Offeror's personnel shall be courteous to the public and all County personnel.

3.3 Responsibilities of Selected Offeror Following the Execution of the Lease

1. The selected Offeror shall provide the minimum insurance requirements described in Exhibit "B" INSURANCE REQUIREMENTS in the draft lease attached as Appendix "B" – Draft Lease Agreement to this RFQ.
2. The Facility is separately metered for utilities. The selected Offeror will be responsible for securing and paying all expenses for all utilities and services serving the Facility including, but not limited to, gas, electricity, water, telephone service and internet service, portable toilet, septic system & sewage charges, landscaping, and trash removal. The County shall have no responsibility to either provide for or pay for any utilities or services. It is the responsibility of each Offeror to determine all utility requirements and how utilities are furnished to the Facility.
3. The selected Offeror will accept the Facility in its "as-is" condition as of the lease commencement date and shall, at its sole cost, be responsible for all repairs, maintenance, restorations, and replacements of the Facility and its improvements. This includes all utility-related systems (whether within the parameters of the Facility or outside the Facility), waterlines, irrigation systems, pipes, conduits, structures, fixtures, equipment, signs fences; and all such items of repair, maintenance, alteration, improvement or reconstruction as may be required at any time or from time to time by a governmental agency having jurisdiction thereof. The aforementioned repair obligations shall apply regardless of whether the repairs, restorations and replacements are ordinary or extraordinary, foreseeable or unforeseeable, capital or noncapital, or the fault or not the fault of the selected Offeror, its agents, employees, invitees, visitors, sublessees or contractors. All replacements made by the selected Offeror in accordance with this lease requirement shall be of like, size, kind and quality to the items replaced.
4. Any damages by the selected Offeror to the County's property, including equipment, furniture, materials or other County property will be repaired or replaced by the selected Offeror to the satisfaction of the County at no cost to County.
5. The selected Offeror will be required to adhere to Hazardous Materials Laws relating to hazardous substances, hazardous materials, hazardous waste, toxic substances, environmental conditions on, under or about the Property, soil and ground water conditions or other similar substances or conditions.
6. The selected Offeror must comply with Working Families Ordinance (Admin Code Sections 73.10-73.14).
7. The selected Offeror is required to commit to utilizing Small-Local Business (SLB) (as such term is defined in County Board Policy B-53) and Disabled Veteran Business (DVB) (as such term is defined in County Board Policy B-39(a)) in the repair, maintenance, improvement, and/or operation of the Facility, when possible.

3.4 Sustainability Requirements

1. The County is committed to a sustainable environment and environmental stewardship. The County's environmental stewardship priorities include reducing or diverting solid waste, reducing electricity and water

usage, reducing Greenhouse Gas Emissions, reducing stormwater pollution, and reducing the use of Hazardous substances. The selected Offeror's environmental practices shall comply with applicable federal, state, and local environmental requirements.

2. The selected Offeror shall comply with all Laws and Regulation provided by the California Department of Pesticide Regulation (CaDPR) and minimize the use of chemical pest control methods by adopting Integrated Pest Management (IPM) practices outlined by University of California Statewide IPM program and adhering to County Board Policy F-45.
3. The selected Offeror will be required to implement landscaping practices that reinforce environmental stewardship to protect natural resources and human health and well-being in alignment with the County's strategic initiative to advance Sustainability to the extent possible and where appropriate.
4. The selected Offeror will be required to comply with stormwater laws to develop, install, implement and maintain pollution prevention measures, source control measures and Best Management Practices as outlined in Appendix "C" ("BMPs").
5. The selected Offeror will also be required to implement measures to protect downstream water quality, manage irrigation runoff and prevent contamination from fertilizers and pesticides.
6. The Offeror must demonstrate compliance with California Senate Bill (SB) 1383 regulations on Offeror's other projects, which cover mandatory organic waste recycling and composting. Compliance can be achieved through a combination of onsite composting, chipping, or a waste hauler service subscription. The Offeror should provide various ways to use compost to benefit the environment and to create a more sustainable agricultural system.

4. Submittal Items

4.1 Exhibit 1 – Required Forms

1. Submit a completed and signed Transmittal Letter (Form A)
    - Required for all Offerors
    - located at: Transmittal Letter
2. Submit a completed and signed Indemnification Agreement (Form B) (if applicable).
    - Required if submitting Confidential/Proprietary Information (see RFQ Instructions and Rules Section 2) located at: Indemnification Agreement
3. Submit a completed and signed Representations and Certifications form (Form C)
    - Required for all Offerors
    - located at: Representations and Certifications
4. Submit a completed and signed Conflict Contract Certification form (Form E)
    - Required for all Offerors
    - located at: Conflict Contract Certification
5. Submit a completed Interested Party Questionnaire (Form F)
    - Required for all Offerors
    - located at: Interested Party Questionnaire

4.2 Exhibit 2 - Program/Technical Exhibit

1. Please fully describe your technical approach to meeting the requirements outlined in Section 3, the Scope of Operations, to include the following:
    a. Maintenance of the Facility:
        i. Describe how your organization will maintain the property to ensure it always remains operational, safe, clean and free of trash and debris.
    b. Operation of the Facility:
        i. Describe how your organization will operate the driving range to include programming and events, if any.
        ii. Describe how your organization will implement effective operational management of the Facility including staffing, supervision, scheduling, and/or volunteers.
        iii. Describe plans, if any, how your organization will advertise to prospective patrons in order to remain fully operational.
        iv. Describe plans (if any) to partner with or become a member of any associations or organizations.
        v. Describe your organization's proposed fees for use of the Facility, including an itemized list of proposed fees, including approximate percentage increases that are anticipated over the current rates. Additionally, identify any new fees associated with services included in your operations plan that are not presently offered at the Facility.
    c. Improvements:
        i. Describe the plan to meet the maintenance requirements outlined in Section 3.1(3).
        ii. Describe potential planned improvements to the Facility your organization may perform, including, but not limited to, landscaping and amenities to ensure the continuity of operations at the Facility without interruption. Please provide a description of any improvements to the Property you plan to make to improve accessibility and inclusivity for individuals with varying physical abilities. The plan should include project description, impact to operations, cost estimates and timeline for construction.
        iii. Describe plans to improve water efficiency.
    d. Business Plan/Financial Capacity:
        i. Describe how your organization (or proposed subcontractors) has the financial capacity to carry out the operation plan, to meet the maintenance requirements specified in Section 3.1(3), and to meet the proposed rent payments, if any, and pay all operating expenses associated with the use, maintenance, and operation of the Facility. If a sublessee is relied upon to demonstrate financial capacity, please provide this information for them as well.
        ii. Detail the approximate investment the Offeror will make in the Facility, if any, including operations, and the ability to pay for the investment in the operations.
        iii. Outline the method of generating income/revenue to install the necessary equipment and fixtures, maintain, repair, and manage the operation of a Facility of this size and type.
        iv. Provide audited financial statements or other reasonable proof of financial ability, such as six months of bank statements, or funding (donations, grants, loans) commitment letters as part of the submittal.
    e. Small-Local Business (SLB) and Disabled Veteran Business (DVB):

i. Describe the plan to utilize SLB and DVB in the repair, maintenance, improvement, and/or operation of the Facility.

4.3 Exhibit 3 - Offeror and Offeror's Personnel Experience, Qualification and Capacity Exhibit

1. Please describe the Offeror's experience in managing golf center/driving ranges or facilities of similar size and visibility, including:
    a. Number of golf facilities operated, if any.
    b. Annual revenue generated.
    c. Lawn maintenance and pest control methods currently used.
    d. Experience in administration and oversight of small-scale leases and fees issued to the public or community-based entities, if any.
2. The Offeror's experience with best management practices such as water conservation, runoff reduction and nutrient management, integrated pest management (IPM), and regulatory compliance and sustainability are essential to minimize negative environmental impacts and nuisances and to protect natural resources, human health and wellbeing. The Offeror should be familiar with and demonstrate knowledge and understanding of land stewardship activities. The Offeror should demonstrate knowledge and experience with IPM strategies. When needed (according to established IPM guidelines), pest control materials must be selected and applied in a manner that minimizes risks to human health, beneficial and non-target organisms and the environment.
3. The Offeror should demonstrate relevant knowledge and experience operating in flood-prone environments. This should include an understanding of watershed characteristics, storm events, drainage patterns, runoff, and the potential impacts of flooding on golf course operations, facilities, infrastructure, and surrounding areas. The Offeror should also demonstrate the ability to monitor weather and site conditions, recognize potential flood-related impacts, coordinate appropriate operational responses, and manage the facility in a manner that considers the movement of stormwater and the protection of public safety and surrounding resources.

4.4 Exhibit 4 - Rent Exhibit

1. Please submit proposed payment schedule.
    a. ***The minimum rent shall be at least $6,400 per month***. Each Offeror may propose rent greater than $6,400 per month. Additional consideration may be given for submittals that propose paying higher than the minimum rent amount. The monthly rent may be subject to an upward adjustment of a fixed 3% annual increase.
    b. Provide the proposed rent amount and whether the proposed rent is a flat rate, based on percentage of gross revenue or a combination of both and the method of calculating periodic rent adjustments throughout the term of the lease. Pursuant to County Board Policy F-51, in no event shall the minimum rent for an adjustment period be less than the minimum rent payable immediately prior to the adjustment period for initial term and all option periods.

4.5 Exhibit 5 – Draft Lease Agreement

1. Offeror shall acknowledge that it has read, reviewed, and understands the content of the draft lease agreement (Appendix "B"), and shall provide a detailed list of lease provisions that the Offeror is objecting to, the nature of its concern, and what terms the Offeror is willing to accept.
2. The Offeror will be deemed to have accepted provisions of the lease to which it does not take exception to. The County may, as part of its evaluation process, conclude that exceptions are so numerous and/or material as to make Offeror's response to the solicitation unacceptable. Selecting a specific Offeror does not constitute acceptance by County of Offeror's revisions to the lease.

4.6 Exhibit 6 – Confidential/Proprietary Information Exhibit

1. Please include any Confidential/Proprietary Information in this exhibit, in accordance with RFQ Instructions and Rules section 2.1.6.

5. Appendices

Appendix "A" – Site Map
Appendix "B" – Draft Lease Agreement
Appendix "C" – Watershed Protection Ordinance Guidance Handbook