

AMENDMENT #3 – RFP#083118

Department of Parks Lake Barkley Campground

I. The following is a request for additional information pertaining to Lake Barkley Campground:

- Topographical maps. See attached.
- Surveys. Please see answer to question on Amendment #2.
- Archaeological, environmental and or endangered species surveys. For the environmental information, please see Exhibit B of the RFP, which includes the Corps of Engineers' lease and exhibits attached to the RFP. The Department of Parks has no other information pertaining to archaeological and endangered species.
- As built maps electric, water, sewer sites, etc. See attachment to Amendment #2 for utility plans.
- Wastewater treatment plant certification. See attached certification.
- Customer information: past 3 years – average length of stay, number of days stayed, site days of usage, income, income per individual site, where guests are from, and any other relevant marking information. See Amendment #2 for answers to a portion of this request. See attached for remainder of supplemental information provided by Parks:
 - Occupancy report by sites; 1/1/15 – 12/31/17
 - Daily accrued revenue detail report; CY 2017; CY 2015
 - Visitor demographics; 2017, 2016, and 2015
- Expenses: cost of electricity, cost of water, expenses incurred over the last three years.
- Improvements over the last five years.

II. Official Answer to Questions:

Q: Electric rates will be what per KWH?

A: Parks' was charged for its last electric bill approximately 0.0444 cents per kilowatt hour. However, Parks is on an "on demand" electric service. So the rates change based on how usage. The rate is based on the highest day of usage because Parks has to be provided that amount all month. Parks also has to pay on demand charge and a TVA Energy Generation Charge. For 540000 KWH used, the demand charge for \$14664.96 and the TVA generation charge

was \$10584.00 plus school tax. So, the total charge for 540000 KWH was \$52486.74 or .0971976 per Kilowatt Hour. This should be a good average; but, the rates do change during the year depending on total usage.

Water Bill: Usage averages to .005 per gallon plus 3% local tax. There is a minimum usage of 3000 gallons per month; but, Parks always go over that minimum amount.

Q: Does one have to have a land line? The reason being if you have wi-fi you can use that for your phone system also?

A: For emergency purposes, the Commonwealth will require a land line.

Q: What is the actual area available for potential subleasing, minimal area for subleasing?

A. See Amendment #2 for answer.

Q. Open and available for campers by April 1, 2019, what if waiting on approvals? That is not able to make improvements due to waiting for federal, state and local approvals or weather delay?

A. The wording of the question is interpreted that the party believes renovations are required to begin by 4/1/19; however, that is not the case. The RFP only requires the bidder to begin operation of the existing campground by 4/1/19. Renovations are required to begin no later than 1 year after execution of the sublease agreement, which likely puts that date in late fall/early winter of 2019. That section also states that we will agree to a reasonable extension due to delay beyond control of the bidder – waiting on regulatory approvals certainly falls in that category. See section V.C., paragraphs 1 and 2.

The Commonwealth will extend the April 1, 2019 deadline for operation, if the Commonwealth/Offeror are waiting on federal approval.

Q. Once an agreement is in place, will the state allow mortgage interests to be placed on the property? That is banks must secure their investments, will the state enable this at that time?

A. The Commonwealth would consider allowing the Offeror to mortgage the leasehold estate only, not the property.

Q. What is meant by 100% surety bond? When is this? Is it just for subcontractors?

A. The Offeror shall procure payment and performance bonds in favor of the Commonwealth in the amount of one hundred percent (100%) of the designated amount of the Project as security for the faithful performance of the construction required, including liquidated damages that may become due as a result of late completion of the project and the payment of all persons who have and fulfill subcontracts which are directly with the Offeror. Such payment and performance bonds shall be issued by a reputable insurance company, authorized to do

business in the Commonwealth. The Offeror shall, before beginning the construction/development of facilities, require of any subcontractor employed by the Offeror to construct said facilities, a surety bond or bonds in form satisfactory to the Commonwealth. These bonds shall protect the leased premises against the imposition of mechanics and materialsman's liens and guarantee performance of the construction subcontract. All bonds shall be executed by a surety company authorized to do business in the Commonwealth.

Performance and Payment Bonds Requirements:

1. Each bond furnished by the Offeror shall incorporate, by reference, the terms of the Contract as fully as though they were set forth verbatim in such bonds. In the event a Change Order(s), executed by the Offeror, adjusts the Contract Sum, the penal sum of both the performance bond and the payment bond shall be deemed increased by like amount.

NOTE: The performance bond protects the Commonwealth in the event the successful Offeror defaults on the project. The payment bond assures payment of those supplying labor and materials to the successful Offeror. Unemployment compensation and workers' compensation do not protect against these contingencies.

Q. Suggest changing expense of maintaining marina to expense of maintaining campground.

A. Correct; 'marina' is a typographical error. Please see below.

III. The third paragraph, first bullet, of Section AD "Maintenance Escrow Account" on page 21 is hereby amended (new language underscored; deleted language stricken):

"As to the operation of the escrow deposit account, the parties hereto agree:

- That the account shall be an interest bearing account and that the amounts either deposited in or accruing upon said account shall be considered a cost or an expense of maintaining the ~~marina~~ campground;"

All other terms and conditions of RFP#083118 remain the same.

END OF AMENDMENT#3 – RFP#083118